



International Market Profile

- Franchise-friendly environment
- Western food brands established
- Established sweets culture
- Appreciation for name brands and professional standards
- Knowledge of service and quality standards of Western brands
- Significant middle class consumer base

International Area Licensee Profile

- Restaurant and/or hospitality sector experience preferred
- Knowledge of and/or access to supply chain resources
- Access to appropriate real estate for the Randy's Donuts® brand
- Access to a minimum of US\$2 million capital for this investment project
- A thorough knowledge of the local marketplace, be well placed in the community and can staff with the expertise to assure a smooth transfer of the systems to be successful
- Experience as a franchisor, franchisee or area licensee a plus
- Experience with western level food safety and quality assurance systems
- Access to experienced English speaking F&B management

Potential Area License Candidate Companies

- Successful multi-brand licensing groups in the food and beverage sector
- Business with dedicated food and beverage infrastructure
- Food service sector, retailing and other service related businesses
- Real estate, property development and management businesses
- Franchisors or Area Licensees with experience in the food and beverage sector
- Hospitality businesses that include food and beverage facilities
- Food and beverage distribution businesses