



## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$105,000	#50461 - Subway
Total Annual Sales*:	\$319,960	375-D Saratoga Avenue
Inventory:	\$3,500	San Jose, CA 95129
Owner Operated Cash Flow**:	\$44,778	

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

\* Trailing 12 Months Ending 9/30/2020

\*\* 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: 3/20/2039	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.8%	Training Period: 2 weeks
Remodel Requirements: Every 7 years		

---

### Lease Information:

Monthly Base Rent: \$6,025	Options: 2x5yr	Security Deposit: \$4,836
Percentage Rent: None	CAM: Included in rent	Real Property Available: No
Expiration: 6/30/2021	Monthly Property Tax: Included in rent	Increases: 3%

---

### Location Details:

Business Established: 11/26/2011	Building Type: Inline	Building Size: 1,540 SF
Owner Since: 3/20/2019	Seating: 24	Employees: 9
Hours of Operation: M-F 7a-10p; Sa 8a-10p; Su 9a-10p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located right off of Saratoga Ave., near the intersection with Stevens Creek Blvd. Busy area with many car dealerships. Other tenants in strip mall include Kelly-Moore paints, a beauty salon, nail salon and various food establishments. Walmart Neighborhood Market is located behind the restaurant. Nearby competitors include TOGO's.

---

**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.

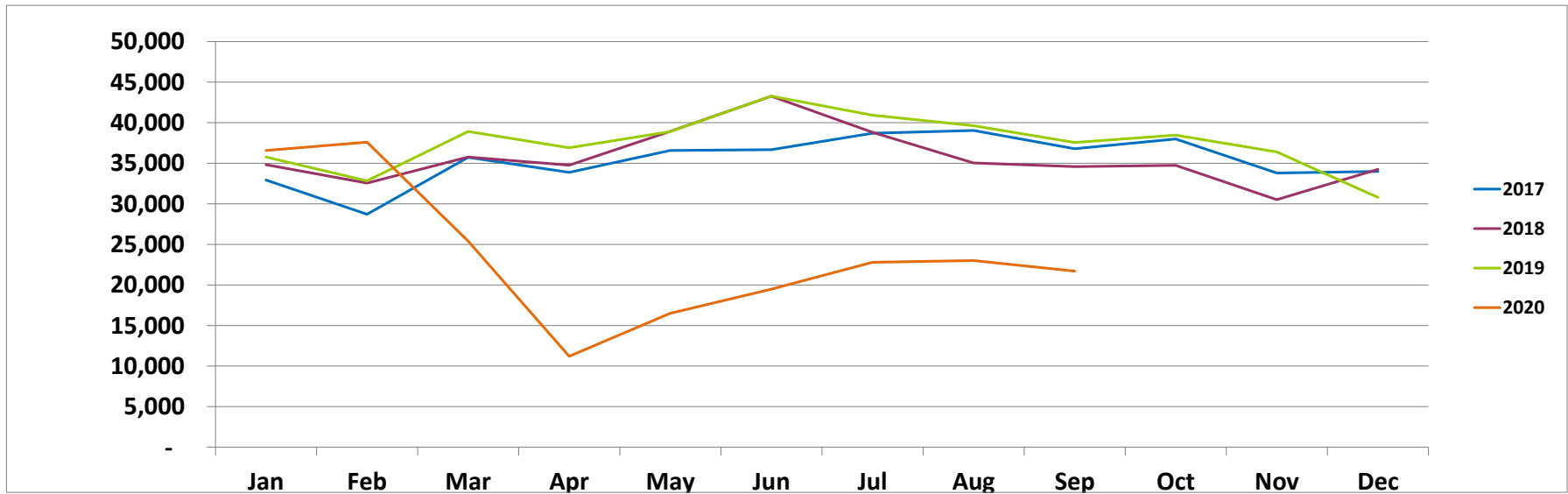


# SUB SANDWICH

## MONTHLY SALES

#50461 - Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2017</b>	\$32,940	\$28,716	\$35,725	\$33,879	\$36,567	\$36,673	\$38,697	\$39,042	\$36,793	\$37,997	\$33,806	\$33,989	\$424,823
<b>2018</b>	\$34,817	\$32,556	\$35,761	\$34,757	\$38,945	\$43,264	\$38,821	\$35,034	\$34,581	\$34,751	\$30,514	\$34,246	\$428,049
<b>\$ +/-</b>	\$1,878	\$3,840	\$35	\$879	\$2,378	\$6,591	\$124	(\$4,008)	(\$2,211)	(\$3,246)	(\$3,291)	\$257	\$3,225
<b>% +/-</b>	6%	13%	0%	3%	7%	18%	0%	-10%	-6%	-9%	-10%	1%	1%
<b>2018</b>	\$34,817	\$32,556	\$35,761	\$34,757	\$38,945	\$43,264	\$38,821	\$35,034	\$34,581	\$34,751	\$30,514	\$34,246	\$428,049
<b>2019</b>	\$35,774	\$32,836	\$38,923	\$36,904	\$38,905	\$43,277	\$40,920	\$39,627	\$37,569	\$38,467	\$36,403	\$30,796	\$450,400
<b>\$ +/-</b>	\$957	\$280	\$3,162	\$2,147	(\$40)	\$13	\$2,099	\$4,592	\$2,987	\$3,716	\$5,889	(\$3,450)	\$22,352
<b>% +/-</b>	3%	1%	9%	6%	0%	0%	5%	13%	9%	11%	19%	-10%	5%
<b>2019</b>	\$35,774	\$32,836	\$38,923	\$36,904	\$38,905	\$43,277	\$40,920	\$39,627	\$37,569	\$38,467	\$36,403	\$30,796	\$450,400
<b>2020</b>	\$36,580	\$37,601	\$25,411	\$11,207	\$16,505	\$19,487	\$22,794	\$22,998	\$21,711	\$0	\$0	\$0	\$214,294
<b>\$ +/-</b>	\$806	\$4,765	(\$13,512)	(\$25,697)	(\$22,400)	(\$23,790)	(\$18,126)	(\$16,629)	(\$15,857)				(\$130,440)
<b>% +/-</b>	2%	15%	-35%	-70%	-58%	-55%	-44%	-42%	-42%				-38%



**SC Subway LLC**  
**Profit & Loss #50461**  
**January through August 2019**  
**Purchased March 2019**

	<b>TOTAL</b>	
	<b>Mar - Aug 19</b>	<b>%</b>
Total Income	\$214,393	100.0%
Cost of Goods Sold		
Beverage Cost	\$96	0.04%
Food Purchases Cost	\$57,423	26.78%
Total COGS	\$57,519	26.83%
Gross Profit	\$156,874	73.17%
Expense		
Advertising and Promotion - FAF	\$9,982	4.66%
Alarm and Security	\$382	0.18%
Bank Service Charges	\$71	0.03%
General Liability Insurance	\$2,564	1.2%
Merchant Account Fees	\$4,121	1.92%
Payroll Processing Expenses - Subsource	\$100	0.05%
Pest Control	\$360	0.17%
Accounting Fee	\$2,440	1.14%
CAM	\$5,945	2.77%
Rent Expense - Other	\$26,812	12.51%
Equipment Repairs	\$2,007	0.94%
Equipment Repairs-wages & exps	\$500	0.23%
Royalties	\$16,770	7.82%
Salaries & wages		
Reimbursement	\$25	0.01%
Salaries & wages - Other	\$58,504	27.29%
Licenses and Permits	\$1,580	0.74%
Payroll Tax	\$6,046	2.82%
Property Tax	\$2,011	0.94%
State Tax (CA)	\$800	0.37%
State Tax (DE)	\$300	0.14%
Gas & Electric	\$973	0.45%
Telephone & Internet	\$613	0.29%
Total Expense	\$142,905	66.66%
<b>Net Income</b>	<b>\$13,969</b>	<b>6.52%</b>
Adjustments:		
Add Back Manager Salary	\$18,000	8.4%
Rent Adjustment	-\$1,382	-0.64%
Royalty Adjustment	-\$382	-0.18%
Advertising Adjustment	-\$201	-0.09%
Adjusted Net Income	\$30,004	13.99%
<b>Trailing 12 Month Sales ending 9/30/2020</b>	<b>\$319,960</b>	
<b>TTM Adjusted Net Income</b>	<b>\$44,778</b>	<b>13.99%</b>