



### Disclaimer



The Data shared in this Booklet is for Indicative Purposes only.

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The Information Shared through this booklet can not be used as tool of evidence against the Brand, at any point of time in the court of law.

FRANCHISE BOOK

### Certifications



















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### About Us



#### **OUR VISION!**

To offer the best in Quality with Competitive Price and One to One Service at Express delivery timing Worldwide.

#### **OUR MISSION!**

We, at Oasis thislaws, aim to maintain our headerstop in the sweets industry and expand the pleasures of the descent experience to all ports of the Country. We will continue to solidy even the most pretentious clients, set the standards even higher, and offer great-tasting experience, high quality and innovaline products, which guarantee the ultimate satisfaction to your traits builts.



### **OUR ETHOS!**

At Quisi Baklawa we always look for something beyond the ordinary. Adding a spark of creativity to our thorough know-how, we constantly produce uniquely delightful products.

We believe quality is remembered long after price is Sergotten. Our customers expect unly the finest from us. And we are able to deliver it day in and day out. We are always on the lookout to enhance every little aspect, whether product quality, range, packaging, or distribution. All this without ever looking focus on our comunities and their needs.

At Oasis Baklawa, excellence is a way of life. There's no question of cutting corners. Every precaution and effort is taken to see that we excel in all quarters.

The trust of countless families is not something that can be corned overnight. It comes with honesty and integrity that is quite visible in our products. Times change, but when it comes to adhering to these values, we are proud to say that we haven't changed a bit.

### About Us



#### **OUR COMPANY**

Oasis Baklawa is a very reputable name and is much more than an excelling brand that has expertise in the Arabic, Turkish, Syrian, and Oriental Sweets industries. Standing for exclusivity, trendsetting, hazury, and exquisite taste, Oasis Baklawa is known Nationwide for being the finest sweets host and a remarkable experiential brand.

Moreover, Oasis Baklawa has many showrooms, with a presence at shopping centers as well as major departmental stores, and online shops. Our reach spans from Srinagar in Kashmir to Cochin in Kerala and beyond. This vast footprint, versatility, and constant progress are because of Oasis Baklawa's Creativity, Business strategy, and Vision. Since 2006, the brand has evolved, gaining loyal customers in all parts of the Country. Our signature offerings are the refined result of Our Hard work, Passion, and Dedication.

- Launched operations in India in 2006, First Company to manufacture Famous Baklawa Commercially
- "DASIS BAKLAWA" is the most preferred Arabic Sweets Brand with International Collaborations.
- . Serving to more than 85 Major Brands Across India other than its own Retail Stores, Spanning a Total of 280+ outlets.
- . 63000 Sq Ft. state of art Production Unit in the Center Of Delhi (INDIA)
- Team of Chefs from Turkey, Syria & Egypt giving The most authentic taste and feel to the products.
- . Production capacity of 2 tons Bakiswa a day, soon expanding to 10 tons/day(Largest in the world).
- . All Dur Products are 100% Vegetarian, Nutritious & with very Long Shelf life(without any preservatives)

WE TAKE PRIDE IN TELLING, WHEREVER YOU SEE BAKLAWA IN INDIA, IS ONE OR THE OTHERWAY ASSOCIATED TO U.S.



# **HISTORY**



Our Dream to Bring a Revenution in Indian Sweets Industry with tone shelf life incovative products such as Chocotines & Arkhic tamen

& Test Marketing Completed with First Sale Hamiltonake with

Manch Popul Agen Outset's revely Established Brand

to make Bakteon what it actually is officially Brands its Bakless Division as

**HORSE** with rights for linea & For Cent COURSELL

Spreads 828 Buppiles remeark to Fen Iretia

Covering 85. Bratch: spiriting 270+ Outliets

Retail Segreets with One of its Kind Cultist at Paschire Whar, New Delhi Revolutionising the Industry by its unique selling Concepts, Gives Logic a mediatri bask



### NCHISE BOOK



# THE START OF OUR DREAM



### About us



### **BUSINESS DIVISIONS**



RETAIL STORES



ODUCTION



RESEARCH & DEVELOPMENT



CATERING



NCHISING



WHOLESALE



EXPORTS





# **Retail Stores**





### Retail Stores



### **OUR CONCEPT**

Welcome to Dubal in Delhi"... is the idea behind the Oasis Baklawa Concept. It's the joy of eating freshly baked Arabic Delicacies, straight from the Oven, in a Middle East inspired café setting! Each Dasis Baklawa butlet epitomizes the experience of the proverbial Middle East Café Culture with an array of delicious offerings of Baklawa, kunefe & various other Delicacies.

Oasis Baklawa has earned a reputation for offering the finest Middle Eastern delicacies, outstanding service, and an inspirational cafe-setting. If you share our passion for consistently delivering high standards, then you are the perfect franchise partner.

Gasis Baklawa has the infrastructure, expertise, and unique business model that will assist you at every level. Above all, you can cash in on the sterling reputation of the brand that has achieved unprecedented growth.



# **Retail Stores**



### We Serve

LEBANESE BARLAWA LIVE TURKISH BAKLAWA LIVE KUNEFE GOURMET DATES TURKISH DELIGHT FUSION SWEETS TRUFFLES & GANACHE DRAGEES & NUTS
HONEY & TEA
TURKISH SAND COPFEE
PREMIUM GIFTING CONCEPTS
TURKISH ICE CREAM
VEG TURKISH SAVOURIES



OFFEE SHOP



ARABIC SWEETS SHOP



GOLIRMET GIFTING



CATERING



ONLINE SALES



CORPORATE GIFTING



HOME DELIVERY



TURKISH ICE CREAM



### Production





"Speciality Arabic sweets Brand"

We are backed by Various factors which makes us the favorite amongst the consumers



MANUFACTURING



PRODUCT SUPPLY



QUALITY CONTROL



RESEARCH & DEVELOPMENT



PACKAGING



CUSTOMIZATION



QUALITY ASSURANCE

- International Presence
- \*Authentic taste
- +63000 Sq Ft. state of art Production Unit in Center Of Delhi (INDIA)
- Automatic File Making, Kunafa Making, Syrup spreader, Baking And Cutting Machines.
- -Team of Chefs from Turkey, Syria & Egypt giving The most authentic taste and feel to the products.
- Wide Range of Bespoke Packagings suitable For all occasions/ Budgets, Thus capable of Catering to all Levels of community.
- All Products Being Purely vegetarian & healthy & with Long shelf life



# Production















FRANCHISE BOOK

State of the art production facility HACCP & ISO 22000:2005 certified





#### Freshly baked franchise opportunities await you!

Becoming a Oasis Baklawa franchise means joining a reputable and worldrenowned company. Franchising is a long term and continuous business partnership in which the royally owner of a system or a brand allows independent investors to use his system or brand within a certain period of time, conditions and limitations by providing a constant discipline and support concerning the management and organization of the business, in return for a certain cost.

- . Readymade availability of techniques and procedures
- Quality Standard management
- Tried & Tested SOP's Modules
- Hiring high quality staff and training in general.
   Quality Product, Higher Capacity of Production
- Financial and legal consultation
- Research and development
- · Corporate Resource Planning



franchise application form. https://forms.gle/ysGEWRUsE18r838AA





### OASIS BAKLAWA PRODUCT RANGE

- Turkish / Arabic baklawa
- . Lokum / Turkish Delight
- · Dates / Tamaar Khaleeji
- . Moroccan Petit Sweets
- Indo-Arabic Fusion Sweets
- Belgian Chocolates, Truffles & Ganache
- . Speciality Turkish Tea / Blends & Tisanes
- . Turkish Sand Coffee
- · Roasted Flavoured Nuts
- · French Dragees
- . Live Kunefe'/ Baklava
- . Festive & Wedding Gifting





#### **BUSINESS OPTIONS**

### SINGLE

Develop your first business unit

with minimal cost. With an initial

success you will be experienced.

knowledgeable, and in the best

position to develop and acquire

other points of sale to build a

business portfolio.

Oasis Baklawa will support.

you by offering all its high

quality range of products at

preferential prices.

Our effective Business model and Strong technical support along with research & development know-how

In managing your area franchise of minimum 4 stores you will become the Dasis Baklawa's ambassador for your city. On the strength of your multiple points of sale you can develop a larger share of the baklawa & Kunefe Market. Your professionalism in F&B management will make of your "Gasis Baklawa" a brand knowen for it's quality.

#### AREA FRANCHISE

#### AREA + CORPORATE Production (Except North India)

Autonomy is the best scenario for ambitious investors. By controlling your production and points of sale, you will be able to master the market of Baklawa & other Arabic Delicacies from AtoZ. Your business field will cover both the direct consumers as well as customers such as 5-star hotels, restaurants and coffee shops.

#### MASTER FRANCHISE

Master franchise the entire country where you have the right to sub-franchise. This business model requires a number of stores in the course of the franchise term. It is a must that you have your own training facility designated for the franchises.

# will assist you in meeting your targets. FRANCHISE BOOK



#### FRANCHISE FIGURES

	SINGLE FRANCHISE	AREA FRANCHISE	AREA + CORPORATE PRODUCTION (EXCEPT NORTH INDIA)
ENTRY FEES	KJOSK - 7.45 L + GST 18% OUTLET - 18.60 L + GST 18%	74.40 L + GST 18% (WITHIN 5 YEARS) KIDSK - 7.45 L + GST 18% OUTLET - 18.80 L + GST 18%	74.40 L + GST 18% (WITHIN 5 YEARS) + 37.20 L + GST 18% FOR EXTERNAL PRODUCTION UNIT KIOSK - 7.45 L + GST 18% OUTLET - 18.60 L + GST 18 %
MINIMUM INVESTMENT	SHOP FIT OUT 4500 PER SQFT + MACHINERY - 7,00,000	SHOP FIT OUT 4500 PER SQFT + MACHINERY 14,00,000 KITCHEN FIT OUT 2500 PER SQFT + MACHINERY 15,00,000	SHOP FIT OUT 4500 PER SQFT + MACHINERY 14,00,000 KITCHEN FIT OUT 2500 PER SQFT + MACHINERY 65,00,000
KITCHEN SIZE		1500 - 2000 SQ FT	7,500 - 9,000 SQFT
ROYALTY & MARKETING FEES	5% + 1% OF GROSS SALES + mmg	5% + 1% OF GROSS SALES	5% + 1% OF GROSS SALES



#### FRANCHISE FIGURES

Preserving product quality and uniformity is imperative in all our franchise. to address this need, all franchisees will be supplied with finished as seni finished productsfrom our main production unit. some products require manufacturing at franchisee's end., for such goods transfer of recipes and training is provided. We strictly monitor the source of our productsused and we organize supply chain through outsourcing or direct management, these arrangements are carefully structured purchase requirements a means of preserving the level of quality and uniformity of our product range.

Shop Model	Entry Fee	Area Surface	Territory
Shop in Shop	1.62 L = 18 % G5T	10 - 25 SQ M	None
Kiosk	7.45 L + 18% GST	15 - 45 SQ M	1 Km
Outlet	18.50 L + 18% GST	50 - 200 SQ M	5 Km
Outlet Central Production	18.60 L + 18% GST	185 - 250 SQ M	- 1
Corporate Production Center	37.20 L + 18% GST	MIN 900 SQ M	100





#### WHY CHOOSE OASIS BAKLAWA AS PARTNERS?

- · An international Standard brand intricately tied to luxury
- · A recognized trendsetter
- . A name with significant brand awareness and associated with high-quality products
- . A maker of premium sweets with no additives (a brand that cares for people)
- A proven model for business growth over many Formats across the Market.
- A growing brand that introduces new products to drive market competitiveness
- A Manufacturer and retailer with a diverse and extensive portfolio of products
- . Gross profit margin up to 50 percent.
- Highly Experienced, Currently Operating 9 units across Delhi(NCR)
- . In House R & D department to maintain Steady Growth & Innovation.
- Professional management, Experienced staff, and Corporate structure creating reliability for the investor
- Own training modules for training to the entire staff for all their functioning through the processes.
- Same Quality standards across all of its branches through regular supervision.





#### Our Proven Business Model

Your Drive

Ambition

Successful Franchise Model

#### FRANCHISEE PROFILE

- Investors looking for a proven business concept.
- · Financial stability.
- · Ability to work within a system.
- · Management experience, preferably in F&B or Hospitality;
- · Sound business ethics:
- · Existing business portfolio:
- . Excellent people skills, including business management and customer service
- · Committed to succeed in business.

### 5 STEP PROCESS

- · Complete our application form. Our franchise team will set a time to review the business model and franchising process.
- Speak with our franchise development team. You will now have a chance to dig deeper and learn more about our brand, the opportunity and the industry.
- · Franchise Agreement Review. The Franchise Agreement includes important information for you to thoroughly evaluate.
- . Speak once more with the management, Learn more about our business and our future plans and to let us learn about you!
- Approval & signing of franchise documents. We will finalize the paperwork so the real fun can begin-starting and growing your business





#### FRANCHISE FEES PAYMENT SCHEDULE

To complete the new outlet project, a minimum of 75 days is required, provided the payment is received from the Franchisee end in Time. The payment Structure is as follows...

10% Advance before Project starts
50% at the time of Signing the Franchise Agreement
25% within 30 days
15% Before the opening of the Franchise Outlet

### **MISCELLANEOUS CHARGES**

Site Visit Charges- 50,000
Drawing & Conceptualisation- 50,000
adjusted at the Time of Signing of Franchise Agreement.



ranchise Application

https://forms.gle/yzGEwRUoE18r8J9AA



### **CUSTOMER MIX**

At Dasis Baklawa, we offer products that satisfy customers' wants or needs that are convenient. accessible, delicious at any moment of the day. Our team thoughtfully design our product. offerings according to the local culture, consumption habits, taste preferences and current consumption trends in each country in order to ensure the profitability of our Casis. Baktawa stores.

In addition, we carefully analyze the customer profile in each and every location where we operate our stores, in order to identify our potential customers in the targeted market and reach out to them through customized promotional strategies according to the customer profile.





#### TRANSPORT PROPERTY. Who are they

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Prophygophic Profile

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STANDARD

PREMIUM



#### COMMENSATION ! Who are then

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STANDARD



#### CONTRACTOR PROPERTY Who six liter

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PREMIUM



#### CERCLISIS NAMED IN COLUMN

Who are they Phronierent, Nondeworks, Anders

#### Practice agency Profile.

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#### DEPOSITION OF THE PROPERTY OF THE PERSON NAMED IN COLUMN TWO PERSON NAMED IN COLUMN TRANSPORT NAMED IN COLUMN TRA

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STANDARD

LOCATION



### CUSTOMER JOURNEY

Understanding the customer journey and their experience in a Oasis. Baktawa store is crucial to the store's success. Without taking the time to fully understand how a customer interacts with a store, their pain points and what they benefit from, the store is unlikely to achieve its full potential. Customers are varied and have

different needs.

but we must always strive to link the customer journey to Dasis Baklawa's brand values to give each customer the most adapted products and experience

At Dasis Baklawa, we have taken the time to understand the customer journey depending on the type of store. We have built a complete experience whereby consumers interact with the Oasis Baklawa brand.

This experience ranges from 5-40 minutes depending on the customer's intention mood and time constraints.

> Our Formats & Targeted consumer journeys: flexibility to increase turnover

By considering the type of store (whether it's in a High Street market, or Shopping Mail the time spent and the location of the store we are able to build up a picture of the customer and best serve them with Oasis Baklawa's a Products in a Appropriate manne





#### CATALOGUES & BROCHURES

Our Print style is a blend of classics with the best photography, balancing occasional induspence with daily use products, and all designed by Oasis Baklawa's inhouse trained team.

Our Product & Packaging menus are available at the local outlet as well it available on



At Oesis Baklawa, we assist our master franchisees and franchisees to create menus according to locally customized pricing level strategies, ensuring price sets for a specific products or range of products contribute to the revenue growth.















### DESIGN LANGUAGE

More than just a makeover, on in-depth approach.

We revisited the customer pathway and how we serve products to make our concept as versatile as possible.

The look and feel of our outlets are implied by the Arabic way of life with a reasemblance of a Parisant-style cate that is copy yet elegant at the same time. We also offer the possibility of integrating takery in the boutque.

along with live baktava, konete















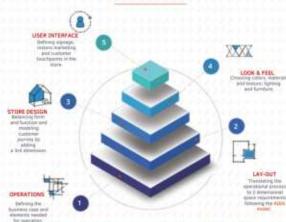


#### THE FORMATS

Each Oasis Baklawa format has its own USP, depending on its location, customer base and local trends. Before setting up a oasis baklawa franchise, we need to consider:

- . The customer journey
- . Customer demographics
- The brand value and how this will appeal to customers in the selected location
- How to adapt the Oasis Saklawa concept and brand to the franchise.

THE FIVE LAYER FORMULA



(A model to optimize our outlet commer journey through triggering Attention, Interest, Desire and Action



### IN-STORE COMMUNICATIONS

Building up our brand image through the communication of messages in-store is all part of how our customers get to know us better and recognize both the Oasis Baklawa brand and our brand values.

Communications methods used in-store help create an integrated customer experience through digital, product and in-store messages.

En-store communication is an opportunity to build up our consumers' knowledge of Oasis Baklawa, giving them background information on the brand, its heritage and ambitions. By providing consistent and enticing commulication materials in-store, the customer is able to understand the the Brand Better. Also the consumers get a full knowledge of the brand and are likely to be more loyal and return to the store.

This is why each franchise is offered templates and communication material to optimize their communication with their consumers. Such materials include:



#### Store exterior

what to include on the outside of the store depending on the format and menu options



#### Sweets and Counter display:

what will be the products & how will products be presented?



#### Menu types, and Compo options:

how will information about the type of products and the menu combinations be displayed?



#### Coals desk

what information is prioritized at what stage? What are the key messages that customers need?



#### Sitting Area:

are there any promotions or extra information you want to provide the customer with?



#### Packaging: How the Product gives

satisfaction to gustomer through its outer aesthetic appeal



at certain times which promotions will be displayed? How are they prioritized?



#### Presentation

It is always a must to have a groomed & polished staff, in addition to uniformty of dress code.

### FRANCHISE BOOK

# Franchise Tools PRODUCTS & MENUS

Our products are carefully selected to give our consumers the Royal Middle eastern feet. We know that these

tastas and desires are influenced by many factors, customer demographics, the location of the store, and seasonal changes throughout the year & the festivities. This is why we have created a versatile menu that is the result of in-depth research into these factors. This tool means each store can understand the best product menus and prices to implement to respond adequately to their customers.

PIDE (Turklin call for Unique Pizzn)-Pide is a boat shaped flat bread filled with Cheese and Vegetables (Spinach, Peppers, Mushroom, Dnions) And is a popular Turkish Street Food. It is often referred to as a Turkish Pizza.

SDMT (With Said/Nutrilla/Chimin)-Simit is a staple and very popular street food from Turkey that is dipped in Sweetener and topped with sesame seeds. Simit is eaten with cheese, oilives, jam, yoghurt, Nutella, Hummus & Butter, Can Be Made into a Sandwich or Esten As it is with coffee or Tea.

BÖREK / SPANAKOPITA (Ciger/Flathread) -Baked filled pastries made of a thin flaky dough such as Filo, typically filled with Potato, Cheese & Spinach.

BAKED FUSION BURS. Various Types & Shapes of Savory Bread Rolls Stuffed With Variety of Fillings Such As Mushroom, Baked Potato, Cheese, Macaroni etc.











www.pasisbaklawa.com



# Omi

#### PRODUCTS & MENUS

SALADS (Fottoush/Bulgur Salutus/Cobun Salutus) -- made with a combination of chopped tomatoes, cucumbers, onions, peppers, lemon juice, olive oil, and Molasses. Served With Combination of Parsley or Bulgur Wheat or Eggplant Served With Crusty Bread

PASTA-Easily the most Recognized dish With Current Generation, Ottoman Pasta is the Italian Pasta With Turkish Touch By adding Pariey, Spinach, & Yogurt. Greener-Healthier-Creamier-Crisper: It's Different from rest.

GVRD (Pita Sandwiches/Shawarma)- Gyros are the most famous of Greek meals a classic sandwich, with Zucchini, Celery, Cheese, Tomatoes & Onion wrapped in a pita with Falfel or Mushroom or Baked Eggolant, and topped with tzatziki (yogurt sauce) or Nummus.

MEZZE PLATTER-Classic Combination Of Hummus, Pesto, Falafels, Pickles & Salad Served With Pita Bread with Added Roasted Pepper Stuffed With Feta Cheese.

5NACKERS - Such as Greek Baked Limon Potato Wedges, Pita Chips With Hummus, Classic Baba Ganoush With Crisp Fresh Veggies, Avocado Salad With Zaatar etc.











# Ohishi

### PRODUCT RANGE







FRANCHISE BOOK



PRODUCT RANGE





















# Franchise Tools

# Oisii

## PRODUCT RANGE







FRANCHISE BOOK

www.oasisbaklawa.com



# SUPPORTING OUR PARTNERS AT EVERY STEP

Following the signing of a Franchise Agreement our operational team will provide you with personalized support in order for you to start your franchise journey.

We support Our franchises in every step of the opening of a new boutique. Our know-how and expertise means we can provide relevant and

insightful support in order to ensure the franchise has the best chance of becoming

a success.

FRANCHISE BOOK

#### SITE SELECTION FEASIBILITY STUDIES

- Product supply
  - Site assessment
  - · Financial Feasibility agreement



#### - PROJECT DEVELOPMENT

- · Project designing
- Product mapping & menu engineering
- · Technical/equipments specifications
- · Construction and shop fitting

We Provide, The Connections of Our Empanelled Tried & Tested Architects to Help You Sail through the Shop Development stage Smoothly & Easily



#### \* TRAINING & STAFF RECRUITMENT

- · Pre-opening preparation
- · Academy training

On-site training (duration depends on location, shop size/format and individual requirements)

Training your team means that they feel empowered to create the best possible products, tailored to your customers' taste and desires.



# SUPPORTING OUR PARTNERS AT EVERY STEP

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## FRANCHISE BOOK

#### TRAINING & STAFF RECRUITMENT

We, therefore, offer the opportunity to take on a training courses. Upon the signature of a Franchise Agreement, we provide the following training courses:

- · Professional Arabic Sweets Manufacturing Workshop.
- . Understanding of Oasis Baklawa, Ethos, systems, & Profiling.
- . Professional Product Training & Learning the Core of Each Product Lineup.
- · Professional SOP Training & Development.
- International tools and store Hanagement Procedures
- Site assessment
- · Financial Feasibility agreement

#### 4 SETUP

We take the time to go through many factors and support you in the major decisions. This extends to helping with the equipment purchase, inspection testing and fitting.

We get you in touch with our world class equipment manufacturers & suppliers to provide you with oppurturally to bargain & choose the most feasible one.

#### 5 OPENING

Cur operations team will be on site to assist in the opening of the store, including evaluating the products and the touch points of a customer journey. We leave no stone unturned in making our opening a huge success.



# SUPPORTING OUR PARTNERS AT EVERY STEP

Following the signing of a Franchise Agreement our operational team will provide you with personalized support in order for you to start your franchise journey.

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a success.

#### POST OPENING

Once the store is open, we are still on hand for daily operational advice, audits, Corrective action, Quality Mantalmance, Continuual Product supply, Marketing support, etc.

- High-quality products—In order to maintain the same level of product Quality Throughout Dur stores we try and ensure Smooth, regular & Orderly Supply of Both Finished & Unfinished material, as well as train the Local Chaf with The Sep to maintain Product Quality Everytims.
- Marketing support We Provide Marketing Support by Sharing The virious Communication Modes such as menu's Directures, Catalogues, Tags, & other printed Material To ensure to give the Customer same experience Throughout.
- Support at the sales level. Also we try and Market your Store in all our artwork.
   PDP Material, Dinline marketing Tools to ensure Proper education to our clients, and thus Providing sales support on all parallel media be it offline or Online.
- Continuous operational support Training, Staffing, Grooming, Financial Audits, Performance Evaluation, Roadmap for future.



As the world around us continues to change, we know the importance of constant innovation







## JOIN US

Becoming a Dasis Baklawa franchise is an exciting and fulfilling challenge.

Throughout the whole process we support the set-up, implementation and day-to-day running of the store, meaning your franchise has the support of a trusted and recognizable brand.

If you are looking to operate multi- unit franchise stores in our targeted territories and have a passion for Oasis Baklawa and what we do, we would be excited to welcome you on our franchise journey.

#### OUR COMMITMENTS TO YOU:

- · Help in finding locations and validate the site
- Providing a national and local market report
- . Build up the template of building and facility plans
- To provide you with an initial training session designed to impart our expert knowledge and ways of working.
- · To ensure an effective store operation
- · To provide you with on-going support with franchise operations
- Run marketing operations all year long to keep pace with market developments.
- · Provide network's leverage of buying power and logistics
- . Renew the range regularly to keep pace with the seasons
- · Provide constant support through our "franchise advisors"
- . Conducting Audits with Report Generation to Rectify the Deviation if any
- To provide constant feedback and new ways of working suggestions to ensure you achieve returns on the investment of your time, money and effort



Area: 200 - 300 sqft.

Concept Name : Tuck Shop Location :

- . City's Popular Mall Food Court
- · Airport Lounge
- . Tourist Complex

Opening tuckshops shalf enable Gasis Baklawa to establish a physical presence, engage with customers directly, control their brand image, gather market insights, and enhance customer loyalty...

### TUCK SHOP



- Lebanese Baklawa
  - PrepackedOpen Display
  - Gifting Options availabl
- · Live Turkish Baklawa
  - Daily Baking of Frozen Baklava
  - Cash & Carry
  - Packings Available
- · Live Kunefe
  - Cash & Carry
- · Dates
  - Raw Dates
  - Tamaar khaleezi
  - Choco-Dates



Area: 200 - 300 sqft.

#### Advantages:

- · Brand Visibility and Presence
- · Market Testing
- Cost Control
- Brand Promotion
- Market Penetration
- Customer Education
- · Competitive Advantage

#### Disdvantages

- Logistic Challenges
- Market Saturation
- · Limited Sale
- · Lower Profitability
- Focussed & Specific

## FRANCHISE BOOK

#### TUCK SHOP



#### Product Mix

- Chocolates
  - Truffles
  - Ganache
- Packaging
  - Minimal
  - Basic Fulfilment



Area: 500 - 600 sqft.

Concept Name : Kiosk Location :

- . City's Popular Mall Atrium
- · Business Hub Atrium

The objectives of creating big klosks with seating in mall atriums for an Arabic sweet shop cum Cafe chain include increasing visibility, enhancing the customer experience, expanding product offerings, boosting sales, and fostering customer loyalty, among other benefits. These objectives can contribute to the brand's growth and success in a competitive market.

#### KIOSK



#### **Product Mix**

- Lebanese Baklawa
  - Prepacked
  - Open Display
  - Gifting Options availabl
- · Live Turkish Baklawa
  - Daily Baking of Frozen Baklava
  - Cash & Carry
  - Packings Available
- · Live Kunefe
  - Cash & Carry
- · Dates
  - Raw Dates
  - Tamaar khaleezi
  - Choco-Dates



Area: 500 - 600 sqft.

#### Advantages:

- · Increase Brand Visibility
- Enhance Customer Experience
- · Attract Mall Shoppers
- · Boost Sale
- · Diversify Customer Base
- · Cross Promotion
- . Seasonal & Special Events
- · Brand Extension
- Competitive Advantage
- · Repeat Business

#### KIOSK



#### Product Mix

- Chocolates
  - Truffles
  - Ganache
- Dragees & Candles
   Fusion Sweets
- Honey
- Tea
- · Packagings
  - Basic Gifting
  - Necessity Packing
- Product Offering Display Through Multimedia
- . Desserts/ Cakery (On Site)
- Turkish Coffee & Tea
- · Regular Tea & Coffee

FRANCHISE BOOK

Area: 500 - 600 sqft.

#### Disdvantages

- · High operating costs.
- · Limited space.
- · Competitive environment.
- · Weekend Profits
- · Dependence on mall foot traffic.
- · Mall regulations and restrictions.
- · Customer turnover challenges.
- · Maintenance complexities.
- · Staffing challenges.
- Logistics and supply chain complexities.
- Marketing expenses.

#### KIOSK



#### **Product Mix**

- Sherbet (Turkish), Mocktails, Thirst Quenchers
- Minimalistic Cafe with Speciality Turkish Food
  - Pide/Pizza
  - Pasta
  - Simit/Burger
    - Borek/Sanakopita
  - Salatasi/Salads
  - Gyro/Rolls
  - Mezze
  - Snackers

Area: 1000 - 1200 sqft.

Concept Name : Boutique Location :

- . Busy High Street
- Posh Neighbourhood

The objectives of creating an exclusive, upmarket boutique store with Cafeteria on a bigh street for a Oasis Baklawa include enhancing brand image, attracting upscale clientele, maximizing sales, fostering brand loyalty, and differentiating the brand in a competitive market. These objectives aim to create a premium and exclusive experience for customers while driving business growth and success.

## BOUTIQUE



- Lebanese Baklawa
  - Prepacked
  - Open Display
  - Gifting Options available
- Live Turkish Baklawa
  - Live Baking of Frozen Baklava
  - Dine In
  - Take Home Packings Available
  - Gift Packing
- Live Kunefe
  - Dine in
  - Take Home Packings Available
  - · Dates
    - Raw Dates

Area: 1000 - 1200 sqft.

Concept Name : Boutique Location :

- . Busy High Street
- · Posh Neighbourhood
- Elevate brand image and prestige.
- Differentiate from competitors.
- Attract affluent foot traffic.
- Showcase premium products.
- · Provide a luxurious cafe experience.
- · Increase sales and order value.
- Build brand loyalty among upscale customers.
- · Cross-sell and pair products.
- · Customize offerings for discerning clientele.
- Implement premium pricing strategies.

## BOUTIQUE



#### Product Mix

- Tamaar khaleezi
- Choco-Dates
- o Tomoor
- Fusion Sweets
  - Gift Packaging
- Chocolates
  - Trouffles
  - Ganache
  - Pralines
- Artisanal Desserts/Cakery
- . Tea & Its Variants
- . Honey & Its Variants
- Dragees
- Roasted Nuts

Area: 1000 - 1200 sqft.

Concept Name : Boutique Location :

- . Busy High Street
- · Posh Neighbourhood
- . High operating costs.
- Limited target audience.
- · Increased marketing expenses.
- Staffing challenges for high-end customer service.
- · Regulatory compliance demands.
- Meeting and exceeding high customer expectations.
- Space constraints impacting product range and seating.
- · Location dependence for success.

Impact of economic downturns on luxury spending.

## FRANCHISE BOOK

## BOUTIQUE



- Luxury Packaging
  - GoldwareGlassware
  - Glassware
  - Woodware
  - Festive Packagings
- Turkish Cafe
  - Pide/Pizza
  - Pasta
  - Simit/Burger
  - Borek/Sanakopita
  - Salatasi/Salads
  - Gyro/Rolls
  - n Mezze
  - Snackers

Area: 2000 - 2800 sqft.

Concept Name : FlagShip Location :

- . Busy High Street
- · Posh Neighbourhood

The objectives of creating an exclusive, upmarket boutique store with Cafeteria on a high street for a Gasis Bakkawa include enhancing brand invage, attracting upscale clientele, muximizing sales, fostering brand loyalty, and differentiating the brand in a competitive market. These objectives aim to create a premium and exclusive experience for customers while driving business growth and success.

#### FLAGSHIP



- Lebanese Baklawa
  - Prepacked
  - Open Display
  - Gifting Options available
- Live Turkish Baklawa
  - Live Baking of Frozen Baklava
  - Dine In
  - Take Home Packings Available
  - Gift Packing
- Live Kunefe
  - Dine in
  - Take Home Packings Available
- Dates
  - Raw Dates



Area: 2000 - 2800 sqft.

Concept Name: FlagShip

Location :

Busy High Street

· Posh Neighbourhood

Turkish Delight

Chocolates

Honey

- Tea

- Dragers

Nuts

Dehydrated Fruits

Desserts

Cookies

Savouries

Snacks

Sand Coffee

#### FLAGSHIP



- Roasted Nuts
  - Loose & Pre Packed
- Dehydrated Fruits
   Loose & Packed
  - Turkish Delights
  - Luxury Packaging
  - Goldware
    - Glassware
    - Woodware
    - Festive Packagings
    - Wedding Gifting
  - Bespoke Hampers
     Ready OTC Snacks
- . Savouries & Munchings

Area: 2000 - 2800 sqft.

Concept Name: FlagShip

Location :

· Busy High Street

Posh Neighbourhood

Turkish Tea

Goldware & Premium Gifts

Hamper Display
 Mini Restaurant

Mode of service

Table and counter service

Takeaway and Delivery available

#### FLAGSHIP



- · Turkish Cafe
  - Pide/Pizza
  - Pasta
  - Simit/Burger
  - Borek/Sanakopita
     Salatasi/Salads
  - Gyro/Rolls
  - Mezze
  - Snackers
- . Live Turkish Sand Coffee
- Turkish Tea
  - · Cold Beverages
    - Mocktails
    - Shakes
    - Sherbet

Area: 2000 - 2800 sqft.

Concept Name : Boutique Location :

- · Busy High Street
- Posh Neighbourhood

The objectives of creating an exclusive, upmarket boulique store with Cafeterie on a high street for a Ossis Bakinwa include enhancing brand image, attracting upscale clientoie, maximizing sales, fostering brand loyalty, and differentiating the brand in a competitive market. These objectives aim to create a premium and exclusive experience for customers while driving business growth and success.

#### FLAGSHIP



- Turkish Ice Cream
- Cookies
- Gift Pack
  - Everyday Pack
- Hamper Packing
- Festive Packing

# Onia

## JOIN US

Becoming a Qasis Baklawa franchise is an exciting and fulfilling challenge. Throughout the whole process we support the set-up, implementation and day-to-day running of the store, meaning your franchise has the support of a trusted and recognizable

If you are looking to operate multi-unit franchise stores in our targeted territories and have a passion for Oasis Baklawa and what we do, we would be excited to welcome you on our franchise journey.

#### YOUR COMMITMENT TO US:

- · Guarantee customer satisfaction:
- · Warm and friendly welcome
- . Listening and availability
- . To Mantain Healthy Business Ethics
- . To follow the Brand Laid S.G.P's
- . To comply to all Financial Obligations on Time
- Irreproachable service and quality
- To be a loyal anthessador of our brand through local franchise implementation
- To respect your responsibilities as a brand ambassador, in Ensuring the coherence of our brand identity

Across the store, Product range
 Raw material specifications Recipes.

Promotion drives Ongoing training

Hygiene and HACCP Service quality

· and communication tools





## HIGH STREET STAND ALONE

An overview of the outlet key figures and the locations of our Gasis Baklawa autlet in the strongest assablished territories.

Delhi, NCR where we have more than 7 outlets across all olatforms.

- Near the city centre, densely populated area, and commercial hub
- · Large window/seating area
- · Salad and Sandwich preparation area
- · Pastry Preparation Area

TA: Wedding Clients, Household Buyers

Mode of service

Table and counter service
 Takeaway and delivery available

HENTAL VALUE	STORENIZE	EREAK EVEN SALE	(Max)	OPEX	AVGGE
4,55,000	2000 sqft	97835.7	9255mm	11(34,34))	30.32%
CAPER	AVERAGE FOOTFALL	AVERAGE SALE	PENE SALE	SLUMP DAYS	PEAK DAYS
120.00.000	200 TICKETS/DAV	LETZOL	14 67 000	10-110	254-276











## COMMERCIAL SHOPPING MALL

An overview of the outlet key floures

and the locations of our Dasis Baklawa outlet in the strongest

established territories, Delhi, NCR where we have more

Delhi, NCR where we have mor than 7 outlets across all

- Large seating areas with different zoning for different occasions/events
- · Salad and sandwich preparation area
- · Wide window display
- TA: Families, boomers

#### Mode of service

- · Table and counter service
- · Take away and delivery available

HERITAL VALUE	STORE SIZE	BREAK EVEN SALE	*ar	OPEX	AVG GF
319,000	1900 kgh	H3,000	N 25-27004	5006500	17.30%
DARGO	AVERAGE FOOTFALL	AVERAGE SALE	PEAK SALE	SLUMP DAYS	PÉAK DAYS
000,000	YES TICKETS/DAY	111/224	3,96,103	169-109	176-197









## KIOSK

An overview of the outlet key figures and the locations of our Oesis Baklawa outlet in the strongest established territories. Delhi, NCR where we have more than 7 outlets across all platforms.

- Large seating areas with different zoning for different occasions/events
- Salad and sandwich preparation area
   Wide window display
- . TA: Families, boomers

#### Mode of service

- Table and counter service
- Take away and delivery available

BENTAL VALUE	STORE SIZE	DREAK EVEN SALE	ecs	gen	AVG GP
144,000	260 sun	19231		2.66.400	58.66%
CAPER	AVERAGE FOOTFALL	AVERAGE SALE	PEAK SALE	SLUMP DAYS	PEAK DAYS
27,00,000	65 TICKETS/DAY	28.975	1,13,271	189-189	176-157





## SHOP IN SHOP

An overview of the outlet key figures

and the locations of our Casis

a)Criteria for 515

· Existing 5hop with space (Sweetshop, Bakery Shop, Gracery Mart, Food court etc...





## **KEY FIGURES**

Let the figures speak for themselves! Here we provide you a summary of key figures of our Retail Business, from the number of baklawas sold per year to the average ticket size











and a

872 | AV

AVERAGE
TICKET
PER
CUSTOMER
AV

28% AVERAGE REPEAT

CUSTOMERS

+25% services turnover increase after

Gross Profit Margin

37% ON AVERAGE BRAND 27%

AMONG URBAN CLASS

# Franchise Success



Making any business reach its full potential takes talent and hard work. If you've selected your franchise well, your franchisor will be able to help you avoid many of the mistakes new, independent start-up businesses make.

Belaw, we've listed 10 keys for franchise success.

- . Make sure you have enough money.
  - a. Determine how much you have to invest, how much you're willing to risk, and how much you will need to live on for at least 12 months.
    - b. Make sure you understand the initial investment required.
    - c. Make a careful and rational decision about buying the franchise, Listen to your Advisor and accountant, and do not be pressurised by the Franchison's Lucrative Business.
- . Follow the system.
  - a. Franchisees often get their business up and running and then begin to change, add or modify existing products, advertising, hours, services, and even the quality and consistency they are licensed to deliver. This violates the franchise agreement and puts you in jeopardy of having your franchise terminated!
  - b. By following the system, you:
    - i. Preserve the brand
    - ii. Protect your investment and that of your fellow franchisees
- . Don't neglect your family and friends.
  - a. Be prepared to work long hours, but also make sure to budget time for your family and friends.
  - b. Don't forget to acknowledge the sacrifices your family makes.
  - c. Allow your family and friends to share in your new life.

# Franchise Success



#### · Give customers great service.

- a. The most important thing you can do is to get everyone to smile!
- b. Let the customer know you're happy they chose your business.

#### · Teach your employees.

- In franchising, training should be continuous. Employees are you front line.
- Training classes are a good way to show your employees that they matter to you
- Get all the training you can from the franchisor.
- Regularly train and retrain all your employees.
- Hold refresher and advanced classes on a regular basis.
- Alert your franchisor when you need additional training.
- . Take advantage of every training opportunity, whether it's offered by the franchisor or by local schools, trade associations and other sources
- Get involved with the community. Customers like to shop in places that support them.
  - a. Sponsor Little League team
  - b. Support a civic or youth group
  - c. Give tours of your business for school groups
  - d. Set up a klosk at community events

#### Watch the details.

- a. Success is in the pennies! If you watch your pennies, the dollars will take care of themselves.
- b. Minimize costs and maximize sales.
- c. Watch out for shrinkage (merchandise that is missing or unaccounted for).
- d. Work hard every day. Choose your time away from the franchise wisely.

# Franchise Success



- · Be an enthusiastic franchisee.
  - a. The success of any business is linked to the level of enthusiasm you bring to the job.
  - b. Enthusiasm brings a level of excitement and energy to the operation that everyone can feel-including your customers and staff.
- c. Let your staff enjoy their job, Acknowledge their good work with recognition or a raise
- · Recruit the best and treat them with respect.
  - a. Good help is hard to find-great help is essential
  - To keep the good staff you've hired:
     Rotate routine and boring jobs.
    - ii. Be fair Don't show favoritism.
    - ii. Be fair, Don't snow favoritism.
    - iii. Work with your staff to develop the schedule.
    - iv. Treat your employees with respect. Don't allow employees to be disrespectful to any other employee.
    - v. Keep employees informed of new marketing and other promotions.
    - vi. Remove hassles-ask employees which procedures are working and which aren't.
    - vii. Make their workdays challenging.
    - viii. Provide timely performance reviews and wage salary increases.
- . Stay in touch with your franchisor and other franchisees:
  - a. Stay in communication with the franchisor: Letters, newsletters, emails, phone calls, faxes, training classes, regional meetings, conferences and conventions.
  - b. Communicate with other franchisees by participating in the franchise owners association





- O I need previous restaurant or franchising experience to become a Casis Baklawa Franchise Partner?
  - While we do prefer you to have previous experience, it is not required. Franchisee cardidates without sufficient restaurant experience will be required to successfully complete our internship program, which is a three-day, unpaid evaluation program where you will receive hands on Bakery franchise training. A written evaluation of your training and our recommendations for next steps will be provided at the end of the three-day program.
- Q 1s Oasis Baklawa offering single and multi-unit franchise opportunities?
- Yes, we are currently seeking qualified candidates to open both single and multi-unit franchisee
- Q What are the Entry Fee and Area Surface?

A

Shop Model	Entry Fee	Area Surface	Territory
Shop in Shop	1.62 L + 18 % GST	10 - 25 SQ M	None
Klosk	7.45 L + 18% GST	15 - 45 SQ M	1 Km
Outlet	18.60 L + 18% GST	50 - 200 SQ M	5 Km



May I know the major figures involved in Opening a Franchise store in a metro city ??

It is almost impossible to give exact numbers, but can share estimated Figures for understanding. Store size assumed at 1000 sq ft., Capex -45,00,000, 20,00,000(Systems & Machinery), Opex-2,50,000(salary), 1,00,000(electricity), Margin on Material-40%, Break Even Sales-ROI-380 days Approx, Required Money Backup-18,00,000, Stock at Outlet-12,00,000, Packing Material-5,50,000.

Can I take Oasis Baklawa Franchisee for Klosk Model only, outside Delhi NCR?

No, Klosk Model of Franchisee can be done anywhere but needs a full fledged store at it's Back for Smooth Logistics, In case Franchisee is looking for only Klosk, That is not Visible outside Delhi NCR.

Does Oasis Baklawa offer financing?

No. We do not provide financing:

How soon can I expect my Oasis Baklawa franchise to open?

The opening of each new Gass-Baklawa franchise takes minimum 75 days & varies based on Franchise Model as well as location Franchise & the Franchisee's Payment system

Will I have a protected territory?

Ossis Baklawa does offer protected territories, although the area of protection is dependent on the type and location of the Bakery franchise that you are opening.

Do I get a minimum Gurantee if I Become a Franchisee?

Casis Baklawa works on a pure Revenue model, You Work Hard, you Earn More, you Get More



- Will I receive guidance on purchasing equipment and supplies?
  - Yes. Oasis Baklawa has a preferred vendor program that covers all aspects of opening your franchise.
- Will I receive assistance in planning a Dasis Baklawa franchise grand opening?
- Yes. Every opening receives training, operations and marketing support, PR & POS support. We are here to assist you every step of the way.
- If i Provide Oasis Baklawa a Space, would you like to Develop a showroom for the Franchisee
- Qasis Baklawa has no such provisions, On Approving the Space. We get you in contact with Our Preferred Architects, who build the space at your cost. Post the Construction, And installation of Equipment, you may opt for FOCO or FDFO model.
- Why should I pay Franchise/Entry Fees?
  - Franchae fees is for the Brand Value, Expertise & Product Range that Quais Baklawa has developed over the years. It also Holds a Very Strong Brand Value worth More than 100 cr. which cannot be associated to anyone, to reap the benefits without Paying For it.
- Why Does Ossis Baklawa Charge for Site Inspection & Preliminary Drawing?

  We get almost 60 + Franchise enquiries an year. We charge these Fees For Various Reasons.
  - To check Genuinity of The Enquiry
  - . To Visit Any site Oasis Baktawa incurrs a lot of Expenses , such as Transportation , Salary , Dearness Allowance etc.
  - . For each Drawing Prepared We also Pay \$0.000 as sum to the Architect to give his Best in Terms of Outcome.



Do you supply Material in wholesale for reselling?

Yes. Oasis Baklawa provides material in wholesale also

What is Better for me, Whether to take only material from Casis Baklawa, or shall I go for Franchisee model

Its better to take a Frachisee Rather than only material because of Various reasons such as:

- Prefferential Rates
- . Access to all products rather than only 5% of our range of productswhich is available for wholesale
- . Brand pull For the Customer
- · Asistance at all times.
- . Complete Backup Support for Hiring, Legal, Production, CRM, & accountancy
- · Access to R&D by Oasis Baklawa
- . Promotion& Marketing by Oasis Baklawa at all its Mediums.
- · Printed & Secialized Packing Support
- Q Can I will other goods from our Franchise Store?
- Dasis Baklawa does not allow any to sell anyother Brand's products at our franchise store, but when we find that it is very necessary to sell such stuff for day to day revenue generation then Oasis Baklawa can also consider such proucts but with certain conditions.
- Q Can I Get Leverage on Payments?
  - We Value our Franchisee the Most , For this Reason Payment schedule can be Discussed, but Primarily the material is despatched only after receiving the Payments from the Franchise Partener.









Wherever you are you are never too far! If you would like to get in touch with us, please do not hesitate to call us or send us an email with your queries. Our team will always be glad to assist you. If you would like to visit our showrooms in person to have a first-hand glance at our products please call in!

> Centralised vip no. +91-9999-79-29-59 Bulk Enquiries - +91-9818-16-91-11 Corporate Enquiries - +91-9891-16-22-12 Wedding Engulries - +91-8595-68-74-58 Trade Enquiries +91-7291-99-51-41



info@oasisbaklawa.com

MRP: 1200.00

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