

# Overseas / Master Franchise Application

## 海外 / 一级加盟申请表



Ya Kun Kaya Toast  
Coffee stall since 1944

Complete the form below in English or Mandarin only. All information will be kept strictly confidential.  
请用英语或华语将以下表格填妥然后电邮到 [franchise@yakun.com](mailto:franchise@yakun.com). 您所提供的资料将绝对保密。

### 1. General Information

**(Please provide the information of the person intending to run this franchise) 请提供有意运行该专营权的人的信息**

<b>Name</b> 姓名		<b>Date of Birth</b> 出生日期		Please insert your recent photograph here
<b>Age</b> 年龄		<b>Telephone No.</b> 电话号码		
<b>Nationality</b> 国籍		<b>Fax No.</b> 传真号码		
<b>Marital Status</b> 婚姻状况		<b>E-mail Address</b> 电邮地址		
<b>Residential Address</b> 住宅地址				

### 2. Basic Franchise Information 基本特许经营资料

<b>Have you applied for a Ya Kun Kaya Toast Master Franchise before?</b> 您是否曾经申请过亚坤的经营权?	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Please indicate the type of franchise you are applying for</b> 请表明您有意申请的经营方式	<input type="checkbox"/> Master Franchise 一级加盟 <input type="checkbox"/> Area Franchise 地区加盟 <input type="checkbox"/> Others 其他, please elaborate: _____
<b>Country</b> 您有意在哪个国家操作亚坤专营权的经营	
<b>Province/State</b> 您有意在哪个省份操作亚坤专营权的经营	
<b>City</b> 您有意在哪个城市操作亚坤专营权的经营	
<b>If the Province / City mentioned above already has a Master Franchisee, are you comfortable with sub-franchising from them?</b> 如果上述的省/市已有一个主加盟商, 你是否愿意向其拿与分特许经营权?	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Are you a local of the city above? If not, will you have a local partner?</b> 您是上述城市的当地人吗? 如果不是, 您会有当地的合伙人吗?	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Have you incorporated a company for the purpose of taking up a Ya Kun Franchise? If yes, please provide date and country of Incorporation?</b> 您是否已成立了一间专门用于加盟亚坤的公司? 若有, 请提供公司注册日期和国家.	<input type="checkbox"/> Yes <input type="checkbox"/> No Date: _____ Country: _____
<b>Type of Organization</b> 公司类型	<input type="checkbox"/> Private Co <input type="checkbox"/> Public Co <input type="checkbox"/> Partnership <input type="checkbox"/> Others 私人公司    上市公司    合伙经营    其他
<b>Principal designated to Sign Master Franchise Agreement &amp; Designation</b> 公司指定登录主加盟商营协议官员&职位	

Kindly complete the sections below to the best of your ability, and elaborate on each answer provided. Please use additional sheets of paper if there is not enough space in the blanks provided.  
 请尽您的能力填写以下的部分，并详细阐述提供的每个答案。如果所提供的空间不足够，可附上其余答案。

### 3a. About Franchising Ya Kun Kaya Toast 关于亚坤的信息

<p><b>Have you visited a Ya Kun outlet before? If so, where? What was your first impression?</b>                  您是否有参观过亚坤的分店？如果有，在哪一间尝过？您的第一印象如何？</p>	
<p><b>What are you seeking in a business opportunity with Ya Kun? Please briefly tell us how you intend to grow the brand over duration of 10 years.</b>                  您加盟亚坤最终目的是什么？请简要介绍您打算怎么用 10 年的时间发展这个品牌。</p>	
<p><b>How familiar are you with the concept of franchising?</b>                  请问您对特许经营加盟概念有多了解？</p>	
<p><b>How did you hear about this Master Franchise Opportunity?</b>                  您是如何得知这个亚坤的特许经营机会？</p>	
<p><b>What will be your involvement in the Master Franchise venture? Describe how you will arrange to devote <u>significant time</u> and <u>effort</u> to the franchise?</b>                  您将以什么方式或身份参与日常营业？您会如何花显著的时间和精力去经营？</p>	
<p><b>Please indicate in order of preferences, the districts or shopping malls where you will wish to develop stores.</b>                  按优先顺序表明您向往在哪一个市区或购物商场/商业地带开店。</p>	<ol style="list-style-type: none"> <li>1. _____</li> <li>2. _____</li> <li>3. _____</li> <li>4. _____</li> <li>5. _____</li> </ol>
<p><b>Why do you believe you would be a successful Ya Kun Kaya Toast Master Franchisee? What are your strengths?</b>                  您为何相信您会成为一个成功的亚坤专营商？您有何优势？</p>	
<p><b>Why do you think Ya Kun will thrive in your Country/ City?</b>                  您为何认为亚坤会在上述的国家/城市有良好的发展？</p>	

<p><b>How receptive do you think the locals will be to Ya Kun's current menu? Do you intend to extend the same menu offerings in Singapore to your country? If not, what will you suggest?</b>          您认为上述国家/城市的民众会对亚坤的接受度高吗？为何？您是否打算用新加坡同样的餐店在扩展到上述国家/城市？如不，请详细解释您的理想模式。</p>	
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#### 4. Financial Information 财务信息

<p><b>How much are you willing to invest for the entire franchise term?</b>          您在整个特许经营期限愿意投资多少？</p>	
<p><b>What is your ideal ROI timeline for each outlet?</b>          您每间店面的理想投资回报时间是？</p>	
<p><b>How will the franchise development be financed? (Please identify sources of capital)</b>          请指出您打算如何资助这些发展？(请详细说明资金来源)</p>	

#### 5. Business Experience Information 业务经验信息

<p><b>Do you currently own a company? Please describe the primary business of your company?</b>          您是否目前拥有的一家公司？请介绍一下贵公司的主要业务？</p>	<p><input type="checkbox"/>Yes    <input type="checkbox"/>No  <b>If yes, please elaborate:</b></p>
<p><b>Describe how, if at all, a Ya Kun Kaya Toast franchise will complement your existing business activities. Do synergies exist?</b>          描述拥有亚坤专营权将如何补充现有的业务活动。有存在协同效应吗？</p>	
<p><b>If you do not own a company, please let us know what is your experience and expertise, as well as work history? Do you have any F&amp;B experience?</b>          如果您没有自己的公司，请让我们知道您的工作经验和专业知识？是否有相关餐饮业的经验？</p>	

<p><b>Describe the competitive advantage that you as an individual or with your partner or your group offers compared to other franchise applicants and other retail fast food operators in the market. Please provide as much details as possible.</b></p> <p>请详细描述您作为个人或与您伙伴或您的团体提供相比其他专营权申请人和其他零售快餐经营者在市场中的竞争优势。</p>	
<p><b>Do you currently own any other food or retail franchises?</b></p> <p>你目前拥有任何其它食品或零售特许经营权？</p>	<p><input type="checkbox"/>Yes    <input type="checkbox"/>No</p> <p><b>If yes, please elaborate in detail the type and scope of franchise:</b></p>

## 6. Other Information 其他相关信息

<p align="center"><b>List all businesses in which you have a financial interest in</b> 列出您仍然使有经济利益在所有的企业斯项目</p>			
<p><b>Business Name</b> 公司名称</p>	<p><b>Address</b> 公司注册地址</p>	<p><b>Position</b> 职位</p>	<p><b>Ownership (%)</b> 股权 (%)</p>
<p align="center"><b>Business References / Personal Referees</b> 业务参考/个人参考/推荐</p>			
<p><b>Company &amp; Designation</b> 公司名称 &amp; 职位</p>	<p><b>Contact Name</b> 联系人姓名</p>	<p><b>Contact No.</b> 电话号码</p>	<p><b>Email Address</b> 电邮地址</p>

Current Banking References 现有银行参考			
Bank Name 银行名称	Contact Name 联系人姓名	Contact No. 电话号码	Address 银行注册地址地址

## 7. Declaration 宣言

Have you or had any partners, officers, directors, or shareholders with your business affiliations ever:

1. Had any administrative, criminal or civil action alleging a violation of any franchise law, fraud, embezzlement, fraudulent conversation, restraint of trade, unfair or deceptive practices, and misappropriation of property or comparable allegations?	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. Been convicted of a felony or pleaded “no contest” to a felony charge or been held liable in a civil action by a final judgement or been the subject of a material complaint or other legal proceeding such as felony, civil action complaint, misappropriation of property or comparable allegations?	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. Been adjudged bankrupt or reorganized due to insolvency?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If you answered “Yes” to any of the questions above please explain:	

## 8. Acknowledgement & Authorization 确认与授权

I hereby confirm that the above information is true and complete to the best of my knowledge. I recognize that this application is in no way binding upon either party and that Ya Kun International Pte Ltd is not in any way obligated to franchise a store to me because of our execution of this document. I acknowledge that any false statement on this application shall be considered sufficient cause to deny any further consideration or cause revocation of any signed agreement with Ya Kun International Pte Ltd.

本人在此确认上述信息是根据我所有最佳的知识并属于真实以及完整。我了解，这个申请是无法和亚坤国际私人有限公司有任何方式的义务特许经营，本人确认在这个申请的任何虚假陈述，应视为充分的理由让亚坤国际私人有限公司拒绝签署任何协议或拒绝任何进一步考虑的撤销原因。

\_\_\_\_\_  
(Applicant's Signature)  
(申请人签名)

\_\_\_\_\_  
(Date)  
(申请日期)

**Thank you for completing the Ya Kun Master Franchise Application Form. We will contact you should your application be short-listed. Please allow at least 1 month for processing. Send your completed form to:**

感谢您完成了亚坤海外加盟申请表。如果您的申请被批准，我们将会与您联系。请给予 1 个月的处理时间。请将您填好的表格发给：

**The Franchise Manager**

Ya Kun International Pte Ltd  
237 Alexandra Road  
#03-09/10 The Alexcier Building  
Singapore 159929

Email: [franchise@yakun.com](mailto:franchise@yakun.com) | Main: (65) 6222 4567 | Fax (65) 6222 9711

## **9. Business Plan Submission 商业计划书提交**

Upon successful review of the capabilities of your group you will be requested to present a five-year Business Plan. Your Business Plan is expected to include:

1. Management Structure
  - Who will fill the key positions, Projection of the staffing needs for the next 5 years
2. Market Analysis
  - Demographic Overview, Competitive Overview, Economic and Political Overview
3. Development Plan
  - Five year development schedule, Identify primary trade areas, Identify sites for the initial two year period
4. Marketing Plan
  - Pricing and Positioning, Brand Development Strategy, Promotional Tactics
5. Financial Plan
  - Identification of sources of capital, Preparation of Pro Forma Financials including cash flow and capital requirements, Identification of Key Cost Components
6. Training of Operations Personnel
  - Identification of outlet personnel that will attend training

## **10. International Master Franchise Application Process 海外加盟申请流程**

