



A BOECKER® WORLD HOLDING COMPANY AND PROPRIETOR OF ALL COPYRIGHTS AND TRADEMARKS

THIS IS A CONFIDENTIAL DOCUMENT

BOECKER® INTERNATIONAL

THE INFORMATION DISCLOSED IN THIS FORM WILL BE TREATED WITH STRICT CONFIDENTIALITY AND WILL BE ONLY USED WITH IN THE DISCUSSION OF Boecker® INTERNATIONAL FRANCHISE RIGHTS.

Thank you for your interest in Boecker® franchising opportunity, a proven concept since 1997 and a growing business throughout the region. The below serves as an application form as well as a get to know document so that we learn a little bit more about you as a business person or a business entity and will serve as a strictly confidential document that Boecker® will use in its profiling exercise.

THIS QUESTIONNAIRE IS NOT A CONTRACT OR AN APPLICATION, AND IS NOT BINDING IN ANYWAY TO EITHER PARTY.

Date: / /

Applicant:

Territory:



Kindly answer the below questions to the best of your knowledge and in the most up to date form of the provided information.

A. Introduction

1. How did you first hear about Boecker®?

2. Please Describe the Area / territory you are interested in covering:

B. Contact Information

Personal Details

Applicant Personal Full Name:

Full Address:

How long at this address: (Months/years) own rent

Phone 1:	<input type="text"/>	Phone 2:	<input type="text"/>
Mobile:	<input type="text"/>	Fax:	<input type="text"/>
E-mail:	<input type="text"/>	POB:	<input type="text"/>



Date and place of Birth:

Nationality on Passport:

Other Nationalities:

Marital Status: Married Single Divorced Widowed

Spouse Occupation:

CHILDREN (NAMES)	YEAR OF BIRTH

Written and Spoken Languages:

(E) Excellent (F) Fair (P) Poor

LANGUAGE	WRITTEN	READ	SPOKEN
ENGLISH			
ARABIC			
FRENCH			
GERMAN			
OTHER			

C. Education

High School at _____ City

University Graduate at _____

Degree Attained: _____ In _____



University Post Graduate at

Degree Attained: _____ In _____

D. Business Experience in the last 10 years

1. Please start from most recent year and back

FM YR	TO YR	COMPANY	POSITION	COUNTRY

- 2. What is your total yearly Income: USD
- 3. Have you ever filed for bankruptcy?
- 4. Are there any court sentence pending against you that have not been fulfilled?
- 5. Are you currently involved as a defendant in any litigation or arbitration process?



6. Is withholding tax on Royalties applicable in the requested territory?

7. Are you an owner, or a partner in one or more business entity? Yes No

If yes, please list below:

Name of Business	Position	Ownership %	Since (Years)	Country

THE BELOW SECTION MUST BE FILLED REGARDING THE APPLICANT ENTITY DEFINED AS

- Personal Investor
- As a multi-partner fund entity
- As a company or a holding
- As a Financial Group or Institution



E. Current Financial Data

1. How do you intend to finance the Boecker® Franchise System?

Please mark with an "X" in below table

ACTIVITY	SELF	LOAN	FUND	OTHER
Initial Franchise License				
Royalty fees				
CAPEX				
Investment Costs				
6-Months Provisions				

2. Kindly attach the last 3-years' financial statements for the applying entity

F. Boecker® Franchise Information

1. Is this the first franchise system you partner with? Yes No

If your answer is "No", please inform us about other franchises you are in relation with?

Franchise	Country	Activity	Since

2. How will you run the Boecker® Franchise? *(Please tick one choice)*

I will run it personally as a Franchise Owner on full time basis	
I will appoint a Country Manager and supervise him/her	
I want Boecker® International to appoint a Country Manager for me	
I didn't decide yet	

3. Knowing that the Boecker® Franchise system implies full standardization and compliance with the Boecker® Systems created and updated over the years, are you willing to abide in complete by the standards recommended by the franchise?

Yes Depending on conditions



I will adapt the systems to fit my preferences and local requirements

4. Knowing that the time needed to process and prepare for the franchise and establish the legal context in your country is 6 to 9 months, when would you like to start the business?

Target Date:

5. Please provide Names and contacts of your legal solicitors and auditors

	Name	City / Country	Contact
Legal			
Auditor			

G. References

Kindly provide us with references in the below list

	Name	Company / Position	Contact
Personal References			
Business References			
Banking References			

H. Country Information

1. What is the Government Authority that Controls Pest Control Operations?

2. Is there a Food Safety Law or Regulations in your country? If yes, who is the governing authority?

3. What are the procedures to import public health pesticides to your country?

4. What is the average price per meter to rent or buy an office space?

Description	Rent (USD/SQM)	Buy (USD/SQM)
Prime Commercial		
Middle Commercial		
Low Commercial		
Industrial Area		
Classified Area		
No need to have classification – Suitable area		

5. What is the average price per square meter to rent or buy storage space classified approved to store chemicals in it?

I. COMPETITION INFORMATION

1. Please consult your Yellow Pages (or similar) and send us copies of the listed companies in the following activities:

- Pest Control Services
- Termite Control
- Insecticides
- Pesticides
- Food Safety Training and/or Consulting
- Cleaning & Janitorial
- Facility Management

2. Can you list 5 names of Pest Control companies you heard of or used their services in your country – please try to classify from Best (1) to Least (5)?

Name	Classification (your or market opinion)

3. Who does the pest control service at your house? Your Business?

How much did you pay for your house? \$ House size: m²



4. Are the following companies known and present in your country?

Rentokil	Known	<input type="checkbox"/>	Present	<input type="checkbox"/>
Orkin	Known	<input type="checkbox"/>	Present	<input type="checkbox"/>
Terminix	Known	<input type="checkbox"/>	Present	<input type="checkbox"/>
Truly Nolen	Known	<input type="checkbox"/>	Present	<input type="checkbox"/>

5. In the Lines below, please give us your vision and objectives from operating a Boecker® Franchise:

THANK YOU FOR GIVING TIME TO FILL THIS QUESTIONNAIRE.

WHEN FINISHED, PLEASE SEND TO:

BOECKER® INTERNATIONAL, SAL
P.O.BOX 113 – 6225
BEIRUT 1107 2807 – LEBANON

ANTOINE ABDEL SATER
Group Corporate Development Manager

antoine.sater@boecker.com

TEL: + 961 1 294 111

FAX: + 961 1 281 444

MOB: + 961 71 50 11 12

www.boecker.com