

Le Manor Operator Franchise Partnership System

Innovative Proposal for Launching a Network of FoodPoint Mobile Restaurants

Le Manor is a European next-generation franchising system of mobile restaurants based on the FoodPoint technology and the Le Manor Cloud digital platform.

The model combines turnkey solutions for automated sales of ready-made meals — without a kitchen, staff, or rented premises.

A franchisee receives a fully ready-to-operate business tool with a transparent financial model, remote management capabilities, and franchisor support within a unified ecosystem.

Key performance indicators

- Innovative offer with no direct competition on the market
- Fully automated mobile restaurant model without kitchen and staff
- Business entry: purchase of the machine — **50,000 PLN net**
- Royalty: **5% of turnover**, all-inclusive (IT support, marketing & PR, training, consulting, partner support, regular audits)
- Payback period:
 - **24 months** — conservative scenario (15 portions/day)
 - **17–18 months** — progressive scenario (20 portions/day)
- ROI:
 - ~49% annually
 - **~70% annually** at 20 portions/day
- Scaling: possibility to operate several mobile restaurants and relocate them across EU countries

Le Manor is a unique offer for entrepreneurs who want to run a profitable restaurant business with online management capabilities, minimal risks, and high profitability.

1. Roles and Structure of the Franchise System

Le Manor Sp. z o.o. — franchisor and network operator

- Franchise and structure management
- Brand marketing and promotion
- Partner training and certification
- Provision and maintenance of the Le Manor Cloud IT platform
- Quality audit and control (once per quarter)
- Sale of FoodPoint mobile restaurant machines

Royalty: 5% of turnover

Includes: IT support, marketing & PR, training and consulting, partner assistance, regular audits.

FoodPoint Prosta Spółka Akcyjna — manufacturer and supplier

- Supply of ready-made meals
- Warranty and post-warranty maintenance of machines

Le Manor Franchisee — independent entrepreneur

(B2B, LLC/Sp. z o.o., or sole proprietorship/JDG)

Purchases the machine from the franchisor and buys meals directly from FoodPoint.

Franchisee receives:

- 100% of revenue from sales
- Full responsibility for the technical and visual condition of the machine
- Obligation to follow brand standards
- Participation in training and audits

Additionally:

- **Marketing referral bonus: 2%** for confirmed training of a new franchisee and launch of their mobile restaurant (one-time)

2. Financial Model of a FoodPoint Mobile Restaurant (net)

Indicator	Value	Comment
Average purchase price of a meal	12.50 PLN	From FoodPoint P.S.A.
Average retail price of a meal	19.00 PLN	Recommended
Gross margin	6.50 PLN (34.2%)	Margin on retail price
Sales per day	15 meals	Conservative scenario
Working days	30 per month	Average activity
Location rent	300 PLN/month	Business center, office, waiting zone
Electricity	150 PLN/month	1.5–2 kWh per day
Le Manor royalty	5% of turnover	Monthly fee

Sales scenarios

- Conservative: 15 portions/day → payback ~24 months
- Base: 18 portions/day → payback ~20 months
- Progressive: 20 portions/day → payback 17–18 months

3. Profit Calculation Example (net)

Indicator	Formula	Value
Turnover (30 days)	$15 \times 19 \times 30$	8,550 PLN
Cost of goods sold	$12.5 \times 15 \times 30$	5,625 PLN

Indicator	Formula	Value
Gross profit	—	2,925 PLN
Royalty (5%)	5% of turnover	427.5 PLN
Operating expenses (rent + electricity)	300 + 150	450 PLN
Net profit	2,925 – 427.5 – 450	≈ 2,048 PLN

Note: conservative scenario — 15 portions/day, 30 days.

4. Scaling and Profit Forecast (net)

Machines	Turnover / month	COGS	Royalty (5%)	Expenses	Net profit
1	8,550 PLN	5,625 PLN	427.5 PLN	450 PLN	2,048 PLN
3	25,650 PLN	16,875 PLN	1,282.5 PLN	1,350 PLN	6,042.5 PLN
5	42,750 PLN	28,125 PLN	2,137.5 PLN	2,250 PLN	10,237.5 PLN
10	85,500 PLN	56,250 PLN	4,275 PLN	4,500 PLN	20,475 PLN

Scaling enables remote management of multiple machines and relocation across EU countries.

5. Investment Payback (net)

Indicator	Value
Machine purchase incl. installation	50,000 PLN
Average net profit	2,048–2,880 PLN/month
Payback period	17–24 months
Annual ROI	~49–70%

At 20 portions/day:

Payback → 17–18 months,

ROI → ~70% annually.

6. Contracts and Legal Framework

All agreements comply with Polish and EU franchise regulations and may be adapted to the partner's jurisdiction within the EU.

The partner receives the full documentation package after signing an NDA / Letter of Intent, ensuring confidentiality and protection of business information.

Contract package includes:

1. Franchise & License Agreement

Regulates rights and obligations, royalty terms, training, marketing support, and use of Le Manor Cloud.

2. **Contract for the Sale of Vending Machines**
Covers purchase, installation, warranty, and transfer of equipment.
3. **Product Supply Agreement**
Covers purchase of meals, logistics, quality, and service maintenance.
4. **Pre-Contractual Information Pack (Disclosure Statement)**
Mandatory EFF (European Franchise Federation) documentation provided prior to contract signing.

7. Key Advantages

Operational

- ✓ Automated mobile restaurant model without kitchen or staff
- ✓ Shelf life of meals up to **45 days** without preservatives
- ✓ Le Manor Cloud for remote management
- ✓ Full warranty and service from FoodPoint

Financial

- ✓ Business entry: 50,000 PLN
- ✓ 5% all-inclusive royalty (IT support, marketing, PR, training, consulting, audits)
- ✓ Fast payback: 17–24 months
- ✓ High profitability: 49–70% yearly
- ✓ Additional 2% marketing bonus
- ✓ Transparent reporting via Le Manor Cloud

Strategic

- ✓ Compliance with EU Franchise Code of Ethics (EFF)
- ✓ Ability to relocate and scale business within the EU
- ✓ Possibility of financing/leasing through banks
- ✓ Online business management
- ✓ Innovative model with no competition

8. Disclaimer

All financial calculations exclude taxes.

Actual results depend on location, traffic, and machine operating schedule.

This document is for informational purposes only and is not a public offer.