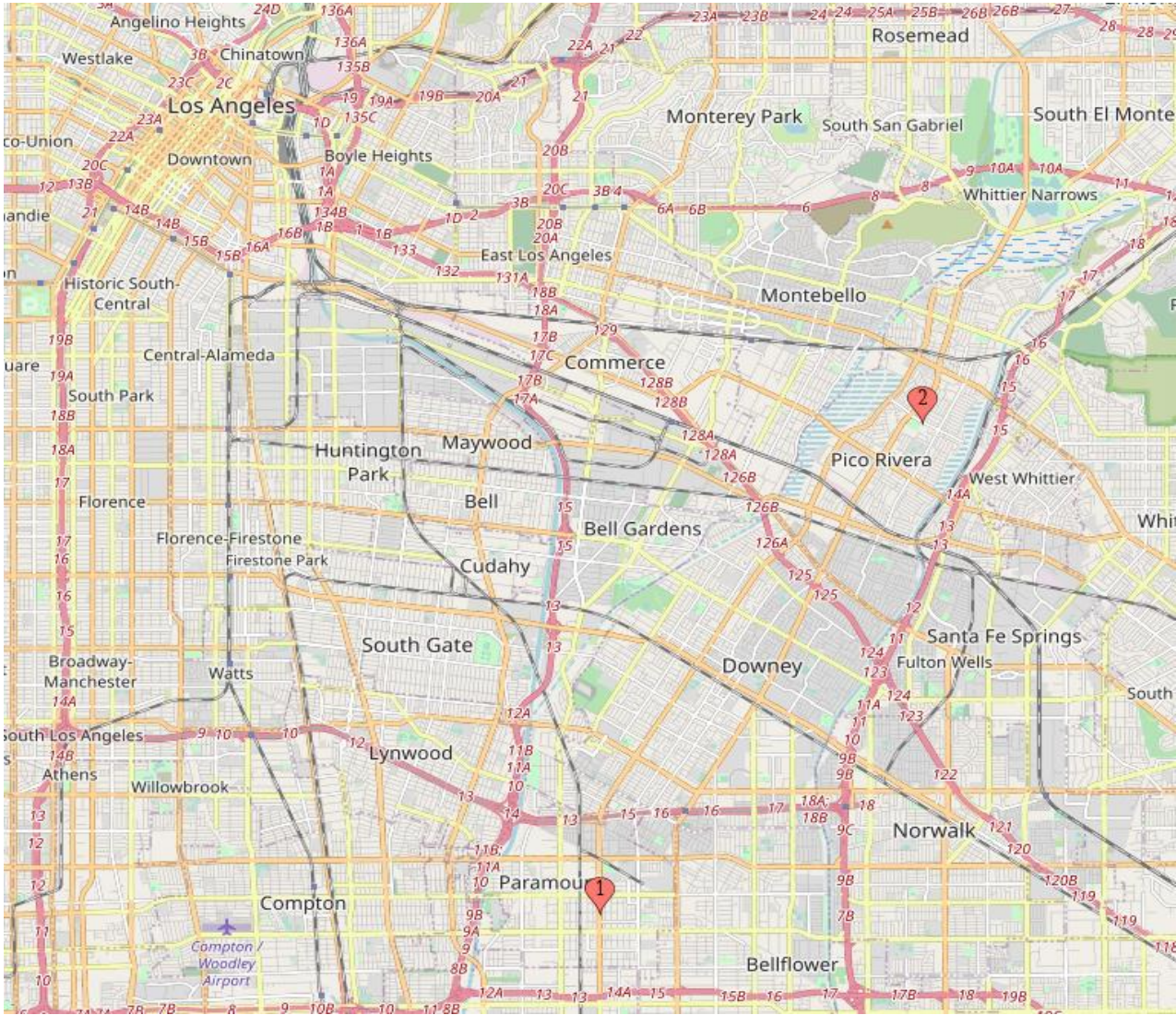


Papa John's - 2 units in CA  
\$600,000 for package of 2



Stores are within 30 minutes of each other.

| Store             | Trailing 12 Months Ending 5/31/21 | Managed Cash Flow |
|-------------------|-----------------------------------|-------------------|
| #4768 Paramount   | \$777,660                         | \$84,328          |
| #4877 Pico Rivera | \$728,920                         | \$70,985          |
| <b>TOTAL</b>      | <b>\$1,506,580</b>                | <b>\$155,313</b>  |



## CONFIDENTIAL Executive Summary



Purchase Price: \$600,000 for package of 2  
Total Annual Sales\*: \$777,660  
Inventory: \$4,000  
Managed Cash Flow\*\*: \$84,328

**#4768 Paramount**  
**15140 Paramount Blvd.**  
**Paramount, CA 90723**

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

\* Trailing 12 Months Ending 5/31/21

\*\* 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.

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### Franchise Information:

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S., operating over 3,300 Papa John's in all 50 U.S states and 30 international markets. Franchisor requires minimum of \$250K net worth with enough liquidity to make the purchase and still have sufficient working capital in reserve.

Franchise Agreement Expiration: 2027

Transfer Fee: \$1,000

Training Location: Los Angeles, CA

Royalty: 5.0%

Advertising: 4.0%

Training Period: 6 weeks

Remodel Requirements: Due in 2030

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### Lease Information:

Monthly Base Rent: \$2,400

Options: 2x5yr

Security Deposit: 1 months rent

Percentage Rent: 5.00%

CAM: \$650

Real Property Available: No

Expiration: 2026

Monthly Property Tax: N/A

Increases: 3% annually

---

### Location Details:

Business Established: Jan 2017

Building Type: Inline

Building Size: 1,350 SF

Owner Since: Jan 2017

Seating: 4

Employees: 12

Hours of Operation: 10a-12a

Licenses Needed: Business, Health

Equipment Value: \$100,000

Inline location. Other tenants include a nail salon, tax service, dental office and laundromat, amongst others. An elementary school is located behind the plaza. Industrial business park and residential properties are located in surrounding area. Nearby competition includes Domino's and Cafe Corleone.

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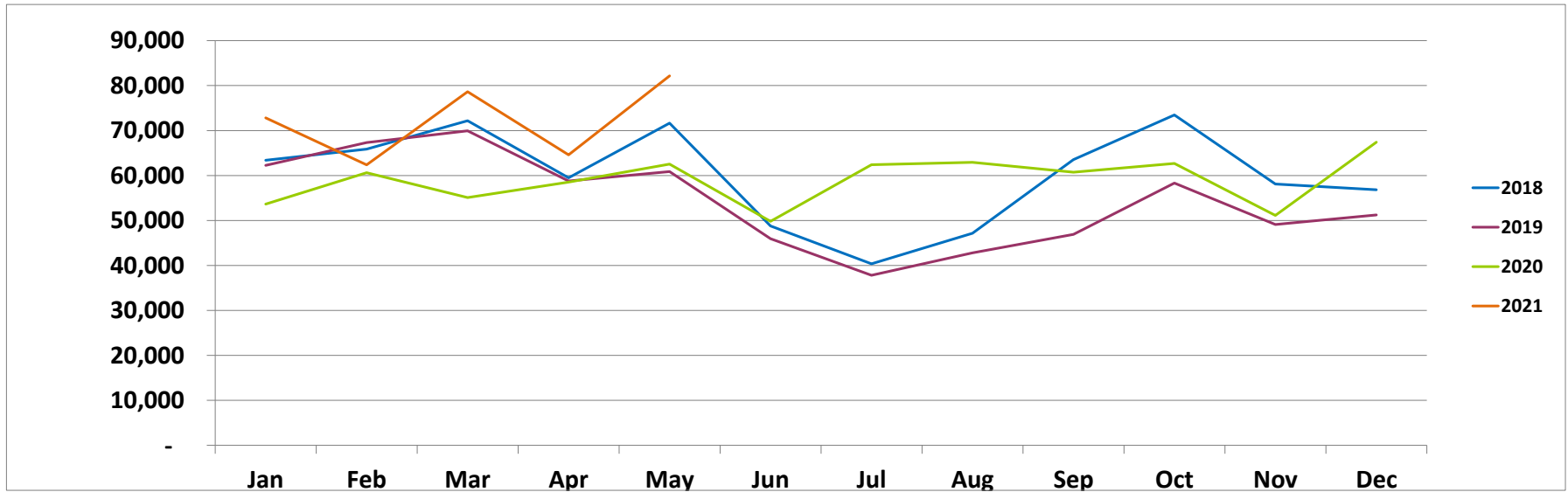


**MONTHLY SALES**

#4768 Paramount

|               | Jan       | Feb       | Mar        | Apr      | May        | June      | July      | Aug       | Sep        | Oct        | Nov       | Dec       | TOTAL      |
|---------------|-----------|-----------|------------|----------|------------|-----------|-----------|-----------|------------|------------|-----------|-----------|------------|
| <b>2018</b>   | \$63,390  | \$65,880  | \$72,180   | \$59,480 | \$71,660   | \$48,780  | \$40,360  | \$47,150  | \$63,530   | \$73,470   | \$58,120  | \$56,840  | \$720,840  |
| <b>2019</b>   | \$62,270  | \$67,310  | \$69,940   | \$58,770 | \$60,880   | \$45,950  | \$37,810  | \$42,790  | \$46,910   | \$58,320   | \$49,100  | \$51,230  | \$651,280  |
| <b>\$ +/-</b> | (\$1,120) | \$1,430   | (\$2,240)  | (\$710)  | (\$10,780) | (\$2,830) | (\$2,550) | (\$4,360) | (\$16,620) | (\$15,150) | (\$9,020) | (\$5,610) | (\$69,560) |
| <b>% +/-</b>  | -2%       | 2%        | -3%        | -1%      | -15%       | -6%       | -6%       | -9%       | -26%       | -21%       | -16%      | -10%      | -10%       |
|               |           |           |            |          |            |           |           |           |            |            |           |           |            |
| <b>2019</b>   | \$62,270  | \$67,310  | \$69,940   | \$58,770 | \$60,880   | \$45,950  | \$37,810  | \$42,790  | \$46,910   | \$58,320   | \$49,100  | \$51,230  | \$651,280  |
| <b>2020</b>   | \$53,630  | \$60,610  | \$55,100   | \$58,520 | \$62,540   | \$49,810  | \$62,390  | \$62,920  | \$60,740   | \$62,690   | \$51,110  | \$67,410  | \$707,470  |
| <b>\$ +/-</b> | (\$8,640) | (\$6,700) | (\$14,840) | (\$250)  | \$1,660    | \$3,860   | \$24,580  | \$20,130  | \$13,830   | \$4,370    | \$2,010   | \$16,180  | \$56,190   |
| <b>% +/-</b>  | -14%      | -10%      | -21%       | 0%       | 3%         | 8%        | 65%       | 47%       | 29%        | 7%         | 4%        | 32%       | 9%         |
|               |           |           |            |          |            |           |           |           |            |            |           |           |            |
| <b>2020</b>   | \$53,630  | \$60,610  | \$55,100   | \$58,520 | \$62,540   | \$49,810  | \$62,390  | \$62,920  | \$60,740   | \$62,690   | \$51,110  | \$67,410  | \$707,470  |
| <b>2021</b>   | \$72,810  | \$62,370  | \$78,650   | \$64,600 | \$82,160   | \$0       | \$0       | \$0       | \$0        | \$0        | \$0       | \$0       | \$360,590  |
| <b>\$ +/-</b> | \$19,180  | \$1,760   | \$23,550   | \$6,080  | \$19,620   |           |           |           |            |            |           |           | \$70,190   |
| <b>% +/-</b>  | 36%       | 3%        | 43%        | 10%      | 31%        |           |           |           |            |            |           |           | 24%        |

Monthly sales include some 3rd party delivery. DoorDash and The Office Express are not included.





**#4768 Paramount  
PROFORMA**

| Trailing 12 Months Ending 5/31/21 |            |       |
|-----------------------------------|------------|-------|
| SALES                             | \$ 777,660 |       |
| COGS:                             | \$ 252,740 | 32.5% |
| Crew Labor:                       | \$ 179,639 | 23.1% |
| GM:                               | \$ 35,000  | 4.5%  |
| Workers Comp*:                    | \$ 4,293   | 2.0%  |
| Payroll Taxes*:                   | \$ 20,391  | 9.5%  |
| R&M:                              | \$ 1,555   | 0.2%  |
| Non-Ingredient:                   | \$ 1,166   | 0.2%  |
| Utilities:                        | \$ 22,045  | 2.8%  |
| Rent:                             | \$ 28,800  | 3.7%  |
| CAM:                              | \$ 7,800   | 1.0%  |
| Property Tax:                     | \$ 380     | 0.0%  |
| Local Advertising:                | \$ 5,444   | 0.7%  |
| Nat'l Advertising:                | \$ 31,106  | 4.0%  |
| Royalty:                          | \$ 38,883  | 5.0%  |
| Insurance:                        | \$ 9,400   | 1.2%  |
| Bank Charges:                     | \$ 600     | 0.1%  |
| Credit Card Fees:                 | \$ 12,054  | 1.6%  |
| Professional Services:            | \$ 4,500   | 0.6%  |
| Outside Services:                 | \$ 480     | 0.1%  |
| PJ Help Desk:                     | \$ 9,395   | 1.2%  |
| Pest Control:                     | \$ 320     | 0.0%  |
| Security:                         | \$ 480     | 0.1%  |
| Online Sales Fees:                | \$ 12,732  | 1.6%  |
| Permits & Licenses:               | \$ 1,740   | 0.2%  |
| Cash Over/Short:                  | \$ 778     | 0.1%  |
| Cash Mileage Reimb:               | \$ 14,452  | 1.9%  |
| Other G&A:                        | \$ 790     | 0.1%  |
| Total Expenses:                   | \$ 696,962 | 89.6% |
| Other Income:                     | \$ 3,630   | 0.5%  |
| Managed Cash Flow:                | \$ 84,328  | 10.8% |

\*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.





## CONFIDENTIAL Executive Summary

|                      |                            |
|----------------------|----------------------------|
| Purchase Price:      | \$600,000 for package of 2 |
| Total Annual Sales*: | \$728,920                  |
| Inventory:           | \$4,000                    |
| Managed Cash Flow**: | \$70,985                   |

**#4877 Pico Rivera**  
**4500 Rosemead Blvd., Unit F**  
**Pico Rivera, CA 90660**



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

\* Trailing 12 Months Ending 5/31/21

\*\* 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.

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### Franchise Information:

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S., operating over 3,300 Papa John's in all 50 U.S. states and 30 international markets. Franchisor requires minimum of \$250K net worth with enough liquidity to make the purchase and still have sufficient working capital in reserve.

Franchise Agreement Expiration: 2028

Royalty: 3% until June 2022; 5% thereafter

Remodel Requirements: Due in 2031

Transfer Fee: \$1,000

Advertising: 4.0%

Training Location: Los Angeles, CA

Training Period: 6 weeks

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### Lease Information:

Monthly Base Rent: \$2,400

Percentage Rent: 5.00%

Expiration: 2027

Options: 2x5yr

CAM: \$700

Monthly Property Tax: N/A

Security Deposit: 1 months rent

Real Property Available: No

Increases: 3% annually

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### Location Details:

Business Established: Jun 2018

Owner Since: Jun 2018

Hours of Operation: 10a-12a

Building Type: Inline; endcap

Seating: 4

Licenses Needed: Business, Health

Building Size: 1,300 SF

Employees: 11

Equipment Value: \$100,000

Inline, endcap location. Other tenants include a dental office, bike shop, laundromat and mexican restaurant. Easy access to parking lot. Big box store Target is less than 1 mile away. Many residential properties and parks in surrounding area. Nearby competitors include The Original Pizza Presto, Pizza Hut, Domino's and Shakey's.

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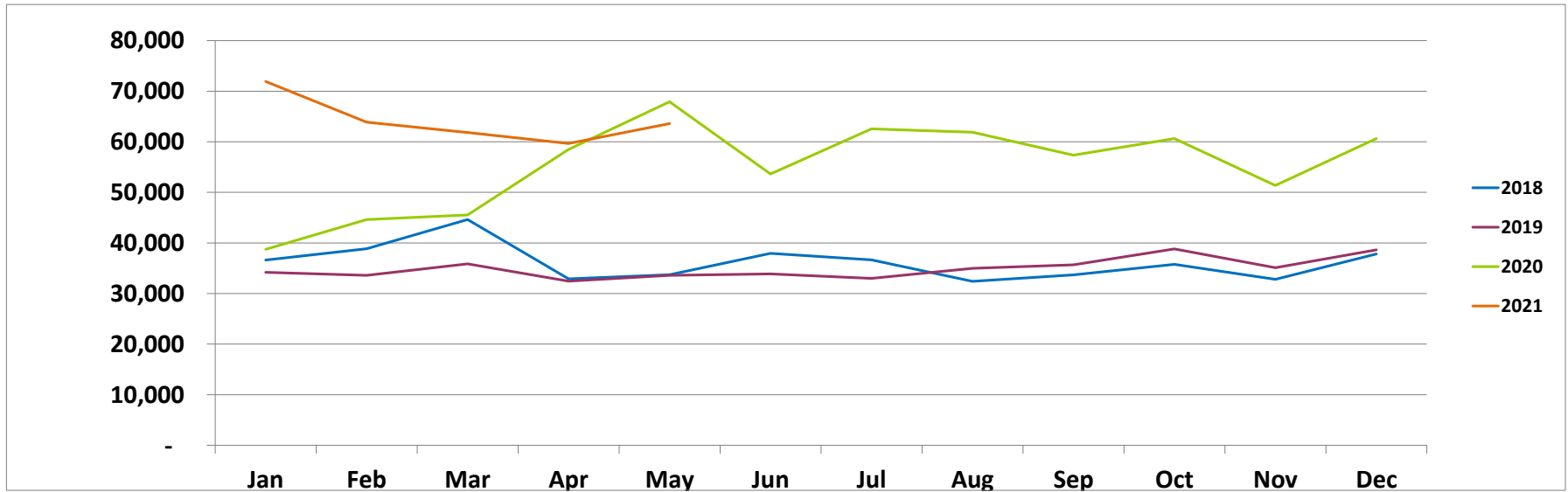


**MONTHLY SALES**

#4877 Pico Rivera

|               | Jan       | Feb       | Mar       | Apr      | May       | June      | July      | Aug      | Sep      | Oct      | Nov      | Dec      | TOTAL      |
|---------------|-----------|-----------|-----------|----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|------------|
| <b>2018</b>   | \$36,610  | \$38,870  | \$44,630  | \$32,900 | \$33,730  | \$37,940  | \$36,660  | \$32,410 | \$33,680 | \$35,770 | \$32,800 | \$37,810 | \$433,810  |
| <b>2019</b>   | \$34,200  | \$33,600  | \$35,860  | \$32,450 | \$33,610  | \$33,870  | \$32,990  | \$34,980 | \$35,680 | \$38,820 | \$35,120 | \$38,640 | \$419,820  |
| <b>\$ +/-</b> | (\$2,410) | (\$5,270) | (\$8,770) | (\$450)  | (\$120)   | (\$4,070) | (\$3,670) | \$2,570  | \$2,000  | \$3,050  | \$2,320  | \$830    | (\$13,990) |
| <b>% +/-</b>  | -7%       | -14%      | -20%      | -1%      | 0%        | -11%      | -10%      | 8%       | 6%       | 9%       | 7%       | 2%       | -3%        |
|               |           |           |           |          |           |           |           |          |          |          |          |          |            |
| <b>2019</b>   | \$34,200  | \$33,600  | \$35,860  | \$32,450 | \$33,610  | \$33,870  | \$32,990  | \$34,980 | \$35,680 | \$38,820 | \$35,120 | \$38,640 | \$419,820  |
| <b>2020</b>   | \$38,740  | \$44,630  | \$45,550  | \$58,480 | \$67,910  | \$53,640  | \$62,540  | \$61,900 | \$57,340 | \$60,620 | \$51,380 | \$60,620 | \$663,350  |
| <b>\$ +/-</b> | \$4,540   | \$11,030  | \$9,690   | \$26,030 | \$34,300  | \$19,770  | \$29,550  | \$26,920 | \$21,660 | \$21,800 | \$16,260 | \$21,980 | \$243,530  |
| <b>% +/-</b>  | 13%       | 33%       | 27%       | 80%      | 102%      | 58%       | 90%       | 77%      | 61%      | 56%      | 46%      | 57%      | 58%        |
|               |           |           |           |          |           |           |           |          |          |          |          |          |            |
| <b>2020</b>   | \$38,740  | \$44,630  | \$45,550  | \$58,480 | \$67,910  | \$53,640  | \$62,540  | \$61,900 | \$57,340 | \$60,620 | \$51,380 | \$60,620 | \$663,350  |
| <b>2021</b>   | \$71,920  | \$63,880  | \$61,830  | \$59,660 | \$63,590  | \$0       | \$0       | \$0      | \$0      | \$0      | \$0      | \$0      | \$320,880  |
| <b>\$ +/-</b> | \$33,180  | \$19,250  | \$16,280  | \$1,180  | (\$4,320) |           |           |          |          |          |          |          | \$65,570   |
| <b>% +/-</b>  | 86%       | 43%       | 36%       | 2%       | -6%       |           |           |          |          |          |          |          | 26%        |

Monthly sales include some 3rd party delivery. DoorDash and The Office Express are not included.





**#4877 Pico Rivera  
PROFORMA**

| Trailing 12 Months Ending 5/31/21 |    |               |
|-----------------------------------|----|---------------|
| SALES                             | \$ | 728,920       |
| COGS:                             | \$ | 229,610 31.5% |
| Crew Labor:                       | \$ | 204,098 28.0% |
| GM:                               | \$ | 35,000 4.8%   |
| Workers Comp*:                    | \$ | 4,782 2.0%    |
| Payroll Taxes*:                   | \$ | 21,758 9.1%   |
| R&M:                              | \$ | 729 0.1%      |
| Non-Ingredient:                   | \$ | 1,458 0.2%    |
| Utilities:                        | \$ | 18,900 2.6%   |
| Rent:                             | \$ | 28,800 4.0%   |
| CAM:                              | \$ | 8,400 1.2%    |
| Nat'l Advertising:                | \$ | 29,157 4.0%   |
| Royalty:                          | \$ | 21,868 3.0%   |
| Insurance:                        | \$ | 6,000 0.8%    |
| Bank Charges:                     | \$ | 600 0.1%      |
| Credit Card Fees:                 | \$ | 11,298 1.6%   |
| Professional Services:            | \$ | 4,500 0.6%    |
| Outside Services:                 | \$ | 500 0.1%      |
| PJ Help Desk:                     | \$ | 8,570 1.2%    |
| Pest Control:                     | \$ | 55 0.0%       |
| Security:                         | \$ | 490 0.1%      |
| Online Sales Fees:                | \$ | 10,039 1.4%   |
| Permits & Licenses:               | \$ | 1,050 0.1%    |
| Cash Over/Short:                  | \$ | 729 0.1%      |
| Cash Mileage Reimb:               | \$ | 12,306 1.7%   |
| Other G&A:                        | \$ | 710 0.1%      |
| Total Expenses:                   | \$ | 661,405 90.7% |
| Other Income:                     | \$ | 3,470 0.5%    |
| Managed Cash Flow:                | \$ | 70,985 9.7%   |

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

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