



CONFIDENTIAL Executive Summary

SUB
SANDWICH

Purchase Price:	\$725,000	#12240
Total Annual Sales*:	\$921,061	740 S. Fortuna
Inventory:	\$3,500	Fortuna, CA 95540
Managed Cash Flow**:	\$195,377	

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

* Trailing 12 Months Ending 6/30/21

** 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.

Franchise Information:

Subway is the world's largest submarine sandwich chain with more than 40,000 locations around the world. Subway is the leading choice for people seeking quick, nutritious meal options that the whole family can enjoy. Franchisor requires sufficient net worth and liquidity, and buyer must live in the area.

Franchise Agreement Expiration: 9/2/2040	Transfer Fee: \$5,000	Training Location: 2 weeks
Royalty: 8.0%	Advertising: 4.75%	Training Period: Milford, CT
Remodel Requirements: Due asap, approx \$35-45K		

Lease Information:

Monthly Base Rent: \$2,677	Options: 1x5yr	Security Deposit: Approx. \$3000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 11/30/2027	Monthly Property Tax: Included	Increases: N/A

Location Details:

Business Established: 5/13/1992	Building Type: Inline	Building Size: 1,200 SF
Owner Since: 9/2/2020	Seating: TBD	Employees: 8
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: Approx \$7,500

Inline location in Redwood Village shopping center. Anchor store is a Safeway grocery. Other tenants include a Wells Fargo bank, Rite Aid, Shell gas station and laundromat, amongst many others. Plenty of parking available. Residential properties surround unit.

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.

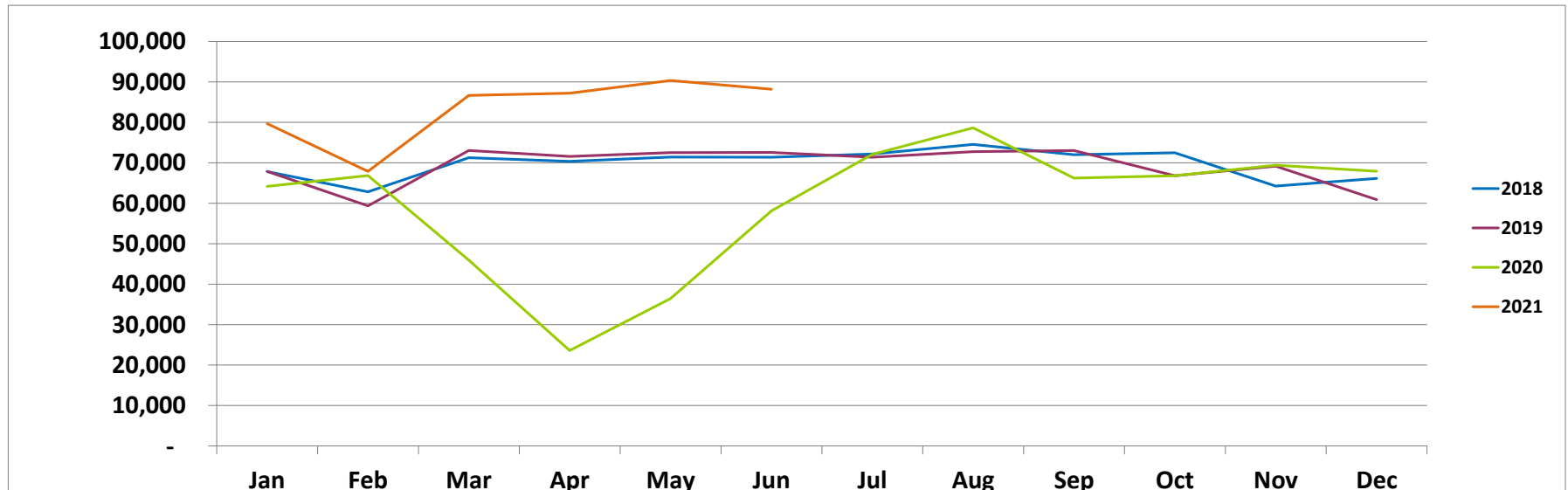


SUB SANDWICH

MONTHLY SALES

#12240

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$67,850	\$62,828	\$71,265	\$70,346	\$71,437	\$71,366	\$72,150	\$74,546	\$72,026	\$72,496	\$64,234	\$66,136	\$836,680
2019	\$67,877	\$59,356	\$73,045	\$71,559	\$72,513	\$72,561	\$71,389	\$72,770	\$73,016	\$66,818	\$69,167	\$60,911	\$830,982
\$ +/-	\$27	(\$3,472)	\$1,780	\$1,213	\$1,076	\$1,196	(\$762)	(\$1,776)	\$990	(\$5,677)	\$4,933	(\$5,226)	(\$5,698)
% +/-	0%	-6%	2%	2%	2%	2%	-1%	-2%	1%	-8%	8%	-8%	-1%
2019	\$67,877	\$59,356	\$73,045	\$71,559	\$72,513	\$72,561	\$71,389	\$72,770	\$73,016	\$66,818	\$69,167	\$60,911	\$830,982
2020	\$64,161	\$66,841	\$45,942	\$23,593	\$36,447	\$58,093	\$72,097	\$78,647	\$66,214	\$66,809	\$69,399	\$67,917	\$716,160
\$ +/-	(\$3,716)	\$7,485	(\$27,103)	(\$47,966)	(\$36,066)	(\$14,469)	\$709	\$5,877	(\$6,801)	(\$9)	\$231	\$7,006	(\$114,822)
% +/-	-5%	13%	-37%	-67%	-50%	-20%	1%	8%	-9%	0%	0%	12%	-14%
2020	\$64,161	\$66,841	\$45,942	\$23,593	\$36,447	\$58,093	\$72,097	\$78,647	\$66,214	\$66,809	\$69,399	\$67,917	\$716,160
2021	\$79,674	\$67,884	\$86,658	\$87,210	\$90,352	\$88,200	\$0	\$0	\$0	\$0	\$0	\$0	\$499,978
\$ +/-	\$15,513	\$1,043	\$40,716	\$63,617	\$53,905	\$30,107							\$204,902
% +/-	24%	2%	89%	270%	148%	52%							69%





**SUB
SANDWICH**

**#12240
PROFORMA**

Trailing 12 Months Ending 6/30/21		
SALES	\$ 921,061	
COGS:	\$ 223,818	24.3%
Labor:	\$ 244,081	26.5%
Workers Comp*:	\$ 4,882	2.0%
Payroll Taxes*:	\$ 36,612	15.0%
R&M:	\$ 11,974	1.3%
Non-Ingredient:	\$ 921	0.1%
Utilities:	\$ 30,630	3.3%
Rent:	\$ 32,124	3.5%
Nat'l Advertising:	\$ 43,750	4.8%
Royalty:	\$ 73,685	8.0%
Insurance:	\$ 3,150	0.3%
Bank Charges:	\$ 300	0.0%
Credit Card Fees:	\$ 13,816	1.5%
Professional Services:	\$ 1,500	0.2%
Outside Services:	\$ 1,600	0.2%
Security:	\$ 1,425	0.2%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 921	0.1%
Total Expenses:	\$ 725,684	78.8%
Managed Cash Flow:	\$ 195,377	21.2%

*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.