### EUROPEAN CUISINE IN A BAGUETTE



**EXPRESS GOURMET**<sup>IM</sup>



#### BORN IN PRAGUE

WE ARE A FAMILY-OWNED BUSINESS BASED IN PRAGUE, WITH A STRONG FOOTHOLD IN THE FOOD

AND BEVERAGE INDUSTRY.

Owned and led for 30 years by Mr Petr Cichon, we have truly made our mark in F&B, **QSR** and hospitality.

- 60+ restaurants in central Europe (80% franchised)
- Flexible store formats: high street, food court, drive-through and travel
- A concept of modern French-inspired QSR restaurants with a stylish atmosphere.



#### SUMMARY

			/ · ·
BRAND Our purpose European "Express ourmet"	5 6	RESTAURANT FORMATS  High street Food court Airport	23 25 27
PRODUCT & CUSTOMER POSITIONING Customer & price positioning Our customer mix Dayparts & need-states	8 9 10	Drive-through Shopping mall drive Signature design elements "The chef is always right" Annual MasterChef™ menu	28 30 31 32 33
PORTFOLIO Core portfolio Seasonal menu "Le fast" snack A good breakfast kicks off a successful day BeBalanced Creperie café Coffee and seasonal drinks Baguette boxes for sharing Cornorate delivery	12 13 15 16 17 18 19 20 21	OUR SYSTEMS  BB = Complete ecosystem Complete proprietary software Self-service kiosk App & loyalty card E-training & certifications Supply chain Franchising	35 36 37 38 39 40 41





#### BRAND

BAGETERIE BOULEVARD

#### OUR PURPOSE

#### DEMOCRATISING EUROPEAN CUISINE (WITH A GRAIN OF HUMOUR).

#### **OUR CHALLENGE THROUGH 3 QUESTIONS:**

- Does fast food automatically mean an uncultured compromise?
- Does gastronomy built on quality ingredients always have to be expensive?
- And finally, is it necessary to employ serious tone every time we talk about quality food?

#### **OUR MISSION:**

To take people on a gastronomic tour across European regional cuisines.





### EUROPEAN EXPRESS GOURMET<sup>TM</sup>



PREPARED ON DEMAND
WITH AUTHENTIC INGREDIENTS. FAST.







## PRODUCT & PRICE POSITIONING



BAGETERIE BOULEVARD

### CUSTOMER & PRICE POSITIONING

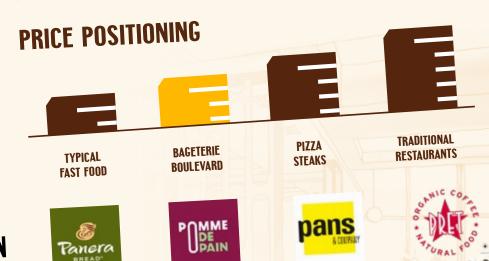


- · WHITE COLLAR
- · BIG CITIES
- 25-45
- · MIDDLE AND HIGHER INCOME
- •• WOMEN:MEN 60:40

DIRECT COMPETITION

#### TYPICAL SHOPPING MALL FOOD COURT







#### OUR CUSTOMER MIX





### DAYPARTS & NEED-STATES

#### MORNING TO EVENING, MONDAY TO SUNDAY, SPRING TO WINTER





#### PORTFOLIO



BAGETERIE BOULEVARD

#### CORE OFFERING

#### Fresh and grilled baguettes in four types of bread.

The basic BB product is a French baguette filled with fresh and healthy ingredients.

The main menu consists of 8 staple recipes, 4 grilled and 4 cold. Customers may choose from 3 kinds of freshly-baked French bread + 1 gluten-free.











#### SEASONAL MENU

Our seasonal CHEF MENU™ has become a legendary component of the BB concept.

- introduced 4 times a year
- prepared by a renowned European chef
- presenting regional ingredients characteristic
   of the local cuisine
- marketed through both local and national campaigns



Kemal Deniz Lef Lemal





### FORMER SEASONAL MENUS



### ANNUAL MASTERCHEFTM MENU

#### BLOCKBUSTER CAMPAIGN WITH MASTERCHEF™ TV CONTEST.

TV contestants prepare their baguettes according to the brief; the winning one is on sale in all Bageterie Boulevard stores the very next day after being shown on TV.

























#### "le FAST SNACK"

#### Affordable offering for kids and teenagers









#### A GOOD BREAKFAST KICKS OFF A SUCCESSFUL DAY

#### **Mornings with Bageterie Boulevard**

In the morning, Bageterie Boulevard offers a wide range of breakfast products.

Customers can combine these products with their favourite type of coffee, tea or fresh juice.





#### BEBALANCED

#### FOR HEALTHY AND LOW CALORIE ORIENTED CUSTOMERS

- healthy and fresh
- low-calorie
- innovative bread offering









#### CRÊPERIE CAFÉ

Some locations offer a shop-in-shop crêperie corner.











#### DRINKS

Our homemade black lemon Ice Tea, is one of the top selling items and a huge profit maker.

Seasonal drinks are launched twice a year.









Our coffee blend comes from a small family-owned coffee roastery near Naples.



#### BOXES FOR SHARING

Box4family™
is the ideal food
sharing solution for
your on-the-go occasions.

Choose one of our standard boxes or go for your personal favourite mix.









#### CORPORATE DELIVERY

BB BOX - ideal B2B delivery solution for your office catering.





### RESTAURANT FORMAT



HIGH STREET
FOOD COURT
DRIVE-THROUGH
AIRPORT

BAGETERIE BOULEVARD

#### HIGH STREET

- at high-traffic spots in cities, near public transportation hubs
- usually corners of main streets
- large windows
- additional outdoor seating

ENERGY SUPPLIES	CONSUMPTION	NOTE
ELECTRICITY	100 kW	3x80 A
VENTILATION	10 kW	3500 m³ (in/out)
COOLING	15 kW	•
WATER	2 m³/day	DN63
WASTE DRAINAGE	2 m³/day	DN200





**EXTERIOR** 









#### HIGH STREET















#### FOOD COURT

- inside shopping malls with or without proprietary seating
- in a food court or on a corner of an aisle
- sometimes with its own lobby

<b>ENERGY SUPPLIES</b>	CONSUMPTION	NOTE
ELECTRICITY	100 kW	3x80 A
VENTILATION	10 kW	2500 m³ (in/out)
COOLING	15 kW	
WATER	1 m³/day	DN63
WASTE DRAINAGE	1 m³/day	DN200

Street daily passenger to	Space Required 30–100 m <sup>2</sup>
Estimated Investment  € 130,000	to € 220,000



**FOODCOURT** 



FOOD COURT WITH PROPRIETARY LOBBY



TYPICAL LAYOUT



#### FOOD COURT















#### AIRPORT

• inside airport - with or without proprietary seating

ENERGY SUPPLIES	CONSUMPTION	NOTE
ELECTRICITY	100 kW	3x80 A
VENTILATION	10 kW	2500 m³ (in/out)
COOLING	15 kW	
WATER	1 m³/day	DN63
WASTE DRAINAGE	1 m³/day	DN200

30–100 m<sup>2</sup> Street daily passenger traffic 15.000

**Estimated Investment** 

€ 130,000 to € 220,000



**AIRPORT** 



LAYOUT



INTERIOR





### STAND-ALONE DRIVE-THROUGH

- situated primarily on main roads (motorways, highways, etc.)
- a drive-through is an integral component of this format

136 kW	3x125 A
10 kW	5500 m³ (in/out)
15 kW	•
3 m³/day	DN63
	DN200
	10 kW

Daily Traffic in Number of Cars  15.000	Space Required* <b>1.000–2.000 m</b> <sup>2</sup>
Estimated Investment   € 800.000 to € 1 200.000	

<sup>\*</sup> Building over 250  $m^2$  + land min. 750  $m^2$ 



**EXTERIOR** 



**INTERIOR** 



TYPICAL LAYOUT



### STAND-ALONE DRIVE-THROUGH











### SHOPPING MALL DRIVE-THROUGH

- adjoining shopping centres and retail parks
- connected with a building

ENERGY SUPPLIES	CONSUMPTION	NOTE
ELECTRICITY	136 kW	3x125 A
VENTILATION	10 kW	5500 m³ (in/out)
COOLING	15 kW	•
WATER	3 m³/day	DN63
WASTE DRAINAGE	3 m³/day	DN200

Daily Traffic in Number of Cars  15.000	Space Required* 400–600 m <sup>2</sup>
Estimated Investment   € 400.000 to € 500.000	

<sup>\*</sup> Building over 250 m<sup>2</sup> + land min. 750 m<sup>2</sup>



#### **EXTERIOR**



INTERIOR



TYPICAL LAYOUT

### SIGNATURE DESIGN ELEMENTS



- 1. Chef's quotes on the wall
- 2. Chef's quotes on the floor
- 3. logo
- 4. self-order kiosk



- **1.** logo
- 2. two-sided panel with logo
- 3. awning
- 4. city light display
- 5. outdoor seating



#### CLIPPINGS AS PART OF OUR DESIGN



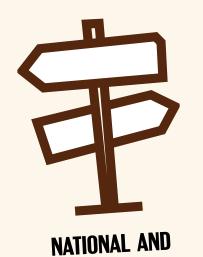


### OUR SYSTEMS



BAGETERIE BOULEVARD

#### BB = COMPLETE ECOSYSTEM



LOCAL MARKETING



MARVIN OPERATIONAL SOFTWARE



TRAINING CENTRE AND ONLINE TRAINING





BAGETERIE BOULEVARD

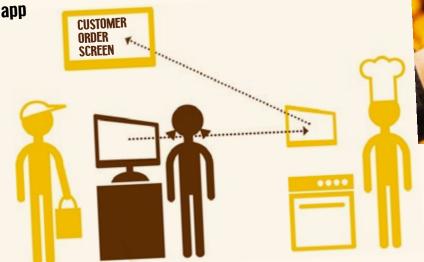
#### COMPLETE PROPRIETARY SOFTWARE

#### **BB SYSTEMS MAKE IT EASY**

Our restaurants operate on our own advanced system:

- cash register with customer display
- kitchen display
- customer order screen
- drive-through system
- self-order kiosk

app





https://www.youtube.com/watch?v=17Uxh673zmM



#### SELF-SERVICE KIOSK

#### SIMPLE & USER-FRIENDLY

#### distinctive design





HOME SCREEN WITH PRODUCT CATEGORIES



#### APP & LOYALTY CARD



#### FEATURES:

- EASY PICKUP
- DELIVERY
- SERVE TO THE TABLE
- COUPONS
- LOYALTY CARD/POINTS





### E-TRAINING & CERTIFICATIONS

### WE PROVIDE A USER-FRIENDLY E-TRAINING SYSTEM FOR ALL RESTAURANT POSITIONS - FROM CREW TO MANAGEMENT.

For us training is key to maintaining consistency in the quality of the products and services provided by all BB restaurants. Our training centre specialists are available for online consultations as well as final in-person certifications.

Our e-learning platform is also accessible on-site through dedicated iPads, integrating with our proprietary training courses and certifications.





#### SUPPLY CHAIN TODAY

BAGETERIE BOULEVARD is a part of the Crocodille Group - a major European

- producer of packaged sandwiches and convenience food.
- solar-powered industrial bakery
- industrial kitchen
- central purchasing
- central delivery to restaurants













crocodille

#### FRANCHISING

We are seeking strategic partners to serve as a regional or national Master Franchisees or Area Developer.

Our ideal partner is an established F&B restaurant operator capable of complementing our expertise with local knowledge and infrastructure.

Our primary focus is on finding a partner proficient in restaurant and QSR operations, adept at team management, lease negotiations, location familiarity, understanding the local social fabric, and possessing deep insights into customer behavior.

Find out more about our Franchisees here





# FOR MORE INFORMATION CONTACT US AT

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