

**Quiznos Sales and Profitability** - below is a list of sales statistics compiled year-to-date for Quiznos stores as of August 2005. In the Quiznos chain, an average new store (opened in the last 12 months) can break even around \$7,000 to \$8000, depending on fixed costs. This chart shows the number of stores breaking even or even losing money in this chain. These sales figures are accurate. The profitability estimates, are just that...estimates based on franchisee sources reporting

Tiers	Weekly Net 2 Sales for Period to Date (PTD) as of Aug 05	Numbers of stores	Percentage of total stores	* Profitability Estimates: estimates of profitability / expected profit on sales
Tier 1	\$14,000+	137	3.61%	Approx 95%-98% of these stores are making some money. Likely not more than an average wage job paying \$60,000 a year. The very best stores profitability would equate to a day job making \$90-\$100,000 a year, equal to an up-scale blue collar or mid-level white collar day job.
Tier 2	\$10,001-14,000	623	16.42%	Approx 60 to 90% of stores in this tier are making money. Perhaps \$3000-\$4000 a month at best. What you could make at an average "Day Job" in the U.S.
Tier 3	\$8001-10,000	917	24.17%	Approx 50-70% are breaking even or making perhaps a few hundred dollars a week up to \$3,000 a month (max) as you approach the upper end of sales in this tier, depending on fixed costs.
Tier 4	\$6,001-8,000	1273	33.55%	Approx 50-70% are breaking even in this tier, with the remainder are losing money. This represents an additional 33.55% chainwide and when added to tier 5 meaning over half of all Quiznos are losing money or breaking even.
Tier 5	\$6,000 or less	844	22.25%	Approx. 95-98% of stores here are losing money with Tier 5 sales. This represents over 20% of stores chainwide.
	<b>totals</b>	<b>3794</b>	<b>100.00%</b>	* These estimates of profitability are derived from numerous franchisee owners throughout the Quiznos chain.
		<b>Color Legend:</b> (Red to Yellow to Green) = losing money (Red) to breaking even to making money (Green)		