

# **FREQUENTLY ASKED QUESTIONS (FAQs)**



## **1. How much investment is needed and what does this cover?**

The estimated investment varies depending on store type and locations, i.e. Provincial areas, Greater Manila areas, Metro Manila and others. If it is Inline or mall based, it ranges from P15 to P18M. If it is a stand alone store, it ranges from P19M to P24M. This includes the following:

- Store construction
- Equipments, furnitures and fixtures
- Manpower hiring and training
- Pre-opening marketing activities.

## **2. What is the floor area requirement?**

The required floor area are the following:

- In line or mall based: 200 to 250 square meter
- Stand alone: 400 square meter (Lot area)

## **3. Can I apply for a franchise even if I don't have a site or location?**

Yes. Once qualified as a franchisee, we can offer available locations.

## **4. Can a corporation apply for a franchise?**

Yes! But the major shareholder should be the representative of the franchise.

## **5. How long is the expected return of investment?**

Several factors determine ROI, including managing and maintaining projected sales by marketing and promoting the Brand in its Retail Trade Area and the ability of the franchisee to manage his operating expenses. As long as these factors are controlled properly, projected ROI will be achieved.

## **6. How long is the franchise term?**

The franchise term for a Dencio's Bar & Grill is ten (10) years and renewable for another five (5) years.

## **7. Who looks for the location?**

Usually, the franchise applicant proposes the store location subject to our site assessment, analysis and approval. However, the company may also match sites for the approve franchise applicant.

## **8. Is there a standard store design?**

Yes, Dencio's provides the standard store design, layout, equipment and facilities requirement.

## **9. What are the qualifications of a franchisee?**

- a. Preferably with experience in food and retail business
- b. Financial capability
- c. Has a good network in the trade area of the proposed store
- d. Will dedicate time and has the infrastructure to manage the store

## **10. What about the supplies and materials for products to be sold?**

Dencio's will provide the franchisee all products, formulated ingredients and supplies. Franchisee may also use designated suppliers of Dencio's according to the set of specifications.

## **11. Is there any training program provided?**

An initial training program will be provided to the franchisee, management team and staff. The training fee is already included in the initial investment.

## **12. What kind of continuing service will the company provide?**

Aside from the National level promotions and advertising, Dencio's continue to do periodic visits by Area Managers to serve as coaches and ensure implementation of Dencio's system and standards.