

Examples of francising business



LVIV CROISSANTS

Lviv Croissants is a national chain of bakeries with a range of freshly baked large croissants with various fillings.



FRANCHISEE'S BENEFITS

- Working with a monoprodukt
- Supply of a unique product exclusively for Lviv Croissants
- Quick cooking "from under the knife"
- Democratic prices that provide such indicators as:
Turnover-Profit-Stability
- Proven business model in 40 cities of Ukraine
- Product for all age categories



FRANCHISE TERMS AND CONDITIONS

- Lump sum payment of \$ 10 000
- Payback period of investments from 12 to 24 months
- Royalty 3% of total revenue per month





INCOME

Bakery area - 30 m2
Investments - from \$30 000
Profit per month - from \$1500

Bakery area, 50 - 100 m2
Investments - from \$ 50 000
Profit per month - from \$ 3000

Bakery area, 100 - 150 m2
Investments - from \$ 70 000
Profit per month - from \$4500

REQUIREMENTS FOR LOCATION AND PREMISES

- Central street, square
- Pedestrian zone with high traffic
- Area of educational institutions, office premises
- Facade premises
- No steps, maximum 1-2
- Communications, water, sewerage, ventilation
- Electricity power from 15 kW



STAGES OF OPENING



1. You find a room that we agree on
2. We calculate the financial model of your bakery
3. We sign a Commercial Concession Agreement for a period of 5 years
4. You pay 100% of the lump sum
5. We develop a preliminary design of the bakery according to the Company's standards from visualization to a detailed work plan
6. You carry out repair and engineering works according to the bakery project
7. We provide a list of technological equipment, furniture, interior items, inventory
8. You carry out the purchase of equipment, furniture, interior items, inventory
9. You receive all the necessary permits from local authorities for the operation of the bakery
10. We carry out the selection of the Administrator and line staff of your bakery
11. We provide training, internship and certification of your Administrator and line staff at the Central Office in Lviv
12. We provide you with the "Business Book Lviv Croissants", which contains "Network Standards", Technological maps, work instructions and other regulatory documents for the management of this business
13. We open your Lviv Croissants bakery together with you
14. We give you a certificate confirming the partnership with TM "Lviv Croissants"
15. We provide daily support of the bakery activities after opening

COOPERATION AFTER THE OPENING

- Organization of daily work after opening
- Analysis of implementation
- Monthly analysis of the economic performance of the institution
- Quarterly analysis of the results of the bakery through the audit system
- Marketing support
- Control as a help: video surveillance, software, feedback from guests
- Recruitment of personnel by HR department



NOVA POSHTA

Nova Poshta is the No. 1 operator in the express delivery market, which provides fast, convenient and reliable delivery of documents, parcels and cargoes to any place in Ukraine



TO COOPERATE WITH "NOVA POSHTA" YOU NEED

- Staff
- Premises for the branch (own or rented from 10 sq. m.)
- Office equipment and access to the Internet
- Truck (own or rented)
- Permission to carry out entrepreneurial activity
- Start-up capital



PARTNER "NOVA POSHTA":

- Ensures the operation of its branch
- Carries out the reception and delivery of shipments
- Finds new customers and develops the existing base



HOW MUCH DO YOU NEED TO GET STARTED

- Investments for the launch are 50-200 thousand hryvnias. It is an important point - this franchise has no franchise fee (a common practice when the brand owner sets the franchisee a certain amount only for the right to use its brand - ed.),
- The franchisee invests all the money in the development of his branch: he buys office equipment, carries out external and internal repairs, etc. The royalty is 0.5% of the income each month.



HOW LONG DOES IT TAKE TO RECOUP THE INVESTMENT?

- With this type of franchise, franchisees get their investment back within 8-12 months. It all depends on the entrepreneurial climate and infrastructure of the area.



IN WHAT CASES CAN "NOVA POSHTA" TERMINATE COOPERATION WITH FRANCHISEES?

If someone doesn't adhere to Nova Post values and operating standards, Nova Post may terminate the contract with the franchisee



**Thank you for
your attention**

