THE AMERICAN STATES

AND STRIPES

\*STRAKHOUSE AND BAR\*

### EXPERIENCE

# ON A MISSION

To be the best **American-style restaurant experience** by adding digital experience to our menu.

By passion, quality and friendliness we want to make the guests feel the same love that we do for the American kitchen.

# FROM BROTHERS TO BROTHERS THE HISTORY OF STARS

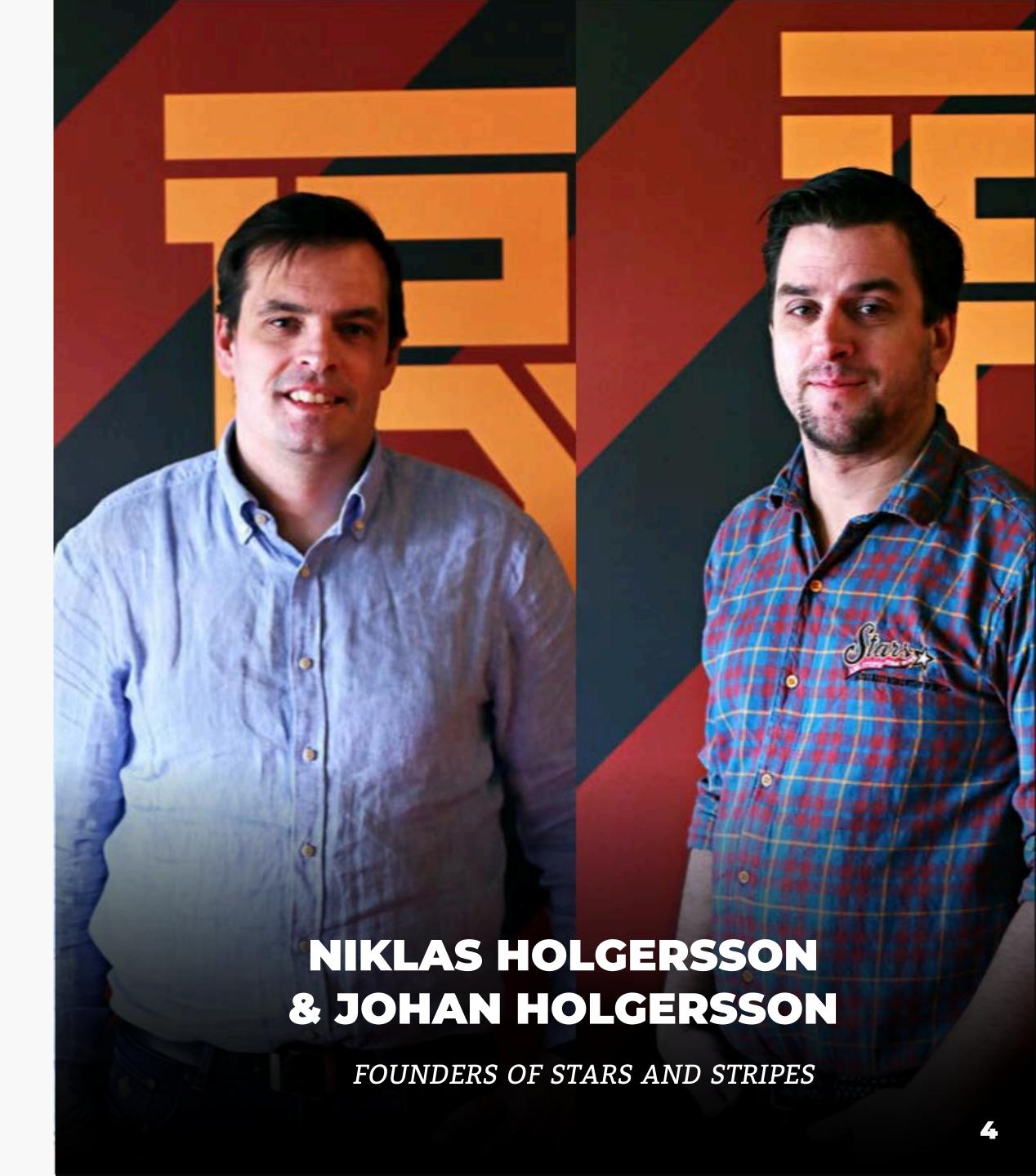
We have always loved the American restaurant culture, and with hearts full of magical sports moments, we chose to begin our journey within O'Learys in 1999. During 10 years as a franchisee, we created an incredible amount of knowledge and experience within the industry.

The idea of Stars and Stripes was born in September 2009 after several tours of the United States, and numerous visits to sports bars and more modern steakhouse restaurants. The biggest inspiration source was found in Denver, Colorado.

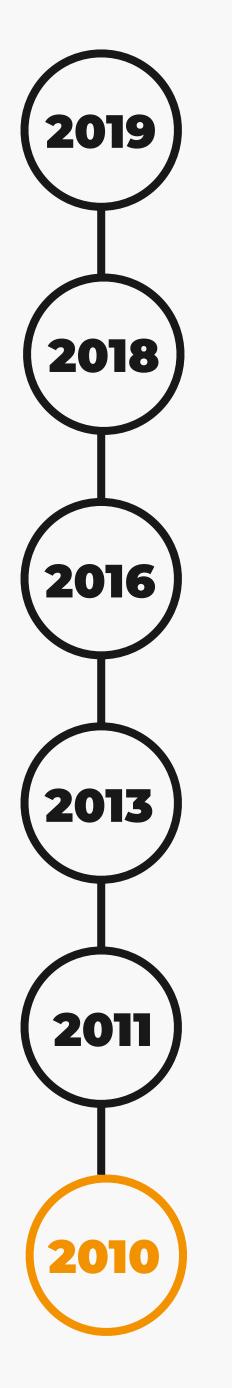
The premiere of the first Stars and Stripes restaurant took place at Stortorget in Karlskrona in the spring of 2010.

The recipe was really simple, we focused on what we like; good American food, service system where all guests are seen, an informal and comfortable restaurant atmosphere, and topped with great sports and games.

The first night in Karlskrona was a massive success and we realized that our concept could work in more places throughout Sweden. The Stars and Stripes Trademark was therefore formed the following year. We joined the Swedish Franchise Association and worked hard to secure the foundation we knew was needed to create a successful franchise chain.



### THE STARS TIMELINE



### **COMMUNICATING THE BRAND**

Ny webb, ny varumärkesplattform, ny kommunikationsplattform Nya paketeringar, nytt intranät

### **NEW POSITION**

Vi arbetar fram en helt ny varumärkesposition tillsammans med Milou.

### **STARS 2.0**

Vi utvecklar ett **nytt inredningskoncept** tillsammans med Jidström & Gil. Den råa, enkla men genuina och och sportiga inredningen signalerar vad vi står.

### **FRANSCHISE SUCCESS**

Efter 2 års prövotid blir vi fullvärdiga medlemmar i Svenska Franchise föreningen som granskar allt vi gör.

### **STARS FRANCHISE**

Med hjälp av Franchise Group byggs Stars and Stripes Franchise upp. Avtal, handböcker, mm. skapas för att kunna bli en ledande kedja.

### **STARS IS BORN**

Efter resor runt i USA lanseras föds Stars and Stripes och första restaurangen lanseras.

### THE STATS

### STARS TODAY

Stars and Stripes is an organization in constant motion. We are not afraid to try new things or to have high goals.

- O 3 units in Sweden.
- We will have a turnover of about 40 million in 2020.
- O We employ about 40 people.
- O We aim to establish 1-2 units per year from 2023.
- O For us, finances and profitability are more important than dots on the map.



## OUR CORE VALUES

### For our Family

We are a family helping families. With respect, compassion for each other and those we serve. At Stars and Stripes we take care of each other!

### Full of Passion and Expertise

We strive for excellence in everything we do. We have both the insight and ability to deliver high quality in everything from the service, the food and the experience, to all our guests.

### **Creative thinkers**

We never settle for the first, easiest, or quickest solution. We use our creativity to take us above and beyond.

### Loyal to the bone

We value loyalty more than anything. Loyality for us is listening, caring, adapting and loving - and we love our guests. Everything we do we do for them.

## RECIPEAL



### STEAKHOUSE

The smell reminds you of a warm summers day in your backyard, the meat is tender, the sauce incredible and all your tastebuds just light up, in a good way. That's a steakhouse we'd like to visit.

Our food is a collage of all the flavors in American cuisine. We serve everything from triple fried to the freshest salads. Nothing leaves the kitchen without us being super proud of just that plate of food. Everything from flavors to frying temperatures should be a 100% right. We want our guests to experience the love for the American kitchen, in just as we do everyday.

STEAKHOUSE IS	STEAKHOUSE ISN'T
From the Grill Fresh Well thought of Going the extra mile	Just food Manufactured Sloppy A tired "no"

### THE BAR

A disarming laugh, a beautiful cocktail, a slightly crowded feeling, the derailed story and that contemporary tune that makes your knees swag, just the right amount. That's what we call a great bar.

The variety and quality of our bar offering is non other than spectacular, from the simplest to the most complicated, from everyday to party. We have the knowledge to guide our guests to that fantastic-ness. Whatever our guests ask for, we deliver a next level experience.

# THE BAR IS High Quality Handcrafted Unique Contemporary THE BAR ISN'T Spilled beer Pre-maid Generic Oldies



Our restaurant decor is the physical version of everything that Stars and Stripes stands for. A perfect extension of our brand.

We enhance the physical experience by taking care of our guests just as if it is a private dinner party at your own home. With a warm welcome, friendly hellos and honest smiles. And of course, great service.

We want our guest to think of Stars as a place to talk, to enjoy, to laugh, to relax and to have a really, really good time. Just as you would have at a dinner table in your best friends house.

### THE ATMOSPHERE IS

THE ATMOSPHERE ISN'T

Inspiring
Personal
Family engagement
Casual

Dull
Standardized
Quiet conversations
Uncomfortable

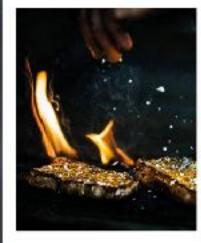
### THE EXPERIENCE

Big crowds, young couples, hardcore fans, a loving family or just some students looking for a party. It doesn't matter who you are. The Stars experience invites everyone to a good time.

Everything from contemporary music, fun-loving quizziness, a big, BIG game, a lazy day in the sun, some after work drinks, or just another night out. We deliver our experience the Stars way. With love and care, just as we do with our closest family.

# THE EXPERIENCE IS Inviting Including Genuine Sharing THE EXPERIENCE ISN'T Stiff Excluding Artificial Reclusive







### SUNDAYS **FAMILY SUNDAY QUIZ NIGHT**

Sundays are Samily day here at Suns. We'd like to invite yet, foundy dissect at our house, there's hearty food on the plates, the condiscare \$1,000y means in the background and we're recharging for the making work with the people we have most.

Kitis up to 12 years exister free from the hids more and sharing discouries to off all day.

**EVERY SUNDAY** 11:00-21:00

BOOK TABLE



reco at stars, we love stack quitees energ the family, your partner or your colleagues and compete for gift wouthers and bonus grasss

The quicks usually very popular as make sure you hook a sale in advance. We recommend easiling a reservation for 1-chours before the quiestoness you Illians to see both before the quiestime.

EVERY WEDNESDAY

BOOK TABLE



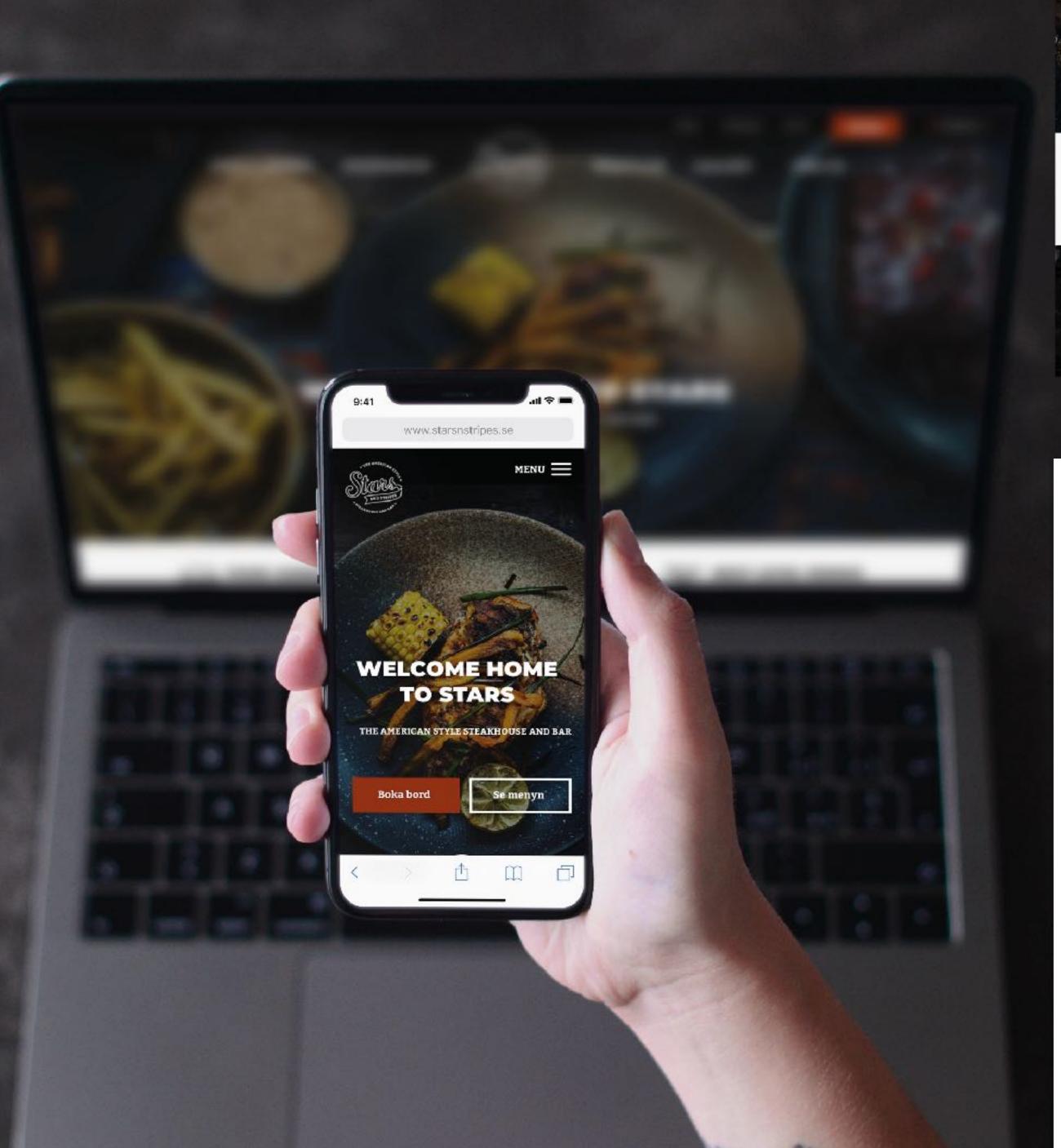
Rewind often a band days work in our coay Bring, norm two offer a 12% discount on food stondars through Theredays and you true enjoy sen large solution of codes the and bevera ges.

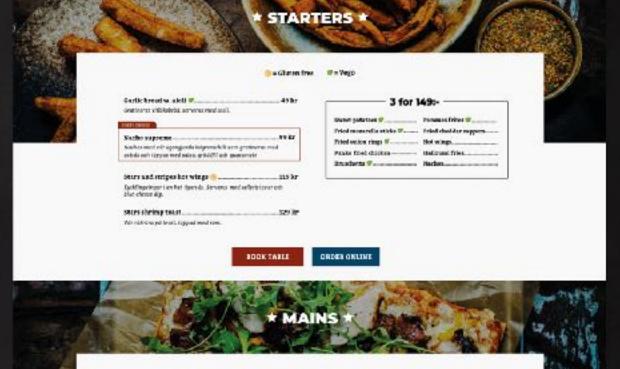
MONDAY - FRIDAY 17:00-22:00

BOOK TABLE







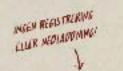


### BESTÄLL DIREKT I TELEFONEN

**Burger sides** 

Nu kan du enkelt beställa och betala för mat och dryck med din egen mobiltelefon.

Självklart finns vi i personalen här för dig som vill ha personlig service.





**ORIGINAL BURGERS** 



1. Scanna QR-koden med din kamera

beställning.

Följ länken, kolla igenom vårt sortiment av mat och dryck

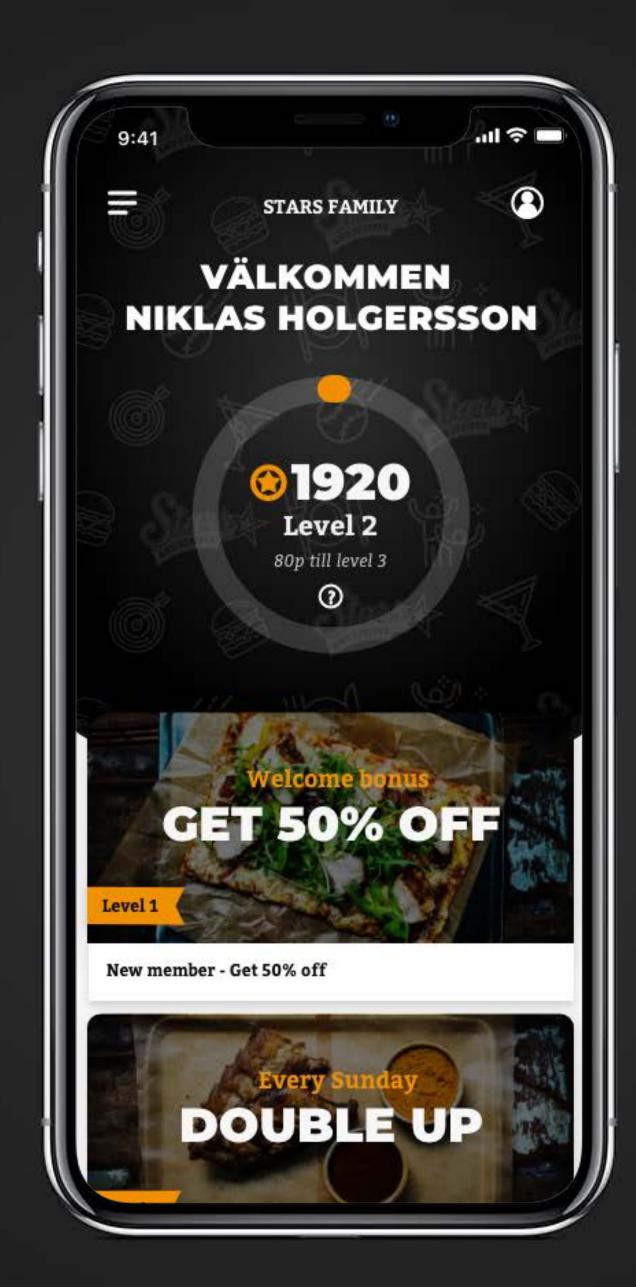
SKANNA, BESTÄLL

Vid varje bord finns en unik QR-kod. Använd koden vid ditt bord för att lägga din

**OCH BETALA** 

3. Beställ och betala

Sitt lugnt, så kommer vi ut med din beställning



### LOYALTY PLATFROM

### Loyalty is to be rewarded

The loyalty platform is a developed as a mobile-first web application, integrated with Trivec.

- Easy-to-use signed-up in your smart phone
- Earn points for activity & purchases
- Get offers and discounts to be used in your local restaurant.

# STARS FRANCHISE AN OPPORTUNITY

### WE OFFER

- Strong and well-developed brand and concept
- Affordable entry cost and fees
- Proven Sales System
- Training and Support
- No wasted food costs
- Receive orders easily through our website
- Tailored American-inspired menu and lunch concept

### WE PROMISE TO

- Deliver outstanding, high quality recipes and ingredients.
- Set-up authentic and well planned restaurant at your place of business.
- Provide an infrastructure for success.
- And an unheard of loyalty and commitment from the brand.

### AND OF COURSE...

### PLENTY OF SUPPORT

With over 20 years under our belt, our franchise model has been carefully crafted and is a proven success. Our affiliates have access to all of our resources and support systems, including:

- Comprehensive training at our Karlskrona headquarters
- Trusted vendors and all necessary equipment
- Top of the line software for order management, business development and sales
- Outstanding marketing materials, marketing and development plans

### SITE REQUIREMENTS

### What are we looking for

Since 2010, Stars and Stripes has been busy nurturing and growing an established franchise restaurant offer throughout Sweden.

Consumer demand is at an all time high, and we are on the lookout for interesting locations in new markets.

Preferred locations are city centers and/or in development areas.

We prefer high-visibility locations, with reasonable competition in the area. Strong daytime demographics are a must. We are looking for established locations with presets to run a restaurant business.

Size: 250-400 Square meters

**Daytime Population:** 10,000+ (1 mile radius) **Residential Population:** 15,000+ (1 mile radius)

Site: Ground floor w. opportunities for a patio (preferably on the sunny side)

High visibility: Site center and/or development areas

Criteria will vary depending on individual markets.

### FINANCIAL REQUIREMENTS

### Financial Requirements

- Credit Rating: No bankruptcies; ability to finance initial investment of 4,5 7M SEK
- Sign-up fee: 199tkr
- Royalty: 4% of net sales
- Education: High School Graduate or Higher

### **Experiential Requirements**

- Food Service or Restaurant Experience (Manager, Owner, or Franchisee Level) Preferred
- Ability to manage a complex kitchen
- Business understanding (P&L's, hiring, customer service)
- Ability to respect and work within a proven system











### FOR MORE INFO:

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