



CONFIDENTIAL Executive Summary



#1722 IHOP
1627 South Mooney
Visalia, CA 93277

Purchase Price: \$895,000
Total Annual Sales*: \$1,958,966
Inventory: \$20,000
Managed Cash Flow**: \$242,232
Owner-Operated Cash Flow**: \$299,232

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:

IHOP is an American multinational pancake house restaurant chain that specializes in breakfast foods. It is owned by Dine Brands Global. For 61 years, the IHOP family restaurant chain has served world famous pancakes and a wide variety of breakfast, lunch and dinner items that offer an affordable, everyday dining experience with warm and friendly service. As of 2015, there were 1,650 IHOP restaurants in 50 states and the District of Columbia, as well as in Bahrain, Canada, Dubai (UAE), Guatemala, Kuwait, Mexico, Puerto Rico, Saudi Arabia, The Philippines and the U.S. Virgin Islands. Franchisor requires a minimum financial net worth of \$1.5 million and \$500,000 in liquid assets.

Franchise Agreement Expiration: 3/30/2024; may be extended for 10 years

Royalty: 4.5%

Remodel Requirements: Due in 3 years, approx cost \$80-100K

Transfer Fee: \$7,500, plus \$5,000 training fee

Advertising: 3.5%

Training Location: At unit

Training Period: 3 months

Lease Information:

Monthly Base Rent: \$19,540

Percentage Rent: 8% of gross sales, whichever is higher

2024, may be extended for 10 years concurrent

Expiration: with FA

Options: None

CAM: None

Monthly Property Tax: \$1,390

Security Deposit: None

Real Property Available: No

Increases: N/A

Location Details:

Business Established: 1999

Owner Since: 2011

Hours of Operation: 7a-10p

Building Type: Freestanding

Seating: 133

Licenses Needed: Business, Health

Building Size: 2,200 SF

Employees: 28

Equipment Value: N/A

Located approximately 1 mile south of 198 on S Mooney Blvd, between W Tulare Ave and W Walnut Ave. Many retail shops and businesses in area including a Firestone Auto Care, Harbor Freight Tools, Big 5 Sporting Goods, Ace Hardware and Smileland Dentistry for Kids. A bus stop is located in front of the restaurant. Many schools within a mile radius, including College of the Sequoias. Visalia Mall, including Macy's and JCPenney is just south of the restaurant, along with Kohl's and Ross. Nearby competitors include Black Bear Diner and Marie Callendar's.

Remember you have agreed to keep all FranBizNetwork listings confidential.

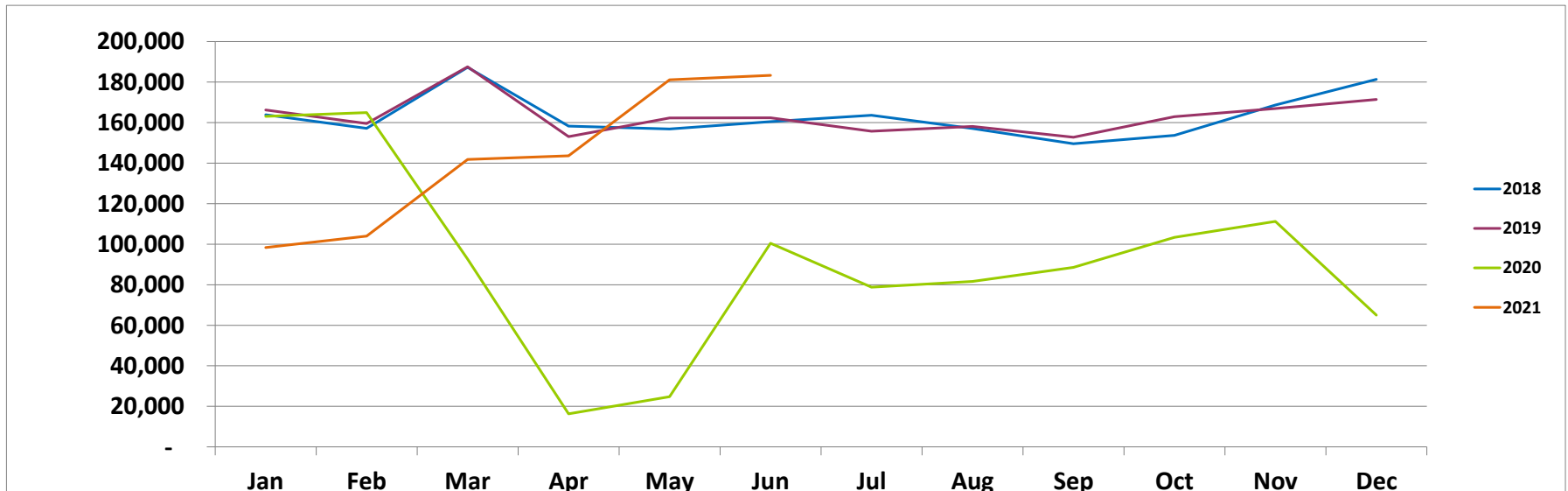
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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.



MONTHLY SALES

#1722 IHOP

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$163,851	\$157,146	\$187,275	\$158,295	\$156,855	\$160,508	\$163,638	\$157,099	\$149,577	\$153,702	\$168,653	\$181,339	\$1,957,938
2019	\$166,214	\$159,564	\$187,539	\$153,070	\$162,292	\$162,352	\$155,777	\$158,099	\$152,779	\$162,900	\$166,909	\$171,471	\$1,958,966
\$ +/-	\$2,363	\$2,418	\$264	(\$5,225)	\$5,437	\$1,844	(\$7,861)	\$1,000	\$3,202	\$9,198	(\$1,744)	(\$9,868)	\$1,028
% +/-	1%	2%	0%	-3%	3%	1%	-5%	1%	2%	6%	-1%	-5%	0%
2019	\$166,214	\$159,564	\$187,539	\$153,070	\$162,292	\$162,352	\$155,777	\$158,099	\$152,779	\$162,900	\$166,909	\$171,471	\$1,958,966
2020	\$163,112	\$164,941	\$92,679	\$16,297	\$24,777	\$100,469	\$78,763	\$81,593	\$88,594	\$103,366	\$111,228	\$65,024	\$1,090,843
\$ +/-	(\$3,102)	\$5,377	(\$94,860)	(\$136,773)	(\$137,515)	(\$61,883)	(\$77,014)	(\$76,506)	(\$64,185)	(\$59,534)	(\$55,681)	(\$106,447)	(\$868,123)
% +/-	-2%	3%	-51%	-89%	-85%	-38%	-49%	-48%	-42%	-37%	-33%	-62%	-44%
2020	\$163,112	\$164,941	\$92,679	\$16,297	\$24,777	\$100,469	\$78,763	\$81,593	\$88,594	\$103,366	\$111,228	\$65,024	\$1,090,843
2021	\$98,346	\$103,969	\$141,821	\$143,614	\$181,086	\$183,328	\$0	\$0	\$0	\$0	\$0	\$0	\$852,164
\$ +/-	(\$64,766)	(\$60,972)	\$49,142	\$127,317	\$156,309	\$82,859							\$289,889
% +/-	-40%	-37%	53%	781%	631%	82%							52%





#1722 IHOP

PROFORMA - MANAGED

Trailing 12 Months Ending 6/30/21		
SALES	\$ 1,380,732	
COGS:	\$ 220,917	16.0%
Crew Labor:	\$ 276,146	20.0%
GM:	\$ 50,000	3.6%
Workers Comp*:	\$ 11,089	3.4%
Payroll Taxes*:	\$ 34,572	10.6%
R&M:	\$ 22,092	1.6%
Non-Ingredient:	\$ 17,259	1.3%
Utilities:	\$ 47,255	3.4%
Rent:	\$ 234,480	17.0%
Property Tax:	\$ 16,680	1.2%
Personal Property Tax:	\$ 370	0.0%
Local Advertising:	\$ 5,523	0.4%
Nat'l Advertising:	\$ 48,326	3.5%
Royalty:	\$ 62,133	4.5%
Equipment Lease:	\$ 40,510	2.9%
Insurance:	\$ 14,610	1.1%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 15,188	1.1%
Professional Services:	\$ 4,500	0.3%
Outside Services:	\$ 3,480	0.3%
Laundry/Uniforms:	\$ 2,025	0.1%
Permits & Licenses:	\$ 785	0.1%
Cash Over/Short:	\$ 1,381	0.1%
Other G&A:	\$ 8,580	0.6%
Total Expenses:	\$ 1,138,500	82.5%
Managed Cash Flow:	\$ 242,232	17.5%

*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.

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 6/30/21		
SALES	\$ 1,380,732	
COGS:	\$ 220,917	16.0%
Crew Labor:	\$ 276,146	20.0%
Assume Owner is GM		
Workers Comp*:	\$ 9,389	3.4%
Payroll Taxes*:	\$ 29,272	10.6%
R&M:	\$ 22,092	1.6%
Non-Ingredient:	\$ 17,259	1.3%
Utilities:	\$ 47,255	3.4%
Rent:	\$ 234,480	17.0%
Property Tax:	\$ 16,680	1.2%
Personal Property Tax:	\$ 370	0.0%
Local Advertising:	\$ 5,523	0.4%
Nat'l Advertising:	\$ 48,326	3.5%
Royalty:	\$ 62,133	4.5%
Equipment Lease:	\$ 40,510	2.9%
Insurance:	\$ 14,610	1.1%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 15,188	1.1%
Professional Services:	\$ 4,500	0.3%
Outside Services:	\$ 3,480	0.3%
Laundry/Uniforms:	\$ 2,025	0.1%
Permits & Licenses:	\$ 785	0.1%
Cash Over/Short:	\$ 1,381	0.1%
Other G&A:	\$ 8,580	0.6%
Total Expenses:	\$ 1,081,500	78.3%
Owner-Operated Cash Flow:	\$ 299,232	21.7%

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