



FREQUENTLY ASKED QUESTIONS

FAQ'S PAGE 1

WHAT IS THE COST OF A SANDWICH CHEFS FRANCHISE?

The development of a new Sandwich Chefs store (inclusive of all Initial franchise fees, building works, fixtures, fittings, equipment and working capital) ranges between \$350,000 and \$500,000 plus GST. We provide a fixed turn key cost, with a full break down of all costs, discounted by any applicable contribution. There are no hidden additional costs.

We currently have many new store opportunities with Turn Key costs ranging between \$230,000 and \$375,000 plus GST.

HOW DO I FUND THE INVESTMENT?

Most franchisees fund the investment through a combination of cash and borrowings. A minimum cash contribution, typically equivalent to 20% of the total Turn Key cost is usually required. We have relationships with various funders to whom we can introduce franchise applicants.



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HOW MUCH MONEY CAN I EXPECT TO MAKE?

We give you the tools, information and contacts within our existing franchisee community to conduct your own due diligence and investigations to answer that question for yourself. We make it mandatory that you seek professional accounting advice to clearly demonstrate both the potential and the risks involved in the investment prior to you entering into a franchise agreement. Importantly we encourage you to complete a Business Plan prior to commencement of your business which demonstrates your understanding of the key drivers of the businesses profitability. This is an important first lesson in the franchise, that you know how to answer this question for yourself.

CAN I HAVE ANOTHER BUSINESS?

Yes, if we are confident that you have the skills to be an effective manager of your managers. This is not a set and forget business, but many of our stores are operated under management by multi store owners.

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DO I NEED CITIZENSHIP OR PERMANENT RESIDENCE?

Yes (there are a few exceptions, usually related to partnership with a Permanent Resident or Australian Citizen).

WILL SANDWICH CHEFS FIND THE LOCATION AND FIT OUT THE STORE?

Sandwich Chefs has a dedicated team to coordinate the entire process from site selection to having the store ready for opening. The Leasing team in partnership with our Development team coordinate:

- Identifying suitable locations, lease negotiations, and final site approval;
- Store design and plans;
- All equipment purchases;
- All council and building applications;
- All construction works;
- Full operations and marketing support for opening;
- All for a fixed turn key cost.



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HOW LONG DOES THE PROCESS TAKE?

You could open your new store in 4 to 6 months, however each store and situation are different, therefore process times may vary. You need to allow for 6 weeks training and for the store build to be completed. Your cooperation with the Franchising team will ensure your application progresses as quickly as possible, particularly with regards to the prompt completion of any necessary documentation.

CAN I SELL MY STORE AT ANY TIME?

Yes, should your circumstances change and you wish to exit the business you can sell your store at any time. However, many of our franchisees re-invest in the franchise and become multi store owners!

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DO I NEED PREVIOUS HOSPITALITY EXPERIENCE?

Of course it helps, but it is not necessary. We provide a comprehensive training program which will train you to manage the day to day operations of the business competently. What we are looking for in potential franchisees are people who able to engage fully with our brand and product and whom can become future multi store operators.

HOW DO I GET MORE INFORMATION?

We strongly encourage you to make a Formal Application. When your application has been received and processed we will send you our Disclosure Document and other confidential information. The Disclosure Document provides a full profile and history of Sandwich Chefs and its Franchisees. The Disclosure Document sets out all legal obligations, costs, fees and legal processes as required by law. It also includes contract details of all current franchisees. We strongly encourage you to talk to our current franchisee community (in fact, we won't proceed with the franchise until you do).

INTERESTED?

CONTACT GARY POWELL FOR MORE INFORMATION

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