



Thank you for your inquiry regarding our international franchise program! We appreciate your interest in our world famous brands.

Since 1971 Schlotzsky's has been the home of The Original® toasted sandwich. Along side their Fresh from Scratch sandwiches, the menu has evolved to include high quality pizzas, salads and soups. Schlotzsky's is the fast-casual choice, for a quick, healthy, fresh dining experience.

FOCUS Brands seeks qualified franchise partners interested in multi-unit development in exclusive territories around the world. Whether you are interested in Carvel Ice Cream Stores, Cinnabon Bakeries, Moe's Southwest Grill, Schlotzsky's Deli's or a combination of any of the 4, we are interested in knowing more about you.

Each development agreement normally involves a development schedule of multi-units to be developed over a period of 3 to 5 years. The number of stores is based on the size of the territory granted and may exceed this number substantially. Investment ranges vary and minimum qualifications in terms of liquid capital available and total net worth are typically upwards of **US \$1,100,000.00** and a net worth of a minimum near twice that amount. In instances where development is determined to be greater than the minimum level of ten, significant additional liquidity and net worth will be required. Fees include an initial territory fee, ongoing royalty or service fees, advertising fees, and franchise fees for individual locations.

A process requiring much consideration and review begins with an exciting exchange of information once you complete the attached International Request for Consideration Application. For preliminary additional information, you may visit our web sites listed at the bottom of this email. Additionally, you'll learn of countries which are no longer available for development because development and master agreements have already been granted.

Areas closed for development:

**Schlotzsky's:**

***Middle East*** – Bahrain, Jordan, Kuwait, Saudi Arabia, South Africa and UAE

***Central and South America*** – Guatemala

We at FOCUS Brands thank you for your interest in our International Development Program, and will respond as quickly as possible once we have your request.

**Please also be advised that due the significant amount of franchise requests we receive, no further correspondence will take place until such time that we are in receipt of your completed Request for Consideration Application. Please return your completed application and request to:**  
[sforbes@focusbrands.com](mailto:sforbes@focusbrands.com).

With sincerest regards,

Focus Brands Inc.

Sonja Forbes

Specialist, International New Business Development



## Schlotzsky's

### Request for Consideration - International (Confidential)

#### Corporate Applicants:

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

Province/State: \_\_\_\_\_ Country: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone #: \_\_\_\_\_ Alternate Phone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Email address: \_\_\_\_\_

Company website (if applicable): \_\_\_\_\_

Date of Incorporation: \_\_\_\_\_ Years in business: \_\_\_\_\_ # of current employees: \_\_\_\_\_

Describe the type of business the corporation is currently involved in: \_\_\_\_\_

Gross turnover of business in \$US: \$ \_\_\_\_\_

Net Value of Business in \$US: \$ \_\_\_\_\_

Assets	List in \$US Dollars	Liabilities	List in \$US Dollars
Cash on hand in banks:	\$	Loans, Notes Payable	\$
Stocks and Bonds	\$		\$
Accounts or Notes Receivables	\$	Accounts and Bills Due	\$
Real Estate	\$	Mortgages Payable	\$
Business Value	\$	Taxes and liens Due	\$
Other Assets*	\$	Other Liabilities*	\$
<b>Total Assets</b>	<b>\$</b>	<b>Total Liabilities</b>	<b>\$</b>
*List separately if necessary and explain		*List separately if necessary and explain	

Total Net Worth: \$ \_\_\_\_\_

Readily available funds for franchise development (in US currency): \$ \_\_\_\_\_

\*Please attach corporate profile/annual report/business financials.

## Individual Applicants

Name: \_\_\_\_\_ Country of citizenship: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

Province/State: \_\_\_\_\_ Country: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone #: \_\_\_\_\_ Alternate Phone \_\_\_\_\_ Fax #: \_\_\_\_\_

Email address: \_\_\_\_\_

Describe your overall business background or submit a resume: \_\_\_\_\_

Financial Information: \_\_\_\_\_

Readily available funds for franchise development (in US currency): \$ \_\_\_\_\_

Assets	List in \$US Dollars	Liabilities	List in \$US Dollars
Cash on hand in banks:	\$	Loans, Notes Payable	\$
Stocks and Bonds	\$	Mortgages Payable	\$
Accounts or Notes Receivable	\$	Taxes and Liens Due	\$
Real Estate	\$	Other Liabilities	\$
Business Value	\$		
Other Assets*	\$		
<b>Total Assets</b>	<b>\$</b>	<b>Total Liabilities</b>	<b>\$</b>
*List separately if necessary and explain		*List separately if necessary and explain	

Total Net Worth: \$ \_\_\_\_\_

(Total Assets less Total Liabilities = Total Net Worth)

Do you have a financing source:  Yes -or-  No

Name of financing source: \_\_\_\_\_

Current salary per year: \$ \_\_\_\_\_ Other income: \$ \_\_\_\_\_

Source of other income: \_\_\_\_\_

### Franchise/Business Experience

Are you currently involved in a franchise system: Yes  -or- No

If yes, please complete the information below:

Name of franchise: \_\_\_\_\_

Type of franchise concept: \_\_\_\_\_

Development strategy: Area Development  -or- Master Franchise

Number of units currently open: \_\_\_\_\_ Under Development: \_\_\_\_\_

Are you currently in a business development system?  Yes -or-  No

Name of business: \_\_\_\_\_

Type of business concept: \_\_\_\_\_

Development strategy: Area Development  -or- Distributor  -or- Other

Number of units currently open: \_\_\_\_\_ Under Development: \_\_\_\_\_

**Proposed Territory/Country Location**

Territory/Country of interest: \_\_\_\_\_

Territory/Country of interest, 2<sup>nd</sup> Choice: \_\_\_\_\_

Estimated number of units that can be realistically built, owned, or operated in the territory: \_\_\_\_\_

Total number over three years: \_\_\_\_\_ Total number over five years: \_\_\_\_\_

**License Agreement Type if Granted**

License will be in the name of: *(please check one)*

A Corporation:  An Individual:   
A Partnership:  Other:

If other, please specify: \_\_\_\_\_

The following documents are mandatory for consideration:

1. Completed Focus Brands International Request for Consideration. Incomplete Requests for Consideration will delay processing.
2. Business background detail overview including specific information about your organization's business experience, developmental capabilities (including product distribution expertise), operations experience, and organization/management infrastructure.
3. Curriculum Vitae (Individual Applicants)
4. Supporting financial data, personal or corporation financials (Verifiable Proof of Net Worth and Liquidity)
5. Corporate brochures, annual reports, summaries, profiles (Corporate Applicants)
6. Separate and complete request forms and financial documentation for each partner.
7. Real estate availability and development particulars
8. Any additional information you believe will advance your request

**\*Note that should we move forward with your request you will be required to submit a comprehensive business plan for development**

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**This request for consideration does not obligate you in any way nor does it imply the approval or granting of a franchise or license agreement between you and Focus Brands Incorporated.**

**Statement of Declaration:**

I certify that the information provided on this request is valid and complete. Focus Brands Incorporated is authorized to conduct an investigative report/inquiry that is deemed necessary in order to verify the accuracy of this information, and, to determine my credit worthiness. Furthermore, I understand that all information will be kept confidential.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

**Please return completed form to [sforbes@focusbrands.com](mailto:sforbes@focusbrands.com)**