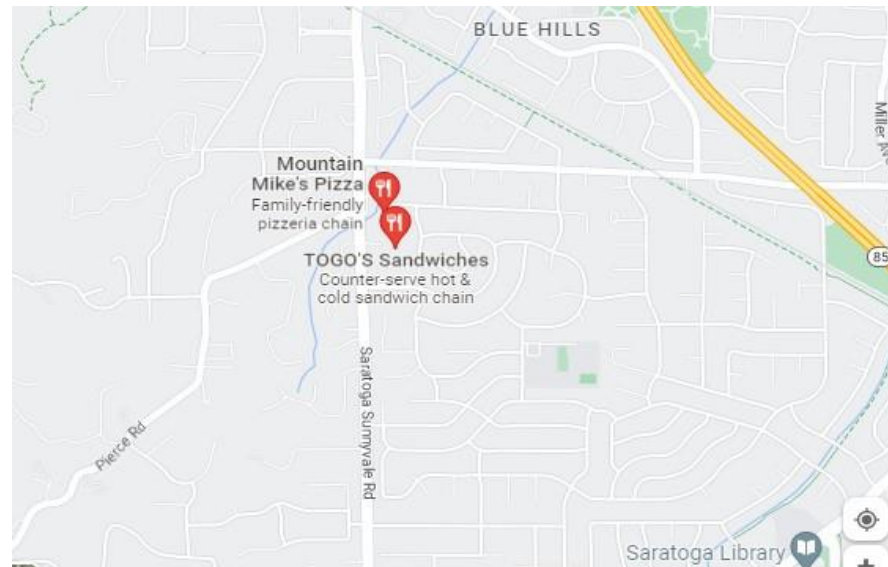




Togo's
Sandwiches
\$99,000



Store	Trailing 12 Months Ending 12/31/22	Managed Cash Flow	Owner-Operated Cash Flow
12888 Saratoga Sunnyvale Rd	\$619,398	\$39,966	\$73,203
TOTAL	\$619,398	\$39,966	\$73,203



CONFIDENTIAL Executive Summary



Purchase Price:	\$99,000	Togos #331874
Total Annual Sales*:	\$619,398	12888 Saratoga Sunnyvale Rd
Inventory:	\$8,000	Saratoga, CA 95070
Managed Cash Flow**:	\$39,966	
Owner-Operated Cash Flow**:	\$73,203	

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

* Trailing 12 Months Ending 12/31/22

** 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:

Franchisor requires owner-operator w/\$100K-\$150K liquid assets and \$300K-\$350K net worth, 2 years QSR/restaurant operational experience or retention of a GM w/that minimum experience. Founded in 1971 in San Jose, CA. Premium fresh ingredients make fresh sandwiches, wraps & salads.

Franchise Agreement Expiration: 7/31/2024	Transfer Fee \$10,000	Training Location: San Jose, CA
Royalty: 6.0%	Advertising: 2.0%	Training Period: 4 weeks
Remodel Requirements: Negotiated with new FA		

Lease Information:

Monthly Base Rent: \$8,085	Options: 2 x 5 yr	Security Deposit: \$3,800
Percentage Rent: 0.00%	CAM: \$600	Real Property Available: no
Expiration: 7/31/2024	Monthly Property Tax: \$600	Increases: 0

Location Details:

Business Established: 1999	Building Type: shopping cntr	Building Size: 1850 sq ft
Owner Since: 2015	Seating: 50	Employees: 9
Hours of Operation: 10am-8pm	Licenses Needed: business, health	Equipment Value: \$30,000

Located in a busy regional shopping center w/ample parking. Nearby businesses include Saratoga Bagels, Peet's Coffee, Mountain Mike's Pizza.

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.



Togos #331874

PROFORMA - MANAGED

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 12/31/22		
SALES	\$ 619,398	
COGS:	\$ 199,508	32.2%
Crew Labor:	\$ 112,235	18.1%
GM:	\$ 30,000	4.8%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,906	1.3%
Payroll Taxes*:	\$ 13,441	9.5%
R&M:	\$ 1,796	0.3%
Non-Ingredient:	\$ -	0.0%
Utilities:	\$ 19,930	3.2%
Rent:	\$ 120,362	19.4%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 12,388	2.0%
Royalty:	\$ 37,164	6.0%
POS fees:	\$ 2,400	0.4%
Insurance:	\$ 1,700	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,352	2.6%
Professional Services:	\$ 2,400	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 730	0.1%
Security:	\$ -	0.0%
Online order fees/doorDash	\$ 1,200	0.2%
Permits & Licenses:	\$ 1,200	0.2%
Cash Over/Short:	\$ 619	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Dues & subscriptions	\$ 1,000	0.2%
Other G&A:	\$ 2,500	0.4%
Total Expenses:	\$ 579,432	93.5%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 39,966	6.5%

Trailing 12 Months Ending 12/31/22		
SALES	\$ 619,398	
COGS:	\$ 199,508	32.2%
Crew Labor:	\$ 112,235	18.1%
Assume Owner is GM		
Other Store Level Mgmt:	\$ -	0.00%
Workers Comp*:	\$ 1,504	1.3%
Payroll Taxes*:	\$ 10,606	9.5%
R&M:	\$ 1,796	0.3%
Non-Ingredient:	\$ -	0.0%
Utilities:	\$ 19,930	3.2%
Rent:	\$ 120,362	19.4%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 12,388	2.0%
Royalty:	\$ 37,164	6.0%
POS fees:	\$ 2,400	0.4%
Insurance:	\$ 1,700	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,352	2.6%
Professional Services:	\$ 2,400	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 730	0.1%
Security:	\$ -	0.0%
Online order fees/doorDash	\$ 1,200	0.2%
Permits & Licenses:	\$ 1,200	0.2%
Cash Over/Short:	\$ 619	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Dues & subscriptions	\$ 1,000	0.2%
Other G&A:	\$ 2,500	0.4%
Total Expenses:	\$ 546,195	88.2%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 73,203	11.8%

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

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

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Adjustment Summary

Togos #331874
12888 Saratoga Sunnyvale Rd
Saratoga, CA 95070



P&L Period:	Jan-Jul 2022	
Total Sales from P&L:	\$621,442	
Net Income from P&L:	\$48,324	
Amortization:		
Depreciation:		
Interest:		
Taxes:		
EBITDA:	\$48,324	

Adjustment Detail

EXPENSES:	Actual:	% of Sales	Projected:	% of Sales	Difference	% of Sales	Notes
COGS:	\$193,975	31.21%	\$200,166	32.21%	-\$6,191	-1.00%	
Crew Labor:	\$142,632	22.95%	\$112,605	18.12%	\$30,027	4.83%	
GM:		0.00%	\$30,000	4.83%	-\$30,000	-4.83%	GM makes \$60K over the the two stores
Other Store Level Mgmt:		0.00%		0.00%	\$0	0.00%	
Workers Comp*:	\$1,905	1.34%	\$1,911	1.34%	-\$6	0.00%	% of total labor
Payroll Taxes*:	\$13,478	9.45%	\$13,476	9.45%	\$2	0.00%	% of total labor
R&M:	\$1,823	0.29%	\$1,802	0.29%	\$21	0.00%	grease trap, r&m
Non-Ingredient:		0.00%	\$0	0.00%	\$0	0.00%	
Utilities:	\$19,929	3.21%	\$19,930	3.21%	-\$1	0.00%	phone,util,internet
Rent:	\$120,362	19.37%	\$120,362	19.37%	\$0	0.00%	Included in rent
CAM:		0.00%		0.00%	\$0	0.00%	included in rent
Property Tax:		0.00%		0.00%	\$0	0.00%	included in rent
Personal Property Tax:		0.00%		0.00%	\$0	0.00%	
Local Advertising:		0.00%	\$0	0.00%	\$0	0.00%	
Nat'l Advertising:		0.00%	\$12,429	2.00%	-\$12,429	-2.00%	
Royalty:	\$49,409	7.95%	\$37,287	6.00%	\$12,122	1.95%	
POS fees:	\$2,400	0.39%	\$2,400	0.39%	\$0	0.00%	
Insurance:	\$1,700	0.27%	\$1,700	0.27%	\$0	0.00%	liability
Bank Charges:		0.00%	\$600	0.10%	-\$600	-0.10%	
Credit Card Fees:	\$16,395	2.64%	\$16,406	2.64%	-\$11	0.00%	Bank & Merchant fees
Professional Services:	\$2,372	0.38%	\$2,400	0.39%	-\$28	0.00%	payroll
Outside Services:		0.00%		0.00%	\$0	0.00%	
Laundry/Uniforms:		0.00%		0.00%	\$0	0.00%	
Pest Control:	\$730	0.12%	\$730	0.12%	\$0	0.00%	
Security:		0.00%	\$0	0.00%	\$0	0.00%	
Online order fees/doorDash	\$1,190	0.19%	\$1,200	0.19%	-\$10	0.00%	
Permits & Licenses:	\$1,277	0.21%	\$1,200	0.19%	\$77	0.01%	
Cash Over/Short:		0.00%	\$621	0.10%	-\$621	-0.10%	
Non-recurring expenses:		0.00%		0.00%	\$0	0.00%	
Personal Expenses:		0.00%		0.00%	\$0	0.00%	
Mgmt Fee/Owner Draw:		0.00%		0.00%	\$0	0.00%	
Dues & subscriptions	\$1,041	0.17%	\$1,000	0.16%	\$41	0.01%	
Other G&A:	\$2,481	0.40%	\$2,500	0.40%	-\$19	0.00%	grease trp, off exp,loyalty card
TOTAL EXPENSES:	\$573,099	92.22%	\$580,726	93.45%	-\$7,627	-1.23%	
Other Income:		0.00%		0.00%			
EBITDA:	\$48,343	7.78%	\$40,716	6.55%			

* Workers Comp and Payroll Taxes are shown as % of total labor.

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