

FINANCIAL REQUIREMENTS	
FRANCHISING FEE	2999 EUR (paid when signing the contract)
INITIAL INVESTMENT	5000 EUR (paid when signing the contract)
SOPHIA CREDIT LIMIT	5000 EUR offered by the FRANCHISER for orders paid in 30 days. For amounts > 5000 EUR paid at 30-60 days GUARANTEES are required. Sophia accepts: Bank Letter of Credit, Bank deposit.
ROYALTIES	1% of Gross sales (starting with the 2nd year)
ADMINISTRATIVE REQUIREMENTS	
MINIMUM LENGTH OF A FRANCHISE AGREEMENT	2 years
SHOP	All SOPHIA SHOPS are required to have a minimum area of 30sqm. The design of the shop will respect the merchandising standard set by Sophia.
STAFF REQUIREMENTS	Sales Advisor, designer, assembler, sales field representative. Staff initial training will be provided by SOPHIA, free of charge. Expenses incurred in transport and accommodation of the trainer personnel will be covered by the franchisee.
ADMINISTRATIVE, TECHNICAL AND OPERATIONAL SUPPORT	Sophia provides the franchisee: <ul style="list-style-type: none"> - CRM application for management, logistics, accounting controls, - Hints and tips needed to design the shop, advice in choosing the location, - Marketing plan that includes all actions aimed at promoting the brand offline and online - Sophia identity manual, - Product Portfolio - Catalogues collections - Shopper's Guide, - Decorating ideas catalogue, - Standard forms.
SAMPLES	SOPHIA offers in custody 30 pcs. Additional sample hangres will be charged with 10 EUR/pc.
EXPENDITURES SUPPORTED BY THE FRANCHISEE	
ADMINISTRATIVE EXPENDITURES	-Rent for the commercial space -Expenditure on utilities Expenditure on staff
MARKETING EXPENDITURES	50% covered by SOPHIA, 50% covered by the FRANCHISEE
SHIPPING EXPENDITURES	
PRICING POLICIES, PAYMENT TERMS	
PRICES/ DISCOUNTS FOR THE FRANCHISEE	The Franchisee will receive a 45 - 75 % discount from the prices practiced on www.sophiafrance.fr Prices are FOB.
GROSS MARGINS	SOPHIA recommends 120%-150% gross margins. The guiding prices can be consulted on www.sophiafrance.fr
PAYMENT TERMS	50% advance at order, 50% 3 days before delivery
PAYMENT METHODS	Bank transfer
DELIVERY TERMS	
EXECUTION TIME	-24 h- 7 days for cutting service 7-90 days for products, depending on the stocks and the complexity of the work.
PRIVACY STATEMENT	
CONFIDENTIALITY AND NON-COMPETITION AGREEMENTS	While the contract is in force and one year after its conclusion
INTELLECTUAL PROPERTY RIGHTS	Remain the property of SOPHIA