



**TECHNICAL DATA**  
**FRANCHISING ECONOMIC DATA**



Company data	
Franchising Company	UNIBRANDS FOOD EUROPE S.L.
Brand	PANFOCACCIA
Company with license for franchising	UNIBRANDS FOOD EUROPE S.L.
Social office	Franchising Department Calle Osona, 2 08820 El Prat de Llobregat – Barcelona – Spain Tel.: +34 934791099 – Fax: +34 934793998 www.panfocaccia.es franchising@panfocaccia.es
Headoffice	UNIBRANDS ITALIA SRL. Franchising Department Via del Melograno, 24 70022 Altamura – Bari – Italy Tel.: +39 0803141574 – Fax: +39 0803143042
Brand Type	Marca Comunitaria n° 3298452 - clases 29, 35 y 43
Contact Person	Mr. Luigi Argiolas / Mr. Enrique Luque

Basic conditions of Contract	
Right of Entry	20.000 €
Holding Royalty	4% about sales
Royalty of publicity	2,5% about sales
Contract period	5 renewable years
Exclusive area	Minimum 1.000 meters

Characteristics of the establishment	
Minimum population	100.000 Habitantes
Approximate size of establishment	50/90 m <sup>2</sup>
Front	Minimum of 5 meters
Interested zone	Main streets, shopping areas with high pedestrian traffic, shopping and entertainment centers, tourist areas and new developing areas with offices or directional stations, service stations.
Activity	Italian fast food restaurant specialized on preparing sandwich of Panfocaccia (a special bread baked only), focaccia, rustics, panzerotti and other specialties.
Note	The chimney is essential.

Estimated local investment	50 m <sup>2</sup>	90 m <sup>2</sup>
Entry rights	20.000 €	20.000 €
Civil works	31.700 €	48.500 €
Interior design	2.500 €	2.500 €
Kitchen machines	19.000 €	19.000 €
AVAC	7.000 €	13.000 €
Refrigerator cabinets	6.000 €	6.000 €
Furniture	3.000 €	6.200 €
Kitchen tools	3.200 €	3.200 €
Informatic System	6.900 €	6.900 €
Food and drinks	3.000 €	3.000 €
Packaging and more	3.500 €	3.500 €
Launch advertising	1.000 €	1.000 €
Constitution expenses	1.600 €	1.600 €
Phone and power contract	600 €	600 €
Cash(working capital)	1.000 €	1.000 €
Security deposit(Rent)	5.000 €	9.000 €
Total opening expenses	<b>115.000 €</b>	<b>145.000 €</b>
Cost m2 without including entry rights	<b>1.900 €</b>	<b>1.389 €</b>

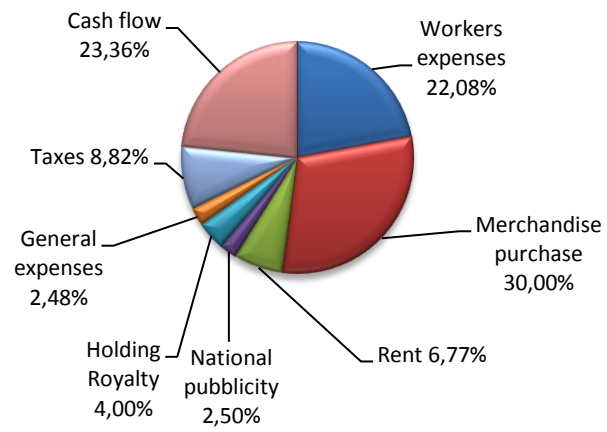
Other expenses

\* The size of 50 m<sup>2</sup> is on particular for Shopping centers with simple food court, if size is 90 m<sup>2</sup> is the standard to street stores. This dimensions must be considered as minimum.

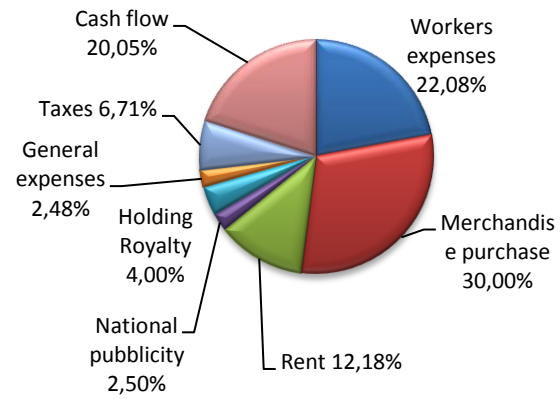
Note<sup>1</sup>: value depends on the store functions

Investment Calculated	50 m <sup>2</sup>		90 m <sup>2</sup>	
<b>Calculated billing</b>	<b>443.300 €</b>	<b>100,00%</b>	<b>443.300 €</b>	<b>100,00%</b>
Workers expenses	97.886 €	22,08%	97.886 €	22,08%
Merchandise purchase	132.990 €	30,00%	132.990 €	30,00%
Rent	30.000 €	6,77%	54.000 €	12,18%
National publicity	11.083 €	2,50%	11.083 €	2,50%
Holding Royalty	17.732 €	4,00%	17.732 €	4,00%
General expenses	10.993 €	2,48%	10.993 €	2,48%
Taxes	39.077 €	8,82%	29.733 €	6,71%
<b>Cash flow</b>	<b>103.539 €</b>	<b>23,36%</b>	<b>88.883 €</b>	<b>20,05%</b>

**Panfocaccia 50m<sup>2</sup>**



**Panfocaccia 90m<sup>2</sup>**





## Contacts

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**IMPORTANT INFORMATION:** The content of this document is for informative purposes only and it is not to be treated as a company offer or commitment. The only compromise that is will be described in the Franchising contract. Franchisor trade and profit studies have been calculated on the basis of prudent economic assessments. They are not to be considered as a profit promise or as a Franchisor agreement.