

12 Gemini Street, Cnr Gemini & Milkyway, Linbro Business Park,
Frankenwald Ext 3. Sandton, 2065

- Office: 011 608 1999
- dewald@tasteholdings.co.za



Zebro's Information Pack

Thank you for enquiring about *Zebro's*. We are always excited to welcome New Members to the family.

Please find below the process flow, application form and banking details.

Kindly fill in this application form and send it back to our offices in order to start the application process for you.

Please feel free to make contact with us should you have any questions. We are more than willing to assist.

*In the Case of a Change of hands where you want to purchase an existing outlet – please skip directly to the application forms. The process flow will be applicable up to the approval step. After this step we will communicate the next steps directly with you.

Reasons to invest in Zebro's.

- Unique product offering.
- Lowest Set Up Cost of approximately R 949 900
- It appeals to largest South African consumer group.
- Part of "Taste Holdings".
- Full member of FASA.
- Simple operations.
- Multiple stores ownership is promoted.
- Group Buying Power.
- Part of a listed company.
- Marketing support.
- 30 days to pay opening order.

Kind Regards



STEP 1: ENQUIRY

- VISIT our website @ www.zebros.co.za
- EMAIL an enquiry to franchise@tasteholdings.co.za

STEP 2: APPLICATION

How to Apply:

- Fill in the Application Form and Letter Of Intent attached to the Information Pack (Remember to initial the bottom of every page).
- Send a copy of your ID Document and Proof Of Address with the Application Form and Letter Of Intent to the Head Office.
- Once the forms have been received an email will be sent with arrangements for the next step.

STEP 3: DEPOSIT

- The deposit is R 190 000, which is included in the cost of the franchise.
- The proof of payment can be sent along with the application form:
 - *Can be emailed to dewald@tasteholdings.co.za*

- *Can be personally delivered to :*
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STEP 4: APPOINTMENT

- Once the deposit has been confirmed, an appointment will be set at our Head Office.

STEP 5: FINDING A SITE

- There are many different ways of finding a site for your store:
 - Find your own site.
 - We ASSIST with Finding a site, but cannot be guaranteed.
 - Resales (Take over an existing store).
- View the requirements of a site in the INFORMATION PACK.

STEP 6: SITE APPROVAL

- We will send one of our Regional Managers to visit the site, inspect it and then approve/decline it.
- Please refer to the **INFORMATION PACK**, where it states the **NECESSARY REQUIREMENTS** for the process of inspection to take place.

STEP 7: FRANCHISE AGREEMENT

- The Franchise Agreement must be signed **TWO WEEKS PRIOR** to the commencement of **CONSTRUCTION**.

STEP 8: FULL PAYMENT

- **PRIOR** to the **CONSTRUCTION** of the store, the full amount of **R949 900. 00** needs to be **PAID IN FULL**.
- The full payment as well as a signed Franchise and Lease Agreement must be present before commencement of construction.
- The balance can either be cash or financed through any institution of your choice. If assistance is needed with balance that is financed, we will provide a Business Profile, which is a requirement of the bank.

STEP 9: TRAINING

- Training is only scheduled once the Franchise **AND** Lease Agreement were signed **AND** full payment was made.
- You will be allocated with training dates.
- You will need to book **TWO SETS OF TRAINING**: Franchisee Training and Staff Training
- **NO** store will be allowed to open without fully understanding and passing of the training courses for owners and their staff.

STEP 10: CONSTRUCTION

- It takes approx 14 days to build a store.
- Refer to the **INFORMATION PACK** to find out the **SITE PREREQUEST**.

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STEP 11: RECEIVING OPENING STOCK

- Is received **TWO DAYS PRIOR** to the **STORE OPENING**.

STEP 12: OPENING OF THE STORE

- Simple operational structure – easy to run more than one store.
- Once all 12 steps are completed, the store is then opened.
- Will receive assistance by a Kitchen Facilitator for **5 DAYS FROM OPENING**.

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Zebro's Banking Details

The Deposit amount is R190 000. Once the deposit is made, the proof of payment needs to be sent through to the Head Office. In order for head office to decipher who deposited the amount, please use your **NAME** and **SURNAME** as a reference. Please find our Bank account details below;

Account Name: Zebro's Development
Branch Name: RMB Corporate Banking, a division of FNB
Branch Code: 255005
Account No: 62457666653

Once deposit has been paid, be sure to send the proof of payment to Dewald van Deventer.

Email: dewald@tasteholdings.co.za

Kind Regards



Zebro's Shop Spec:

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Find detailed below our building and lease requirements, which need to be discussed in order to finalise the lease negotiations.

1. The lease area being approximately 50m² - 100m²
2. A 30 - 45 day rent free period in order to complete building and shop fitting
3. A five-year lease with the option for a further five years renewal
4. 3 phase distribution board, 125 amps per phase
5. Aluminium shop fronts to be min 1200mm wide (excluding double door)
6. Electrical power supply to external lightbox signage (as per Signage Criteria Document)
7. First fix plumbing
8. Geyser fitted (150 litre)
9. Hand wash basin fitted
10. Ablution facilities (per Local Municipal regulations)
11. Fresh air reticulation
12. Building suitable for installation of extraction ducting
13. Floor drains (optional)
14. Back-up power (optional)
15. White Box Specifications
 - a. New 600mm x 1200mm suspended grid ceilings fitted throughout
 - b. Covered recessed fluorescent light fittings throughout
 - c. Fire resistant wall between adjacent tenants
 - d. Standard screeded floors (no floor and/or wall tiles or carpets)
 - e. White base coat painted on all internal walls

Please take note that as this is a turnkey business proposal we have a set budget to construct a store with. **Should any costs occur that is not covered by our budget or the budget has a short fall it will be for the applicants own account. These costs will however be brought under the franchisees attention as soon as the brand gains knowledge of these additional costs. We recommend that you budget for additional costs.**

We trust the above is in order and anticipate a favourable response as soon as possible.

Yours sincerely,
The **Zebro's** Team

FRANCHISE APPLICATION FORM

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ID Number: _____ (Attach Copy of ID document)

Title: _____ Name: _____

Surname: _____

Cell phone number: _____

Home: _____

Fax: _____

Work Telephone: _____

Email: _____

Residential Address: _____

Town / City: _____

How Long at this address (yrs.): _____ Rented/Owned: _____

Postal address: _____

Previous address: _____

Present occupation: _____

Own Business experience: _____

Age: _____

Marital status: Single / Married / Married out of community / Married in community of property.

Date Married: _____

Spouse name: _____

Spouse contact number: _____

Previously Sequestered: Yes / No Date: _____

Rehabilitated: Yes / No Date: _____

Earliest date of involvement in store: _____

Other Parties involved: (Please send their ID and proof of residence as part of the application).

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Spouse/ Partner / Silent partner / Manager / Other: _____

Name: _____

Surname: _____

Contact number: _____

Email: _____

Address:

Present occupation: _____

Own Business experience:

Academic qualification:

I/ we would like to apply and open a store as a Sole Proprietor/ Partnership /Close Corporation / PTY
(LTD) [Please select by circling]

SITE INFO:

PROPERTY DETAILS	
Do you have any geographical location preferences? (Please be specific)	
First choice	
Second Choice	
Third Choice	
<i>In the case of a Change of hands – Store name:</i>	

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**PLEASE DO NOT SECURE A SITE OR SIGN ANY DOCUMENTATION FOR A SITE WITHOUT THE
KNOWLEDGE OF THE BRAND. ALL SITES ARE SUBJECT TO BRAND APPROVAL.**

If you have a specific site interest please complete:

Size of Premises:	M ²
Land Lord / Leasing agent / Centre manager name:	
Contact number:	
Site address:	
Have you negotiated any terms on this site?	
If so, what is the anticipated monthly rental amount?	
General information on the site	

Do you know someone in the group? _____

Where did you do your research / hear of the brand?

Magazine: _____

Website: _____

Word of mouth: _____

Customer at a branch: _____

Referral: _____

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PLEASE ALSO ATTACH YOUR LATEST PAY SLIPS.

PERSONAL FINANCIAL POSITION

Bankers: _____ Branch: _____

Acc. No: _____

(I hereby authorize Zebro's to contact my bankers, who may disclose confidential information regarding my financial position, and provide you with a financial statement)

Type of Account: _____

Monthly Income (Rands)			
		Self	Spouse
Salary			
Allowances (incl Petrol card)			
Commissions			
Investments / Rental Income			
Other - (please specify)			
Total Income			
Annual Performance Bonus			
Monthly Expenses (Rands)			
		Self	Spouse
Tax – PAYE/SITE			
Pension			
UIF			
Medical Aid			
Other Payslip Deductions			
Total Deductions			
Net Salary			
Rent / Bond payments			
Hire Purchase instalments / Leases			
Other Loan repayments			
Insurance premiums (Short Term)			
Life assurance premiums (incl RA's & Endown)			
Electricity and water			
Rates & Taxes			

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Estate Levies			
Telephone & internet			
Cell Phone			
Security (alarm, response)			
TV rental/M-Net/DSTV			
Domestic / Garden help			
Alimony / Maintenance			
Planned savings			
Credit card accounts			
Education – school fees, books, etc.			
Clothing & clothing accounts			
Groceries			
Entertainment			
Medical expenses - not covered by Medical Aid			
Transport cost / car expenses (petrol, parking etc.)			
Vehicle Tracking			
Gym subs			
Donations / Tithes			
Bank Charges & OD Interest			
Other (specify)			
Total Expenditure			
Surplus Available			
Combined Surplus Available			

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- **Please provide us with a recent Curriculum Vitae (To be attached as part of your application).**

I hereby declare that all the information contained in this document and supporting documents is to the best of my knowledge true and correct)

Signed at: _____ on day of _____ 20____

In the presence of the following witness:

Name: _____ Signature: _____

Cell: _____

Applicant Signature: _____

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LETTER OF INTENT, CONFIDENTIALITY & CONSENT UNDERTAKING I.R.O ZEBRO'S. FRANCHISE FOR SOUTH AFRICA

The hereinafter mentioned Prospective Franchisee ("the Applicant") has expressed interest in acquiring Zebro's. Franchise from Taste Food Franchising (Pty) Limited ("Zebro's.").

Should the Applicant be successful in his/her application and a Zebro's franchise outlet be granted, the Applicant will be granted the non-exclusive rights to trade under the name, logo, style and colours of Zebro's and shall be bound by Zebro's franchise agreement (the "Franchise Agreement") once signed, and will be required to promote the Zebro's brand and the products and services offered by Zebro's in terms of the Franchise Agreement.

DETAILS OF THE APPLICANT:

Name of Principal Shareholder, Member or Sole Trader:

Name of the entity in whose name the business is to be registered *where applicable and available*):

Description of area where you would like to open:

Email Address:

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AMOUNTS PAYABLE FOR A NEW FRANCHISE OUTLET:

Approximate Franchise fee = R949 900.00 (Incl. Vat)

Payable as follows:

1. On signature hereof a refundable deposit: R190 000.00 +
2. Balance to be paid prior to construction and/or commencement : R759 900.00

All payments are required to be made into the following account and proof of payment must be emailed to dewald@tasteholdings.co.za Please use the Applicant's **name** and **surname** as reference.

Account Name: Zebro's Development
Branch Name: RMB Corporate Banking, a division of FNB
Branch Code: 255005
Account No: 6245766653

The proposed commencement of the franchise business by the Applicant shall be within 3 (three) months of receipt of the deposit, depending on site availability, and shall be subject to the payment of the balance of the franchise fee and the Applicant's entering into and executing a written franchise agreement.

Should the commencement of construction occur later than 3 months from signature hereof, additional costs may be applicable as inflationary increases are imposed by third party suppliers. All applicants who make use of funding are advised to apply for a "buffer" amount should there be an increase in the price or additional costs associated with the build of the store and for working capital, that falls outside the set budget.

AMOUNTS PAYABLE FOR AN EXISTING FRANCHISE OUTLET:

The joining fee amount of **R190 000** will be payable by any applicant applying for an existing franchise outlet. The purchase price can be negotiated with the seller of an outlet once you have been approved as a franchisee.

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ROYALTIES AND MARKETING CONTRIBUTIONS PAYABLE

The Applicant will be liable for the payment of:

1. Royalty fees are 4% of Net Sales, payable to Zebro's and/or its authorised agents/representative in terms of the Franchise Agreement;
2. Marketing fee are 2% of Net Sales, payable to Zebro's and/or its authorised agents/representative in terms of the Franchise Agreement.

This Applicant's intention to purchase a Zebro's franchise outlet is subject to the following terms and conditions:

1. Zebro's has the right to accept or decline the Applicant, within its sole and absolute discretion.
2. The Applicant submitting to Zebro's all relevant financial and personal information necessary for Zebro's to assess the Applicant as a possible franchisee.
3. The Applicant authorising Zebro's to conduct the necessary credit checks that may be required by Zebro's, within its sole and absolute discretion.

In the event that Zebro's accepts the Applicant as a franchisee, a standard formal and comprehensive Franchise Agreement will be entered into and the parties will be obligated to one another once the Franchise Agreement has been signed.

Should Zebro's decline the Applicant as a franchisee, for any reason whatsoever, the Applicant shall be entitled to request a return of the deposit paid, less any direct expenses which may have been incurred by Zebro's. In such event, the deposit is to be paid to the following account:

Account Holder:

Bank:

Branch:

Branch Code:

Account Number:

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CONFIDENTIALITY

The Applicant, by his or her signature to this document, confirms that any and all information disclosed to him/her by Zebro's regarding the proposed Zebro's. franchise is confidential in nature and is proprietary Zebro's.

The Applicant undertakes to treat all information disclosed to him/her, which is not presently in the public domain as strictly secret and confidential and will not divulge

Same to any other person whatsoever, unless specifically authorised by Zebro's or until it is in the public domain.

The information may only be disclosed to those who have a genuine need to be informed thereof, provided that such parties are likewise bound to treat the information as secret and confidential.

The Applicant will not utilise the information for his/her own benefit or for the benefit of any other party in any manner other than in terms of a written agreement to be entered into with Zebro's.

Signed at _____ on _____ day of _____ 201__.

_____ (signature)

Name: _____

Identity Number: _____

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Please confirm with the below checklist that all the requirements are met for the application

Documents Checklist:	
1. Application form	
2. Company docs (if applicable)	
3. ID copy (of all members in the case of company)	
4. Proof of address (utilities account will suffice and must provide for all members in the case of a company)	
5. Bank statement	
6. VAT certificate (In the case of a Company)	
7. BEE certificate	
CHANGE OF HANDS	
<ul style="list-style-type: none">• Sales agreement – you will need to enter into a Sales agreement with the seller once you have been approved.• Lease agreement – once you are approved you will have to negotiate a new 5 year lease with the land lord.	

Summary:

I will be making use of: (please check the option applicable)

1) Funding through (specify source) _____

2) Own cash contribution of R _____

I am interested in a site in:

1) Province: _____

2) Area: _____

3) More specific details if you already have a site in mind: _____

End – Thank you.