



CONFIDENTIAL Executive Summary

Purchase Price: \$250,000
Total Annual Sales*: \$284,569
Inventory: \$3,500
Managed Cash Flow**: \$27,094

Subway #5073
18915 Sonoma Hwy
Sonoma, CA 95476

SUB
SANDWICH

List price does not include inventory, franchise transfer fees, or lease security deposits.

* YE 2019

** Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

Franchise Information:

Subway is the world's #1 QSR chain with over 43,000 restaurants in 110 countries. Franchisor requires sufficient net worth and liquidity, and buyer must live in the area.

Franchise Agreement Expiration: 4/30/2034
Royalty: 8.0%

Transfer Fee: \$5,000
Advertising: 4.8%

Training Location: Milford, CT
Training Period: 2 weeks

Remodel Requirements: Due 6/30/2021, approximately \$35-45K

Lease Information:

Monthly Base Rent: \$2,369
Percentage Rent: N/A
Expiration: 9/30/2023

Options: None
CAM: Included
Monthly Property Tax: \$110

Security Deposit: Approx \$3,000
Real Property Available: No
Increases: N/A

Location Details:

Business Established: 1/19/1989
Owner Since: 5/7/2014
Hours of Operation: 8a - 10p

Building Type: Inline
Seating: Approximatly 12
Licenses Needed: Business, Health

Building Size: 1,200 SF
Employees: 5
Equipment Value: \$7,500

Located in the Vineyard Shopping Center, near the intersection of Verano Ave and Sonoma Hwy. Other business in the center include an insurance company, a market, Metro PCS and a Taekwondo studio. The Sonoma skatepark is directly located across the street.

Remember you have agreed to keep all FranBizNetwork listings confidential.

As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business.

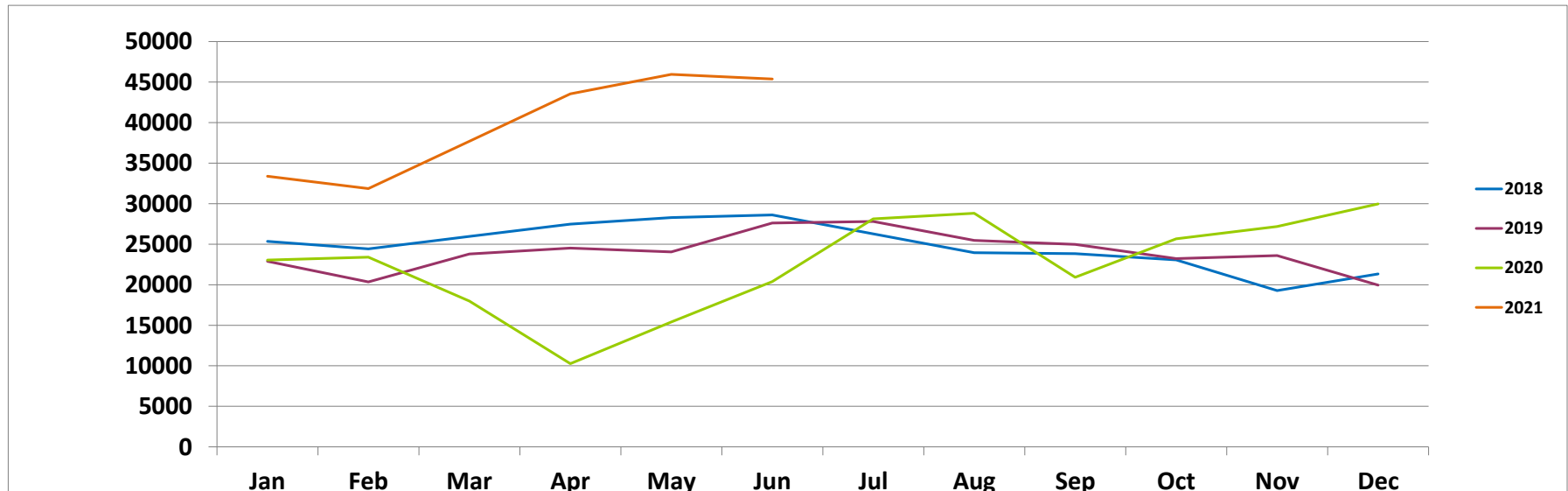


SUB SANDWICH

MONTHLY SALES

Subway #5073

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$25,340	\$24,428	\$25,965	\$27,476	\$28,281	\$28,611	\$26,266	\$23,954	\$23,824	\$23,068	\$19,277	\$21,324	\$297,814
2019	\$22,882	\$20,354	\$23,795	\$24,519	\$24,056	\$27,617	\$27,803	\$25,464	\$24,977	\$23,223	\$23,589	\$19,951	\$288,229
\$ +/-	(\$2,458)	(\$4,074)	(\$2,170)	(\$2,957)	(\$4,225)	(\$994)	\$1,537	\$1,510	\$1,153	\$155	\$4,311	(\$1,373)	(\$9,585)
% +/-	-10%	-17%	-8%	-11%	-15%	-3%	6%	6%	5%	1%	22%	-6%	-3%
2019	\$22,882	\$20,354	\$23,795	\$24,519	\$24,056	\$27,617	\$27,803	\$25,464	\$24,977	\$23,223	\$23,589	\$19,951	\$288,229
2020	\$23,037	\$23,392	\$17,984	\$10,264	\$15,403	\$20,396	\$28,135	\$28,821	\$20,910	\$25,659	\$27,184	\$29,968	\$271,154
\$ +/-	\$155	\$3,038	(\$5,810)	(\$14,254)	(\$8,653)	(\$7,221)	\$332	\$3,357	(\$4,067)	\$2,436	\$3,596	\$10,017	(\$17,076)
% +/-	1%	15%	-24%	-58%	-36%	-26%	1%	13%	-16%	10%	15%	50%	-6%
2020	\$23,037	\$23,392	\$17,984	\$10,264	\$15,403	\$20,396	\$28,135	\$28,821	\$20,910	\$25,659	\$27,184	\$29,968	\$271,154
2021	\$33,391	\$31,860	\$37,705	\$43,556	\$45,951	\$45,377	\$0	\$0	\$0	\$0	\$0	\$0	\$237,840
\$ +/-	\$10,354	\$8,468	\$19,720	\$33,291	\$30,548	\$24,981							\$127,364
% +/-	45%	36%	110%	324%	198%	122%							115%





SUB SANDWICH

Subway #5073 PROFORMA

YE 2019		
SALES	\$ 284,569	
COGS:	\$ 71,427	25.1%
Labor:	\$ 76,549	26.9%
Workers Comp*:	\$ 2,105	2.8%
Payroll Taxes*:	\$ 8,650	11.3%
R&M:	\$ 1,423	0.5%
Utilities:	\$ 16,155	5.7%
Rent:	\$ 28,430	10.0%
Property Tax:	\$ 1,300	0.5%
Nat'l Advertising:	\$ 13,517	4.8%
Royalty:	\$ 22,766	8.0%
Insurance:	\$ 3,135	1.1%
Bank Charges:	\$ 180	0.1%
Credit Card Fees:	\$ 5,549	2.0%
Professional Services:	\$ 1,980	0.7%
Outside Services:	\$ 1,095	0.4%
Pest Control:	\$ 500	0.2%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,570	0.6%
Cash Over/Short:	\$ 285	0.1%
Other G&A:	\$ 225	0.1%
Total Expenses:	\$ 257,475	90.5%
Managed Cash Flow:	\$ 27,094	9.5%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.