



CONFIDENTIAL Executive Summary

SUB
SANDWICH

Purchase Price:	\$110,000	Subway #6985
Total Annual Sales*:	\$647,972	1400 Mission Street
Inventory:	\$3,500	San Francisco, CA 94103
Managed Cash Flow**:	\$31,727	

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: 1/23/2032	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.75%	Training Period: 2 weeks
Remodel Requirements: Due 8/9/2024, approx \$35K-\$45K		

Lease Information:

Monthly Base Rent: \$4,606	Options: 2x5yr	Security Deposit: Approx \$5,000
Percentage Rent: N/A	CAM: \$2,043	Real Property Available: No
Expiration: 1/31/2027	Monthly Property Tax: Approx \$135	Increases: N/A

Location Details:

Business Established: 3/11/1988	Building Type: Inline	Building Size: 1,285 SF
Owner Since: 6/23/2012	Seating: Approx 10	Employees: 8
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located under a high rise condominium complex near the corner of Mission and 10th. Many businesses in the area including Uber, SF Municipal Transportation Agency/Planning Department/HR. Nearby restaurants include Peet's Coffee, Go Go Deli Market, Allstar Donuts & Sandwich.

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

Subway #6985 PROFORMA

YE 2019		
SALES	\$ 647,972	
COGS:	\$ 183,376	28.3%
Labor:	\$ 190,504	29.4%
Workers Comp*:	\$ 5,810	3.1%
Payroll Taxes*:	\$ 21,527	11.3%
R&M:	\$ 2,916	0.5%
Utilities:	\$ 26,305	4.1%
Rent:	\$ 55,272	8.5%
CAM:	\$ 24,516	3.8%
Property Tax:	\$ 1,615	0.2%
Nat'l Advertising:	\$ 30,779	4.8%
Royalty:	\$ 51,838	8.0%
Insurance:	\$ 3,135	0.5%
Bank Charges:	\$ 180	0.0%
Credit Card Fees:	\$ 9,720	1.5%
Professional Services:	\$ 1,980	0.3%
Outside Services:	\$ 2,120	0.3%
Pest Control:	\$ 500	0.1%
Security:	\$ 635	0.1%
Permits & Licenses:	\$ 1,570	0.2%
Cash Over/Short:	\$ 648	0.1%
Other G&A:	\$ 1,300	0.2%
Total Expenses:	\$ 616,245	95.1%
Managed Cash Flow:	\$ 31,727	4.9%

*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.