



iLunch – the Evolution
of Daily Lunch



We are very glad to hear that you are interested in the opportunity to become a part of the evolution of the catering sector!

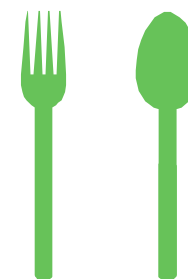
iLunch is the chain of daily lunch restaurants characterized by its innovative ideas and excellent reputation. It is now rapidly expanding not only in Vilnius, but also in other major Lithuanian cities as well as abroad.

The secret of our success lies in speed, quality and innovation.

We hope that the information provided here would be interesting and useful for you in respect of further cooperation as a part of the iLunch family!

- Aurelijus Jasevičius
Founder and Director of iLunch

1. iLunch – A PROVEN SUCCESS STORY



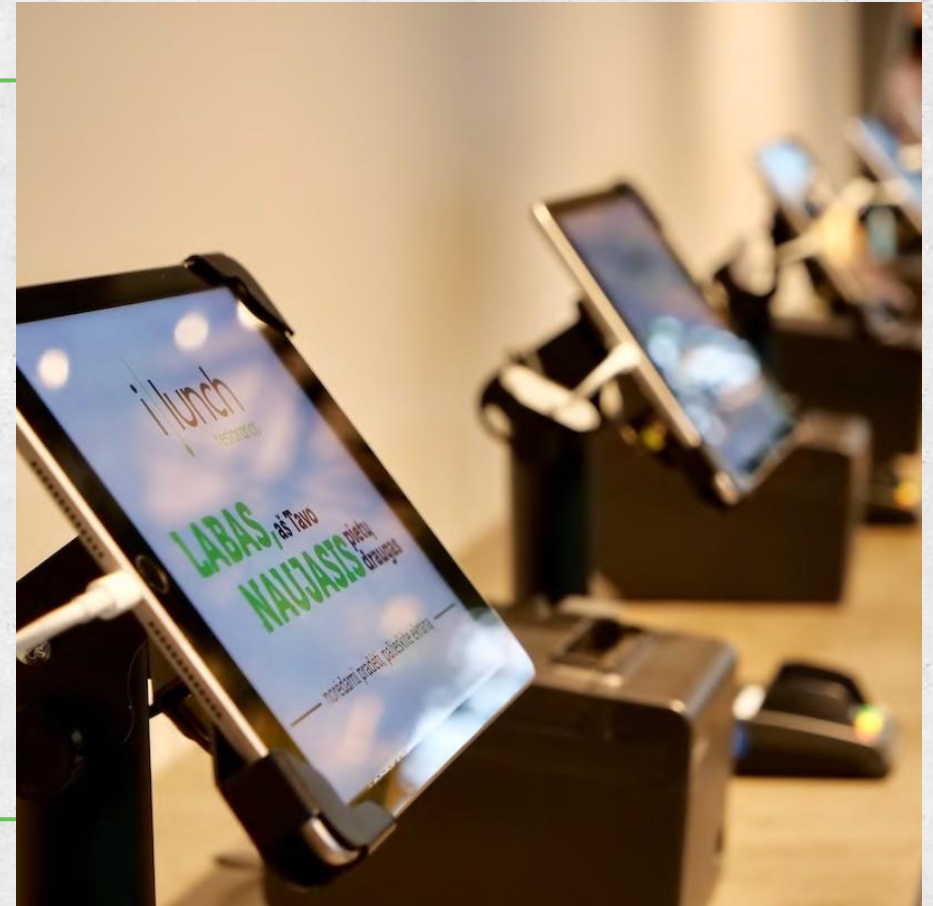
About Us



Our story began in 2016, when we opened our first restaurant at A. Goštauto street in Vilnius. At that time, we were just a small daily lunch restaurant with the area of 180 sq. m. In a few years, we have become a company managing more than 15 restaurants in Vilnius and an increasing number both in Lithuania and abroad.

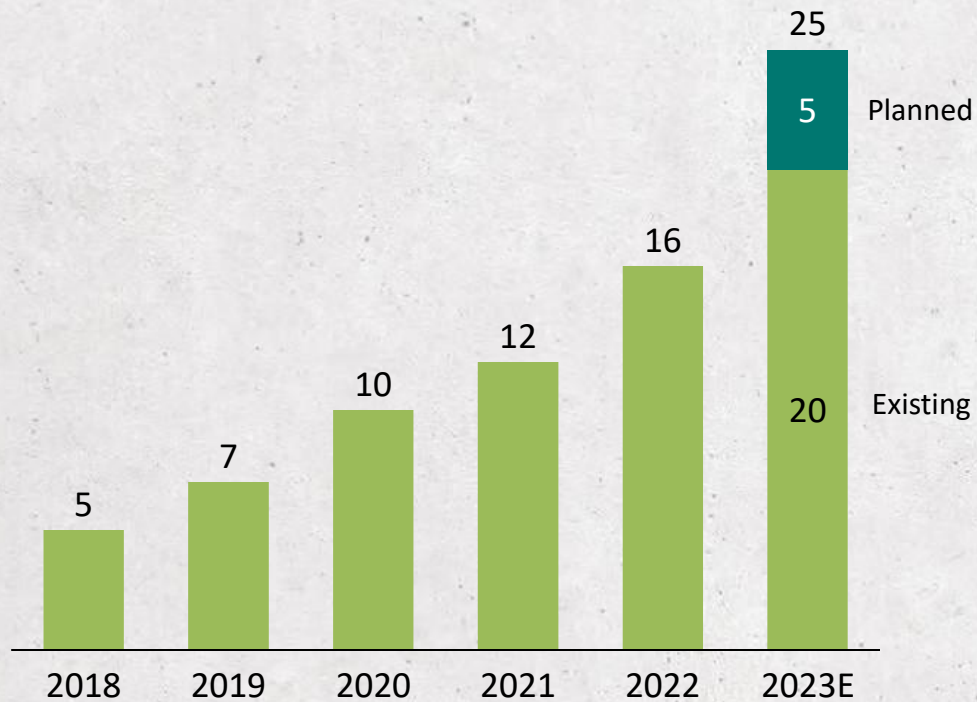
About iLunch

- Open for **4 hours** per working a day (Monday – Friday) (from 11 a.m. to 3 p.m.)
- Average time for order preparation and serving: **from 1 to 3 minutes**
- **10-15 minutes** – the time usually spent at the restaurant
- **EUR 6-8** – the average amount paid for the order at our restaurants

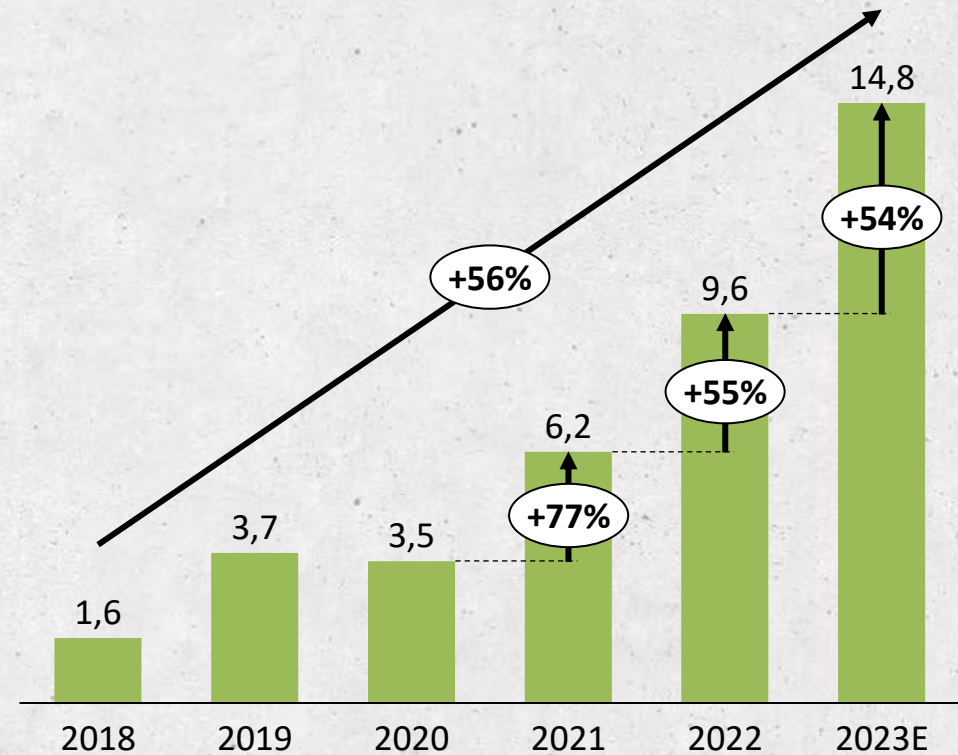


Financial numbers

Restaurants



Revenue, million EUR



Fast Lunch, but not Fast Food



The food range at iLunch restaurants:

- 150 main hot dishes
- 120 salads
- 90 soups.

A different menu is offered every day and it rotates every 4 weeks.

Soups



Salads and Asian Bowls



Hot Main Dishes



At iLunch, We Value Quality

Fast lunch at our restaurants has already become an integral part of the city life, where everyone is always in a rush! As cities grow and the number of business centres increases, iLunch restaurants become the first choice for working people and young families as it can offer fast, but high quality food.



The Core Values of iLunch



Innovation

Innovative solutions for ordering and payment.



Speed

Convenient system for placing orders and receiving food.



Quality

Ensuring the high quality of food.

Achievements and Recognition

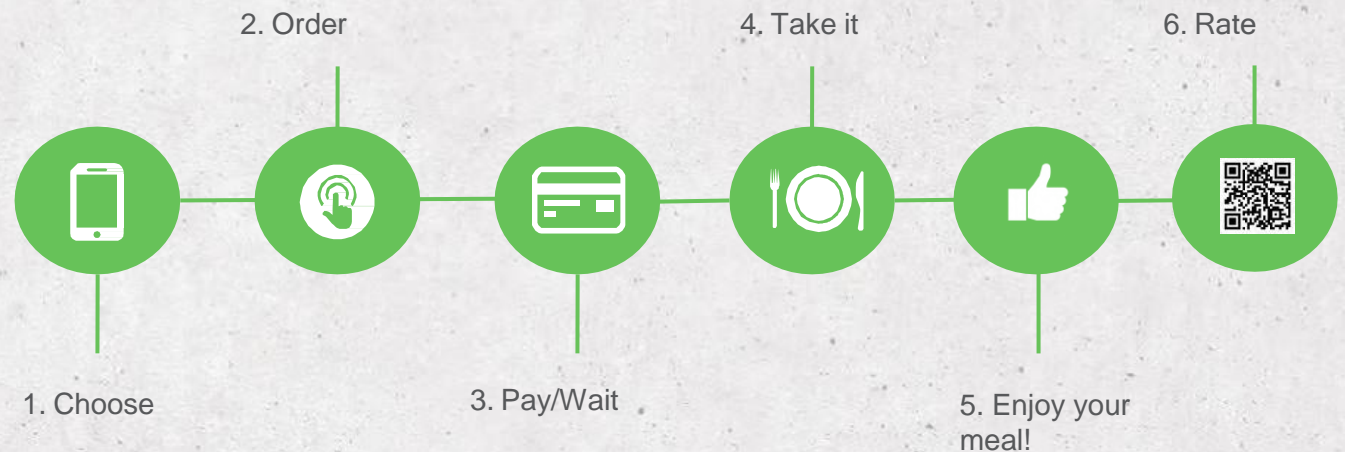


While following the core values of iLunch, we were able to earn various achievements and receive high customer ratings!



Innovative Ordering System (from A to Z)

An innovative self service ordering system is directly linked to the kitchen, while the food is being continuously prepared with real-time monitoring regarding the remaining number of dishes and the actual customer flow. This allows the customers to order their lunch quickly, while avoiding the human contact, mistakes and waiting. We only use carefully selected high-quality fresh products, so our customers can enjoy delicious, warm meals.



Customer Feedback



We monitor customer ratings in real time while using the *HappyOrNot* customer satisfaction monitoring system. We also respond to the comments left by scanning the QR code. Effective monitoring and communication is ensured with the help of the Slack mobile app.



Design and Interior

iLunch maintains a modern interior style which is characterized by natural colours and textures: concrete, wood and greenery.

The interior is brightened up with comfortable and colourful seating areas.



iLunch – More Than Just a Restaurant

iLunch has modernized the concept of daily lunch and now it has become the absolute leader of this catering category.

The success of this restaurant depends on 4 simple components:

- High quality casual meals with different offers every day
- Fast ordering process supported by technology
- Modern environment of business centres
- Wide variety of customers



Cooperation model

iLunch is looking for a partner to help develop its concept

1

Franchise

iLunch would sell a franchise of its business to a local partner. The partner would independently run the business and pay an agreed franchise fee.

2

Co-invest

iLunch together with a partner co-invest to develop the iLunch concept in selected cities. Local partner would be the operator of the business. The business would be co-owned by both parties.

3

Buy-out

iLunch buys several outlets of a partner, converts to iLunch concept. The local partner helps to operate the business day-to-day. Ownership is agreed separately.

FRANCHISE MODEL EXAMPLE



Franchise acquisition fees

- Fixed fee per restaurant in amount of **30 thousands EUR** + VAT if any;
- **6%** from gross sales of restaurants per month (variable based on turnover);

Investment breakdown

- Kitchen equipment and low value kitchen inventory **100-120 thousands EUR**;
- Fit out investment for premises ~ **300 EUR / sq. m.; (size of premises 250-300 sq.m.)**
- All IT system **10-20 thousands EUR**
- Furniture, logos ~ **50 thousands EUR**
- **Total investment 250-300 thousands EUR**

Investment in one table and its payback period (2-2,5 years)

Typical Income Statement of iLunch restaurant

	EUR	% from Sales
Sales	60	100,0%
COGS	18	30,0%
Gross Profit	42	70,0%
Commission to Wolt/Bolt	5	8,3%
Rent	4	6,7%
Direct Utilities	2	3,3%
Indirect Utilities	1	1,7%
Cleaning items	1	1,7%
Salaries	12	20,0%
Vacation reserve	1	1,7%
IT maintenance	1	1,7%
Packaging costs	1	1,7%
Expenses	28	46,7%
EBIT	14	23,3%
Francise	3,6	6%
EBIT after francise	10,4	17,3%

<u>Formula</u>	<u>Description</u>	<u>EUR</u>	<u>EUR</u>
1	Fit out cost/sq.m.	350	350
2	Sq.m.	250	300
3=1x2	Fit out investment	87 500	105 000
4	Kitchen equipment	100 000	120 000
5	IT system	10 000	20 000
6	Furniture	50 000	50 000
7	Extra (unplanned)	2 500	5 000
8=3+4+5+6+7	Total investment	250 000	300 000
	Payback months	24	29