



## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$48,500	<b>Subway #60713</b>
Total Annual Sales*:	\$324,896	<b>14178 Blossom Hill</b>
Inventory:	\$3,500	<b>Los Gatos, CA 95032</b>
Managed Cash Flow**:	\$14,937	

**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.

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### 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: 1/23/2039	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.75%	Training Period: 2 weeks
Remodel Requirements: Due 3/19/2022, approx \$35K-\$45K		

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### Lease Information:

Monthly Base Rent: \$2,629	Options: None	Security Deposit: \$3,000
Percentage Rent: N/A	CAM: \$596	Real Property Available: No
Expiration: Expired, needs negotiation	Monthly Property Tax: Included	Increases: N/A

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### Location Details:

Business Established: 3/19/2015	Building Type: Inline	Building Size: 1,400 SF
Owner Since: 1/8/2019	Seating: Approx 10	Employees: 5
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located off Blossom Hill Road. Great visibility from street. Walgreens, US Bank, a hair salon and other small shops are also located in plaza. Surrounded by residential properties.

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**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 #60713 PROFORMA

YE 2019		
SALES	\$ 324,896	
COGS:	\$ 85,123	26.2%
Labor:	\$ 95,519	29.4%
Workers Comp*:	\$ 2,913	3.1%
Payroll Taxes*:	\$ 10,794	11.3%
R&M:	\$ 2,599	0.8%
Utilities:	\$ 16,245	5.0%
Rent:	\$ 31,546	9.7%
CAM:	\$ 7,152	2.2%
Property Tax:	\$ 1,615	0.5%
Nat'l Advertising:	\$ 15,433	4.8%
Royalty:	\$ 25,992	8.0%
Insurance:	\$ 3,135	1.0%
Bank Charges:	\$ 180	0.1%
Credit Card Fees:	\$ 4,873	1.5%
Professional Services:	\$ 1,980	0.6%
Outside Services:	\$ 890	0.3%
Pest Control:	\$ 500	0.2%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,570	0.5%
Cash Over/Short:	\$ 325	0.1%
Other G&A:	\$ 940	0.3%
<b>Total Expenses:</b>	<b>\$ 309,959</b>	<b>95.4%</b>
<b>Managed Cash Flow:</b>	<b>\$ 14,937</b>	<b>4.6%</b>

\*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.