



CONFIDENTIAL Executive Summary

Purchase Price:	\$250,000	Subway #5073
Total Annual Sales*:	\$457,196	18915 Sonoma Hwy
Inventory:	\$3,500	Sonoma, CA 95476
Managed Cash Flow**:	\$77,792	

SUB
SANDWICH

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

* Trailing 12 Months Ending 11/30/21

** 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	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.8%	Training Period: 2 weeks
Remodel Requirements: Due 6/30/2021, approximately \$35-45K		

Lease Information:

Monthly Base Rent: \$2,369	Options: None	Security Deposit: Approx \$3,000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 9/30/2023	Monthly Property Tax: Included	Increases: N/A

Location Details:

Business Established: 1/19/1989	Building Type: Inline	Building Size: 1,200 SF
Owner Since: 5/7/2014	Seating: Approximately 12	Employees: 5
Hours of Operation: 8a - 10p	Licenses Needed: Business, Health	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.

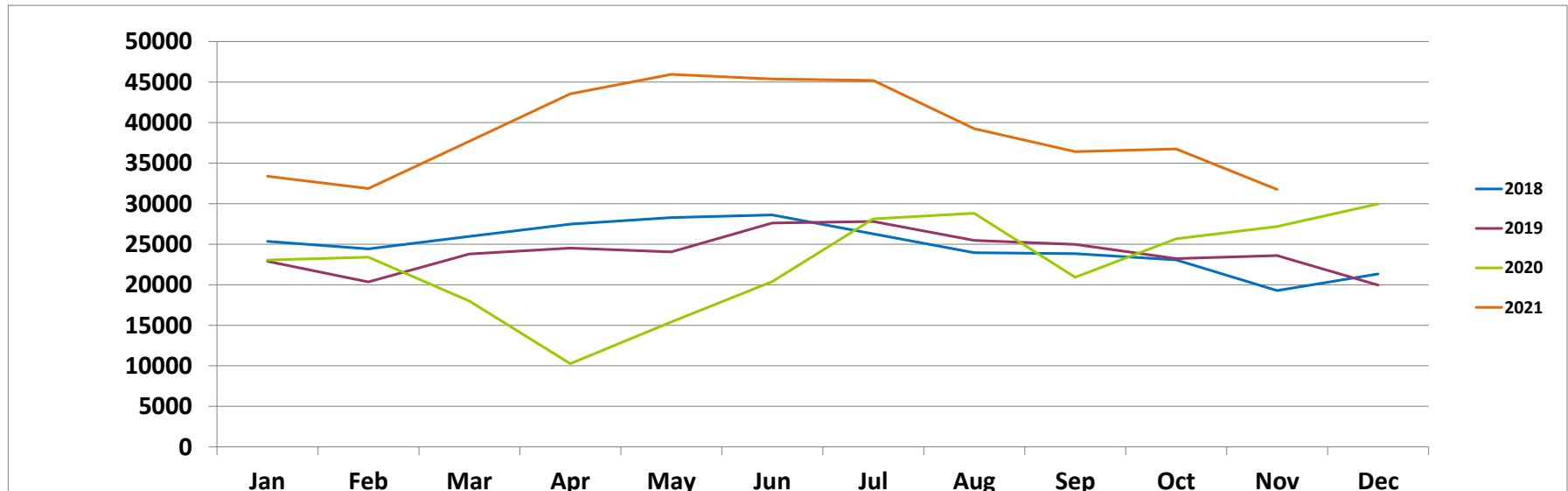


SUB SANDWICH

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	\$45,202	\$39,259	\$36,416	\$36,757	\$31,753	\$0	\$427,227
\$ +/-	\$10,354	\$8,468	\$19,720	\$33,291	\$30,548	\$24,981	\$17,068	\$10,438	\$15,506	\$11,098	\$4,569	\$0	\$186,042
% +/-	45%	36%	110%	324%	198%	122%	61%	36%	74%	43%	17%	\$0	77%





SUB SANDWICH

Subway #5073 PROFORMA

Trailing 12 Months Ending 11/30/21		
SALES	\$ 457,196	
COGS:	\$ 114,985	25.2%
Labor:	\$ 125,957	27.6%
Workers Comp*:	\$ 2,519	2.0%
Payroll Taxes*:	\$ 12,407	9.9%
R&M:	\$ 2,286	0.5%
Utilities:	\$ 19,102	4.2%
Rent:	\$ 28,430	6.2%
Nat'l Advertising:	\$ 21,717	4.8%
Royalty:	\$ 36,576	8.0%
Equipment Lease:	\$ 200	0.0%
Insurance:	\$ 3,150	0.7%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,258	1.2%
Professional Services:	\$ 1,500	0.3%
Outside Services:	\$ 1,905	0.4%
Pest Control:	\$ 515	0.1%
Security:	\$ 555	0.1%
Permits & Licenses:	\$ 1,570	0.3%
Cash Over/Short:	\$ 457	0.1%
Other G&A:	\$ 15	0.0%
Total Expenses:	\$ 379,404	83.0%
Managed Cash Flow:	\$ 77,792	17.0%

*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.