

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

www.franchiseindia.com
www.indianretailer.com
www.entrepreneur.com
www.restaurantindia.in
www.businessex.com
www.licenseindia.com
www.dealerindia.com
opportunityindia.com

franchiseindia.com
Entrepreneur's Daily Dose
Entrepreneur.com
BusinessEx.com
MOVE AHEAD
Dealer India
Opportunity India

IndianRetailer.com
RESTAURANT INDIA.IN
LICENSE INDIA.com

Leading Media Co. with
3 National Magazines



Print

Digital

Divisions

forums
expo
wired
insights
engage
digital

700+ shows across 78 cities with
1Mn visitors annually

FRANCHISE INDIA
Ideas For Tomorrow®

Events

Consulting

Strategic advisory with
strong execution capability

Francorp
The Franchising Leader

Books

Our Bestselling Books



Licensing

India's first licensing
solution provider

BRADFORD
IP MANAGEMENT•ADVISORY•RETAIL•HYBRID

INT. Offiecs

Singapore, Dubai, London, Greece

Social

FranGlobal™
International Market-Entry Specialist

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

RISE AND RISE OF FRANCHISING IN INDIA

The distinction between small and big, between thinking local, regional, national, and global is mindset and Investment. Franchising as a Business strategy paves the way for businesses to scale a bigger canvas.



- The growth of the franchise industry in India shows no signs of slowing down. The sector proved to be highly profitable in 2022 and 2023.
- India is on track to overtake the United States and China as the world's third-largest consumer market.
- India's consumer spending is expected to rise from USD1.5 Trillion to nearly USD 6 Trillion by 2030. As a result, India represents a sizable potential market for international franchisors.
- Today is the time to serve the world's customers.

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

The Franchising World

India's most comprehensive and leading end-to-end business and franchise magazine.

Since its inception in **1999**, this bi-monthly publication has become an essential success tool for the investing community.

Our Partners benefit from the wide community of Business Aspirants subscribing to know the fundamentals for successful Business Management and to update themselves about companies looking for partners in various categories of business.



RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Entrepreneur

The Indian Face of America's #1 Entrepreneur Magazine

Entrepreneur magazine will give you all the insights you need about the entrepreneurial ecosystem of India. Learn the how to's and why to's of entrepreneurship and know what the best of Indian entrepreneurial minds have to say. This is the perfect platform for entrepreneurs to network, learn and build a community of peers. The magazine has been in print for close to 45 years in the US.



2500
Audience

60,000
Subscribers

8000
Institutional Orders

RESTRICTED
Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Retailer

India's first retail opportunity and consumer insight magazine.

Retailer has left its mark amongst the retail stakeholders comprising of small and medium retailers, retail professionals, suppliers, vendors and mall developers over its years of operation. It acts as the ideal platform to highlight commendable retail practices, future prospects, new product launches, winning strategies, efficient retail distribution channels and business opportunities in the Indian and International retailing industry.



80,000
Total Circulation

27,000
Subscribers

78
Cities Monthly Reach

RESTRICTED
Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

franchiseindia.com®

Entrepreneur's Daily Dose

India's # 1 Franchise Website

The website provides every minute detail to entrepreneurs on aspects of franchising, franchise opportunities, business opportunities, partnerships, dealers, manufacturing, distribution, retail and much more. The website is the favourite destination for franchisors, start-ups, franchisees, dealers, distributors, retailers and franchise prospect seekers.

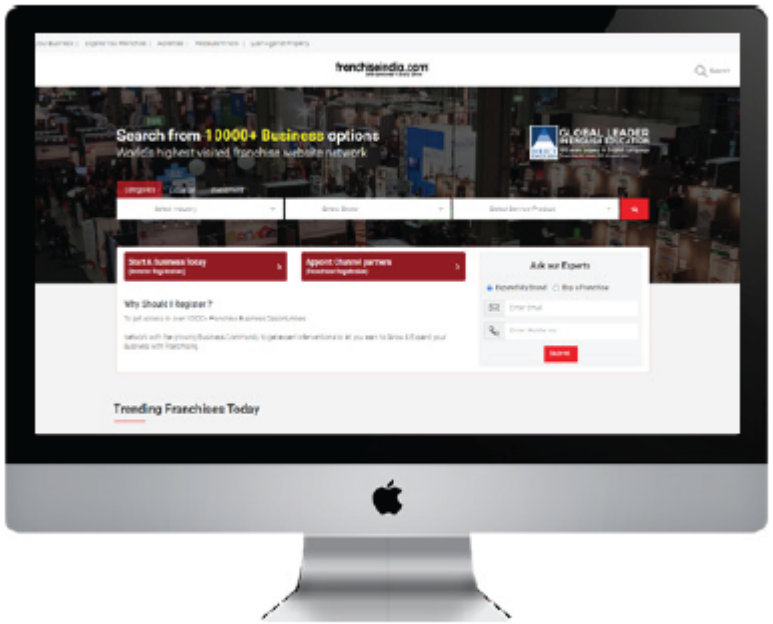
10,000+ BRANDS LISTED

40,58,562 MONTHLY PAGE VIEWS

10,00,000 MONTHLY VISITORS

2,50,000+ NEWSLETTER SUBSCRIBERS

80% OF UNIQUE VISITS



RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Entrepreneur.com

Entrepreneur India is the largest Entrepreneur community & engages over **22 million** audience every month.

Headquartered in the US, Entrepreneur is a renowned brand that specializes in connecting the charge makers of the world! Entrepreneur Brand Solution offers 360 degree reach through is Media, B2B Events, Advisory and Transaction Services.

10.2 Million
Monthly Page Views

5:10 Min
Avg. Time Spent

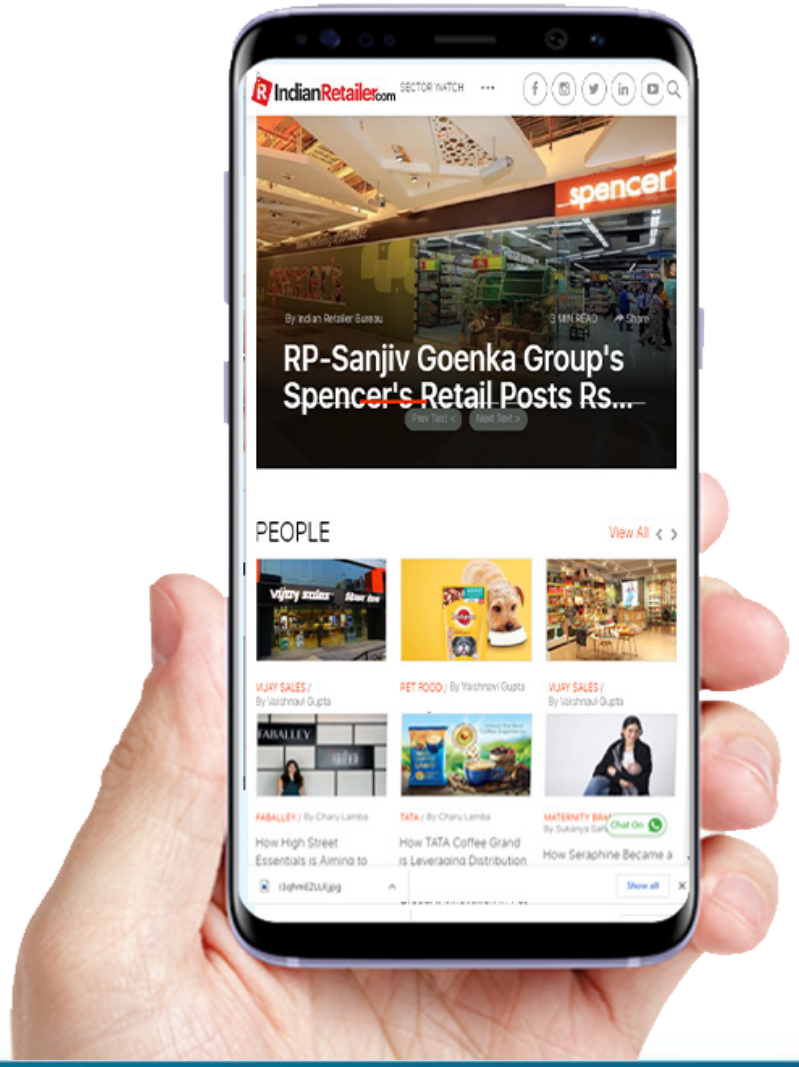


RESTRICTED
Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

IndianRetailer.com

India’s Largest News, Information & Market Intelligence Platform In The Retail Sector!

Since 1999, The website exclusively covers retail real business news and activities, giving comprehensive information and keeps track of changing consumer behaviour and the overall economic condition, in order to help companies to stay intelligently informed to better plan their future strategies. **IndianRetailer.com** keeps daily track of all activities and decisions taken in the sector, focusing on all major events, retailing industry specific surveys, studies and reports, in order to track and predict upcoming trends.



4,72,298
Unique Visitors

64.94 %
Average New Visitors

RESTRICTED
Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.







DELHI

FRANCHISE INDIA 2024

A 19 Years Legacy of Franchise India Show.

Started in Year 2003, Franchise India show has become synonymous to business expansion.

World's Largest Franchise, Retail & Distribution Expo.

Franchise India 2024 provides a platform to brands to meet prospective franchise buyers and find new homes for their brand at diverse geographies. As for the franchisors, the aspiring entrepreneurs also get a chance to meet and interact with different brands and make informed decision about buying a franchise.

PAVILIONS

EXCLUSIVE PAVILIONS

FRANCHISE | E-COMMERCE & D2C | STARTUP INDIA

BRAND LICENSEING | FOOD & RESTAURANT | DEALER INDIA

INDIA EV & AUTO | INTERNATIONAL | RETAIL REAL ESTATE

RESTRICTED

FRANCHISE INDIA
Ideas For Tomorrow®

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.







FRO EXPO

National Franchise & Retail Opportunity Expo

FRO is an initiative from Franchise India Holdings Limited, giving a platform to investors, aspiring entrepreneurs and business owners to start, manage & grow their business. Franchise India Exhibitions have benefitted over **400000 business investors with over 500 shows held both in India & overseas.**

2 Days of Business Networking, 200+ Brands, 8000+ Potential Investors

Upcoming Expos

16 - 17 MARCH, 2024 HITEX Exhibition Centre **HYDERABAD**	29 - 30 JUNE, 2024 Chennai Trade Centre **CHENNAI**	AUGUST , 2024 Mahatma Mandir Convention & Exhibition Centre, Gandhinagar **AHMEDABAD**	SEPTEMBER, 2024 Palace Ground **BENGALURU**

Major Topics

- How to build an efficient franchise or dealership and distributorship network for your product/service
- How to build a multimillion dollar brand/enterprise
- From business become a brand
- How to choose the right business
- Unlocking potential: commercial real estate
- The VC logic: show me the money

80%

PRE REGISTERED AUDIENCE

RESTRICTED

FRANCHISE INDIA
Ideas For Tomorrow®

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988







MUMBAI FRANCHISE INDIA 2024

Signature Edition

World's Largest Franchise, Retail & Brand Licensing Show.

Organized by the world's largest integrated franchise solution company with absolute authority on franchising, licensing, retailing, and real estate, we have helped thousands of investors select the right business opportunity while assisting numerous organizations in international and domestic expansions.

2 Days of Business Networking, 100+ Global Brands, 300+ Indian Brands , 10000+ Investors, HNIs

Who Exhibits

World Franchise Forum, International master franchisors, Brand Licensors, Merchandisers, Retail Real Estate Brands, International retailers, local manufacturers, VC/PE Investors & Startup Leaders

Who Attends

- Key Decision Makers from across India and neighbouring Countries
- Investors looking for Master Franchise or Global Brand associations
- Existing Master or Multi unit Franchisees
- NRI's Looking to invest In India Market
- Top Leadership & Franchise Professionals across Management Level
- Startup Founders looking for JVs, Entrepreneurs looking for new tie-ups & investment

RESTRICTED

FRANCHISE INDIA
Ideas For Tomorrow®

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988







franchise expo & business opportunities

Organised By FRANCHISE INDIA Ideas For Tomorrow®

India's #1 Multicity Franchise & Business Opportunities Expo

Year on year, the show has experienced huge surge in the number of investors who come to attend the expo, and meet leading brands, that are looking to expand their business.

It will be a one-day Exposition, which will aim to inspire new-age entrepreneurs to create a wave of entrepreneurship by buying and selling franchise businesses of leading global and domestic brands, discovering, collaborating, and investing in upcoming business opportunities in the country.

Who Exhibits

Master & Area franchisors, Retail & Real Estate Brands, Distributors, Manufacturers, SMBs & Startups

Who Attends

- Entrepreneurs looking for new tie-ups & investment
- Key Decision Makers & Investors looking for Franchise or Brand associations
- Existing Franchisees
- NRI's Looking to invest In India Market
- Franchise Professionals across Management Level
- Startup Founders looking for JVs

RESTRICTED

FRANCHISE INDIA Ideas For Tomorrow®

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Upcoming Franchise Expos

Sr. No.	Proposed Dates	Cities	Venue
1	14 January 2024	Chandigarh	Novotel Chandigarh
2	21 January 2024	Coimbatore	Le Méridien Hotel
3	28 January 2024	Jaipur	Ramada by Wyndham
4	04 February 2024	Kochi	Radisson Blu Hotel
5	18 February 2024	Bhubaneswar	Welcomhotel By ITC Hotels
6	25 February 2024	Patna	Lemon Tree Premier
7	Mar-24	Kolkata	TBC
8	Mar-24	Pune	TBC

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Some Success Stories

ANYTIME FITNESS

USA Fitness brand
125+ Gyms in India

SUBWAY

USA largest fast-food chain
550+ Stores in India

FIGARO'S PIZZA

Italian QSR Chain
10+ Stores in India

MAGNOLIA EST. BAKERY 1996

The iconic New York bakery
10+ Stores in India

Some of the Associate Global Brands Growing In India with FI Media

Regus | Peet's COFFEE | procleaners mobile residential & commercial cleaning | WINGERS | ROCK HOUSE SLIDERS BURGERS SHAKES & FRIES | kerrimo

Some National Brands Growing across the globe with FI Media

Prestige Xclusive	fernsnpetals	SHEMROCK	pepperfry	BRAINWONDERS	CHAIGARAM
375+ Outlets	120+ Outlets	115 Schools	109 Outlets	108+ Centers	50 Outlets

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Our Experience with Food & Beverages 1/2

- Carl's Jr. is an American fast food restaurant chain operated by CKE Restaurant Holdings, Inc.
- Carl's Jr. gave FranGlobal the mandate to help them find the Master Franchise for India
- We found and helped them sign with Cybiz Brightstar Restaurants Private Limited for Pan-India

---

- Doner & Gyros launched in 2014 in UAE is a quick service restaurant which offer sandwiches.
- Doner & Gyros gave us the mandate to help them find 11 regional partners in India
- We found and helped them sign all 11 regions in record time of 14 months

---

- Magnolia bakery founded in 1996 with its first location at Manhattan is a premium Bakery Chain
- Magnolia bakery gave us the mandate to help them find Master Franchise Partner in India
- We found and helped them sign a Master Franchise agreement for South & West of India with Spago Food

---

- Wrap it up is a UK based sandwich brand.
- Wrap it up gave us the mandate to help them find Master Franchise Partner in India
- We found them a area partners for New Delhi & NCR

- Laduree is a French manufacturer and retailer of high-end pastries and candy, which was established in 1862. It is one of the world's best-known sellers of the double-decker macaron.
- Laduree gave us the mandate to help them find Master Franchise Partner in India
- We found and helped them sign a Master Franchise agreement with CK Israni Group, one the leading real estate group in the country.

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Our Experience with Food & Beverages 2/2

- Baskin-Robbins is an American chain of ice cream and cake specialty shop restaurants
- Baskin-Robbins Master Franchisee Graviss Group has given us a mandate for Pan-India Franchise Development
- We have developed 326 locations for Baskin-Robbins
- Baskin-Robbins now has 800+ stores in India with another 600+ shop in shops

---

- Fresh, artisanal, delicious – The Gelatissimo story began in 2002 in the heart of Sydney, Australia.
- Gelatissimo gave us a mandate to find them a Master Franchise partner in India
- We found and helped them sign a Master Franchise agreement with DKSYT Foods Pvt. Ltd. lead by Ms. Sangeeta Dumpeta

---

- Cold Stone Creamery is an American ice cream parlor chain. Headquartered in Scottsdale, Arizona, the company is owned and operated by Kahala Brands
- Cold Stone Creamery had us a mandate to find them a master Franchise Partner in India
- We found and helped them sign a Master Franchise agreement with Lulu International Group's, Tablez Food Company for India

---

- The Ice Cream Lab is an LA based ice cream shop which serves fresh made-to-order liquid nitrogen ice cream.
- The Ice Cream Lab gave us a mandate to find them Master Franchisee
- We found them an 2 x large area developers for the South and West of India. North & East are in progress.

RESTRICTED

Bu belge, 5070 Sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Our Experience In Furniture & Home Decor

- Founded in 1960, Gautier is a French manufacturer of contemporary furniture
- Gautier gave us a mandate to find a Master Franchise partner in India
- We found Ebony Retail Pvt. Ltd. lead by Manhad Narula as a partner for them, they form a Joint Venture and started expansion with Store in Store concept.
- They have recently announced a 120 store role out of exclusive Ebony Gautier Stores across the country.

GAUTIER
Furniture for life

- Founded in 1959 by Pasquale Natuzzi, Natuzzi S.p.A. is the Italian furniture and design company
- Natuzzi gave us a mandate to find a license manufacturing partner in India
- We found Dash Square as a Manufacturing partner & Retailing for South of India

NATUZZI
EDITIONS

- Sleepwell is a flagship brand of the Sheela Group, India's leading manufacturer of Polyurethane foam
- Sleepwell gave us a mandate to exclusively expand Pan-India
- We have assisted Sleepwell to open more than 340+ exclusive stores

Sleepwell

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Our Case Studies in Fashion Retail Industry (1/2)

LONGCHAMP

Country – France

Longchamp is a French luxury leather goods company, deals in leather accessories such as wallets, handbags, passport covers, luggage, shoes, travel items, and women ready-to-wear designer clothes. They are spread across 80 countries with over 1500 stores worldwide

FranGlobal's Contribution

DOIT Retail brands is one of the premium retail partners of Franglobal, with whom Franglobal worked together to prepare India market strategy, expansion plans, strategic locations, financial modeling & exclusive market research for LONGCHAMP. The efforts & network put forward by Franglobal for LONGCHAMP helped them get a pan-india qualified partner.

PONEY

Country – Malaysia

Poney is a reliable one stop baby & kids online fashion store offering variety of fashion wear, clothing, dress, accessories for kids with 250+ counters globally

FranGlobal's Contribution

FranGlobal prepared the India Market Entry & Expansion plan with intensive research and came up with projections which helped the partners Ajanta International (Largest Distributor of Reliance yarns) come up with a projection of 100 sales point in 5 years. Currently PONEY has stores in the capital region & are doing pretty well.

KAREN MILLEN

Country – United Kingdom

Karen Millen is known for creating beautifully crafted fashion for women with each piece of their collection been individually designed, hand-crafted and perfected by the designers in-house for more than 65 countries across 6 continents.

FranGlobal's Contribution

From due-diligence to closure of a Pan India Partner, Franglobal was the key player in defining the strategy & financial approach which had helped them open 7 units in India right after the sign-off. The overall process of on-boarding, profiling, background check was lead by Franglobal which helps brands to gain confidence which they enter & expand in India

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Our Case Studies in Fashion Retail Industry (2/2)

Beverly Hills Polo Club

Country – United States

Beverly hills was established in 1982 inspired by both luxury and heritage of Beverly hills & the iconic logo. Post their huge success in the United States in the field of clothing expansion globally was inevitable.

FranGlobal's Contribution

Franglobal collaborated with Beverly Hills Polo Club and signed them with an apparel group for Pan India partnership, now they have more than 100 stores across India. FranGlobal designed and implemented their go-to-market strategy, site research, financial analysis & later concluding it with deal structuring

Pink Women

Country – Greece

Pink Women is one of the leading brand for women in Greece and has 100+ stores in Greece, Dubai, Jordan & Cyprus.

FranGlobal's Contribution

FranGlobal conducted both primary & secondary research to lay a platform for their launch in India for various models (Franchising/JV/Licensing) and accordingly find a partner for them. We later collaborated with pink women to find them a master distributor with pan india rights. Not just a master distributor, we have helped them set up an omni-channel supply chain leveraging our network to open both EBOs & working towards tie-up with major ecommerce players

Monnalisa

Country – United Kingdom

Monnalisa S.p.A. was founded in 1968 and is headquartered in Arezzo, Italy. The company also produces and sells garments for children in Italy and internationally. The company offers dresses, body vests and baby sets, jumpsuits and baby suits, leggings and trousers, skirts, tops and T-shirts, shirts, cardigans and sweaters, coats and jackets, puffer and fur jackets, accessories, underwear and nightwear, fragrances, beachwear, and shoes for girls

FranGlobal's Contribution

PING Global services appointed as Master Franchise for India; Plans to setup 6-8 stores ; Started with first store in New Delhi opening in Oct-2018; All products to be imported and sold

RESTRICTED

Bu belge, 5070 Sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Our Experience with Retail Brands

- Mothercare plc is a British retailer which specialises in products for expectant mothers and in general merchandise for children up to eight years of age
- Mothercare gave FranGlobal the mandate to help them find the Omnichannel Partner for India
- We found and helped them sign up with DLF Brands for Pan-India
- Today they are available at 54 locations in the country and have large online presence

---

- Longchamp is a French luxury leather goods company, founded in Paris in 1948 by Jean Cassegrain
- Longchamp gave us the mandate to help them find Omnichannel partner in India
- We found and helped them sign up with DOIT Retail brands
- Longchamp today has 5 locations and massive online presence

---

- The Beverly Hills Polo Club brand was established in 1982. Inspired by both the luxury and heritage of Beverly Hills, the brand captures the excitement of the sport of polo along with the exclusivity of membership to a private club.
- The Beverly Hills Polo Club gave us the mandate to help them find Omnichannel partner in India
- We found and helped them sign up with Major Brands
- The currently have more than 50 stores and sell online

- Monnalisa SpA, the high-end childrenswear sector leader listed on the AIM Italia
- Monnalisa SpA, gave us the mandate to help them find Omnichannel partner in India
- We found and helped them sign up with Chitresh Lather the CEO of PDM University who committed to invest $ 4 million in the business.
- The currently have 4 stores and sell online

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

- **CKE Restaurants Holdings**, Inc., through its subsidiaries, owns, operates, and franchises quick-service restaurants under the Carl's Jr., Hardee's, Green Burrito, and Red Burrito names in the United States and internationally.
- It had a total of 3,729 franchised or company-operated restaurants in 44 states, U.S. territories, and 40 countries internationally. 5 stores in India.



India Operations:

- FranGlobal has advised brand with India opportunity & Partner development (Regional master Partners).
- We closed deal for Master Franchise sign up with Cybiz BrightStar Restaurants Private Limited, a subsidiary of CybizCorp for Pan India region.
- At present with 5 stores in New Delhi India



RESTRICTED
Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

- **Magnolia Bakery** is a chain of bakeries founded in New York City with first store in Manhattan in 1996.
- The bakery is known for its desserts, especially its cupcakes.
- Today, Magnolia Bakery can be found in New York City, Los Angeles, Chicago, Mexico City, Seoul, Dubai, Riyadh, Abu Dhabi, Kuwait City, Doha and India.
- Dubai AED 105 (2-pax) (£ 30)



India Operations:

- FranGlobal has advised brand with India opportunity & Partner development-South-West Region Master Franchise with a commitment to roll-out 25 Units in a mix of Store & kiosk in over the next five years.
- In advance discussion with partner in other regions.



RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

- **Wrap It Up**, Headquartered in the United Kingdom is one of the successful & fastest growing quick service restaurants.
- It all began in 2004 when consumers were bored of eating sandwiches every day & were willing to try something different & so Wrap It Up!! Was born.
- Fresh food made up of different flavour offerings from 5 different continents under the same roof. “Wrap It Up” is planning to open 400+ stores in span 5 years in India.



India Operations:

- FranGlobal has advised brand with India opportunity & Partner development (Regional master Partners).
- We have recently on-boarded the brand & already in advance stages of discussion with potential investors and expecting the closure soon.



RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

Master Franchise – Case Studies By FranGlobal

Gold's Gym started in Venice, California in 1965, Their operation include training techniques, Gym Equipment and Nutritional Concepts.

Gold's Gym gave us the mandate to find Master Franchise Partner in India, we identified 2 Master Franchise Partners, 1 for North of India - Valecha Engineering- led by Jagdish Valecha and 1 for West of India The Sun-n-Sand group – led by Rajesh Advance & G. Ramachandran.

Eventually, both these entities formed a Joint Venture F2 Fun and Fitness Pvt. Ltd. to obtain rights for neighbouring countries of India like Nepal, Bangladesh and Sri-Lanka

Our sister concern Franchise India Brands Ltd has helped the Master Franchisee to sign 55 locations out of 150 locations.

Anytime Fitness is a franchise of 24-hour health and fitness clubs that is headquartered in Woodbury, Minnesota, United States. We Pan-India Master Franchise, House of Fitness Pvt. Ltd. led by Navendu Jain, Vishal Kwatra and Vikas Jain to negotiate the Master Franchise Agreement.

Our sister concern Franchise India Brands Ltd has helped the Master Franchisee to sign 32 locations out of 104 locations.

RESTRICTED

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması: https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

World's Largest Integrated Franchise Solution Company!

with an absolute authority on franchising, licensing, retailing and real estate, we have helped thousands of investors in selecting the right business opportunity while assisting numerous organisations in international and domestic franchise expansions. Through our dynamic media and services platforms we have catered to players across industries and categories like Food & Beverage, Education, Retail, D2C, EV, Healthcare, Distribution and Fashion etc. We provide structure to develop, grow and expand various business models and this is built around the idea of protable and sustainable growth through partnership.

www.franchiseindia.com



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

www.franchiseindia.com
www.indianretailer.com
www.entrepreneur.com
www.restaurantindia.in
www.businessex.com
www.licenseindia.com
www.dealerindia.com
opportunityindia.com

franchiseindia.com Entrepreneur's Daily Dose
Entrepreneur.com
BusinessEx.com MOVE AHEAD
Dealer India
Opportunity India

IndianRetailer.com
RESTAURANT INDIA.IN
LICENSE INDIA.com Empowering Brand Extensions

Leading Media Co. with
3 National Magazines



Print

Digital

Divisions

forums By Franchise India
expo By Franchise India
wired By Franchise India
insights By Franchise India
engage By Franchise India
digital By Franchise India

700+ shows across 78 cities with
1Mn visitors annually

FRANCHISE INDIA 2024
FRANCHISE AWARDS 24
FRO EXPO
franchise expo
BUSINESS OPPORTUNITIES SHOW 2023
IREC x D2CIndia
LABELS CONFERENCE & AWARDS
INDIA LICENSING EXPO
EDTech
INDIAN EDUCATION
ESTATE AWARDS
INDIAN RESTAURANT CONGRESS
INDIAN RESTAURANT AWARDS
Star Retailer Awards 2024
RESTAURANT AWARDS
SMALL BUSINESS AWARDS
Entrepreneur
Global Awards
LIVE
EDUCATION
Idea
STARTUP
TECH & INNOVATION SUMMIT

Events

FRANCHISE INDIA
Ideas For Tomorrow®

Consulting

Strategic advisory with
strong execution capability

FranGlobal®
International Market-Entry Specialist

Our Bestselling Books

Books



Licensing

India's first licensing
solution provider

BRADFORD
IP MANAGEMENT • ADVISORY • RETAIL • HYBRID

INT. Offiecs

Singapore, Dubai, London, Greece

Social

Francorp®
The Franchising Leader

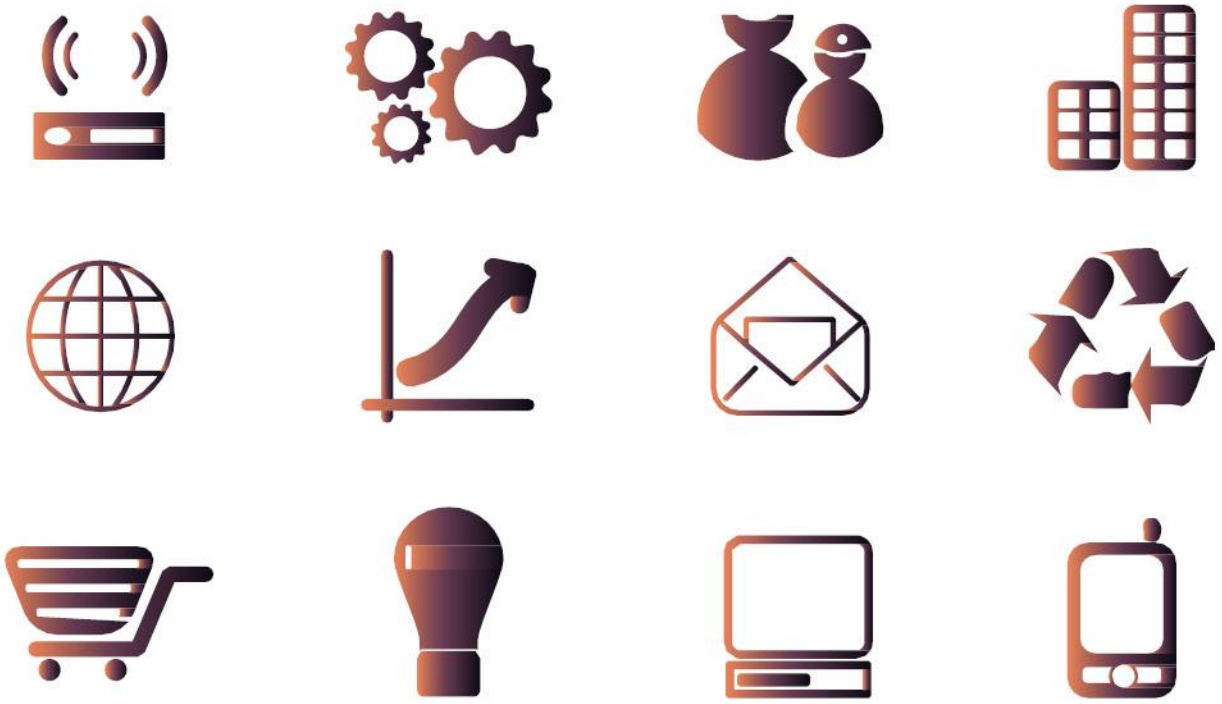
FRO EXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

RISE AND RISE OF FRANCHISING IN INDIA

The distinction between small and big, between thinking local, regional, national, and global is mindset and Investment. Franchising as a Business strategy paves the way for businesses to scale a bigger canvas.



- The growth of the franchise industry in India shows no signs of slowing down. The sector proved to be highly profitable in 2022 and 2023.
- India is on track to overtake the United States and China as the world's third-largest consumer market.
- India's consumer spending is expected to rise from USD1.5 Trillion to nearly USD 6 Trillion by 2030. As a result, India represents a sizable potential market for international franchisors.
- Today is the time to serve the world's customers.

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

FROEXPO







India's Biggest Franchise & Retail Opportunity Expo

FRO is an initiative from Franchise India Holdings Limited, giving a platform to investors, aspiring entrepreneurs and business owners to start, manage & grow their business. Franchise India Exhibitions have benefitted over **400000 business investors with over 500 shows held both in India & overseas.**

2 Days of Business Networking, 200+ Brands, 8000+ Potential Investors

Theme

Retail, Franchise, Expansions, Investments & Mentorship

Major Topics

- How to build an efficient franchise or dealership and distributorship network for your product/service
- How to build a multimillion dollar brand/enterprise
- From business become a brand
- How to choose the right business
- Unlocking potential: commercial real estate
- The VC logic: show me the money

80%

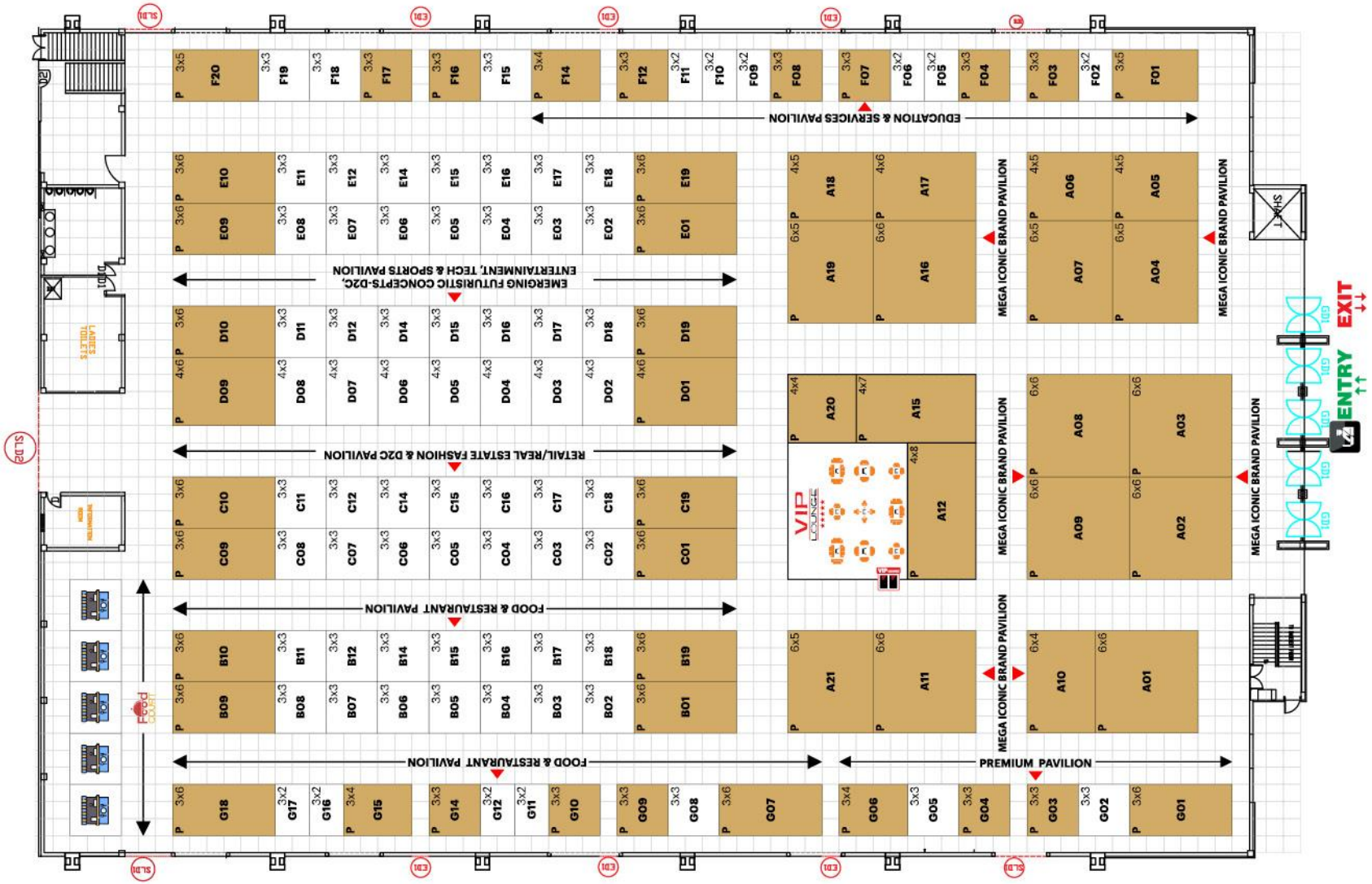
PRE REGISTERED AUDIENCE

FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

FLOOR PLAN



FROEXPO

16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

WHO EXHIBITS?



International,
Premium &
Mega Brands



Retail, eRetail &
Fashion



Food & Beverages
Outlets, cloud Kitchen



Education &
Edtech



Health, Fitness
& Beauty



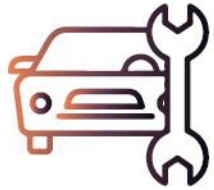
Dealers, Distributors
& Suppliers



IT & ITes
Services



Banking &
Financial Services



Automobile Service
centre & Workshops



Cleaning and
sanitization services



Real Estate
Companies



Startup looking
to raise funds &
Cultivate Partnership

FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

SOME OF OUR PAST EXHIBITORS



FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

SOME OF OUR PAST GUESTS



K G GEORGE
Senior VP Retail,
TKK Prestige



SUNIL MENON
Chief Retail Expansion Officer,
LensKart



SUNIL MUNSHI
Assistant Vice President (Head Operations), Brigade Group



INDRANEEL MAJUMDAR
Head Of Mall,
Sarath City Mall



PALLAV ATREJA
Head Retail,
Montblanc



BHUVAN BHASIN
Asst Vice President - Retail & Mall Operations, Park Square Mall



T KOSHY
MD & CEO,
ONDC



GAUTAM MALHOTRA
Managing Director,
Fuel Buddy



RANDHEER SINGH
Director, E Mobility & Senior Team Member For Advanced Chemistry Cell Program, Niti Aayog



VARUN ALAGH
Co-Founder & CEO, Honasa Consumer Pvt Ltd



GHAZAL ALAGH
Co-Founder,
Honasa Consumer Pvt Ltd



MALIKA DATT SADANI
Founder & CEO,
The Moms Co.



RAVI KABRA
Co-Founder,
Skippi Ice Pops



ANUJ GOLECHA
Co-Founder , Venture Catalysts & 9unicorns



DHRUV KAPOOR
PARTNER,
ANICUT CAPITAL



ATUL CHACHRA
Vice President - Retail,
Faballey & Indya



ADITYA SHARMA
Co-Founder,
Prolixr



MOHIT GOYAL
Co-Founder & Md, Swiss Beauty



ARUNABH SINHA
Founder,
Uclean



CK KUMARAVEL
Ceo & Co-Founder,
Natural Salon



VARUN GUPTA
Founder & Ceo,
Zorgers Healthcare



RAJAT WAHI
Partner,
Deloitte India



VINOD KENI
Leader - Investments & Corporate Development, Roundglass



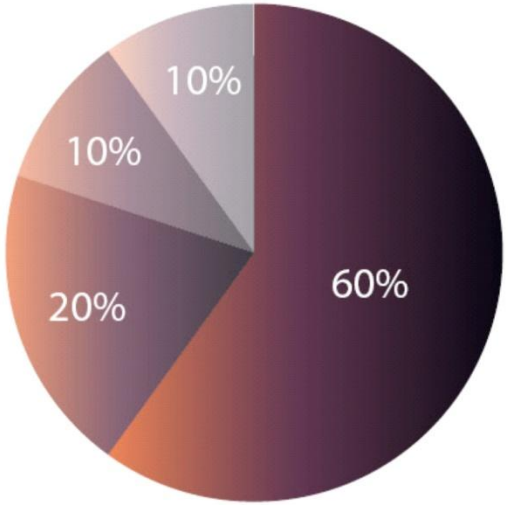
RICHARD MALONEY
Founder & Ceo,
Quality Mind Global

FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

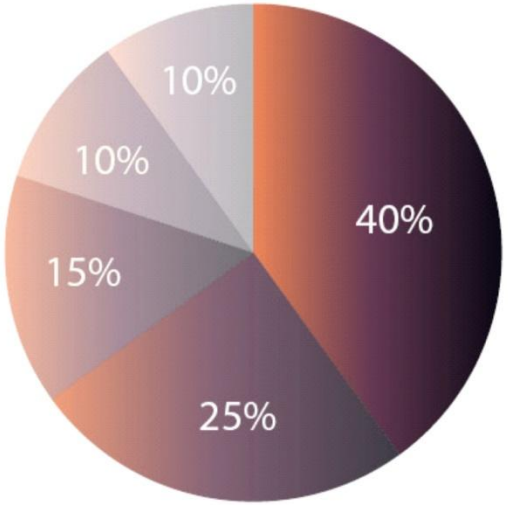
VISITOR'S PROFILE

INTEREST



- Franchise - 60%
- Distributor - 20%
- Start-ups - 10%
- Real Estate - 10%

INVESTMENT APPETITE



- 10,000 - 25,000 USD - 40%
- 25,000 - 60,000 USD - 25%
- 60,000 - 2,50,000 USD - 15%
- 2,50,000 - 6,00,000 USD - 10%
- 6,00,000 USD Above - 10%

GEOGRAPHIES

South India - 70%
West India - 15%
North India - 10%
East India - 5%

PROFILE

Owners/ Founders / CXOs - 75%
Businessman/SME/Mom & Pop Store - 15%
Students / housewives/Ex-serviceman - 10%

GENDER

Male - 70%
Female - 30%

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

WHY EXHIBIT?

Appoint Franchises
Get Face to Face with India's most prominent investors

Spotlight your Start-up
Gain exposure for your product or service before Premium investors

Appoint Distributors
Penetrate new markets with your existing products and services

Partner. Grow. Expand.

Franchise India is the largest franchise and distribution expansion platform in ASIA. Leveraging the 25 years legacy, this event addresses the growth opportunities through franchising, start-ups and distribution. The event witnesses angel investors and distributors from a wide array of industries and geographies.

2
DAYS OF BUSINNES

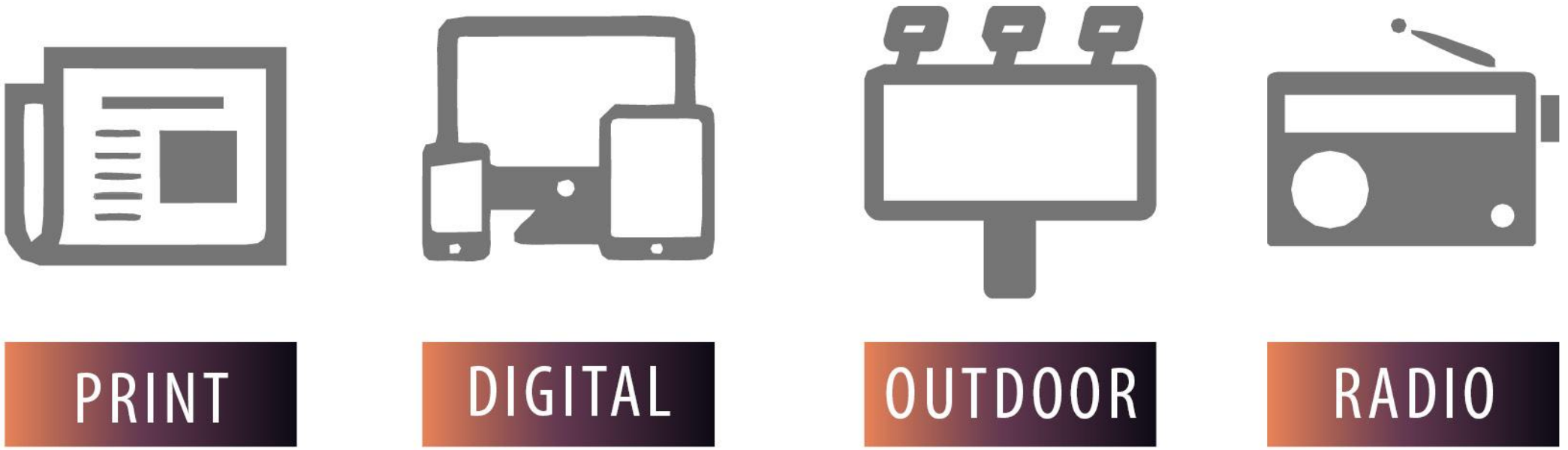
200+
BRANDS SEEKING PARTNERS

8,000+
INVESTORS READY TO PARTNER

FRO EXPO | 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

360 MARKETING CAMPAIGN



FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

DIGITAL 10 MILLION REACH

Paid Banner Advertisements
Google Adword (Text, Display & Video), Facebook, Instagram & Linkedin

Amplification Through Social Media
Facebook, Twitter, Youtube, Linkedin & Instagram

Banners On Leading Platforms
Franchiseindia.com, Entrepreneur.com,
Entrepreneur.com/Ap, Restaurantindia.in, Indianretailer.com,
Licenseindia.com, Dealerindia.com, Opportunityindia.com

Multiple Emailers
5 Lakhs+ Database Of Startups, Retail, F&B, Real Estate, Franchise & Entrepreneurs.

Whats App & Sms Blast
30 Lakhs+ Database Of Startups, Retail, F&B, Real Estate, Franchise & Entrepreneurs.



FRO EXPO

16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Sponsorships Opportunities

Franchise India Group produces India's Biggest Franchise & Retail Expo, Summit & Awards throughout the year, designed to drive new business, peer-to-peer relationships and networking conversations.

- TITLE PARTNER
- POWERED BY PARTNER
- IN ASSOCIATION WITH PARTNERS
- ASSOCIATE PARTNERS
- EXHIBITING PARTNERS
- A LA CARTE PARTNERS
- SESSION SPONSOR



FRANEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

BRAND INTEGRATION EVENT





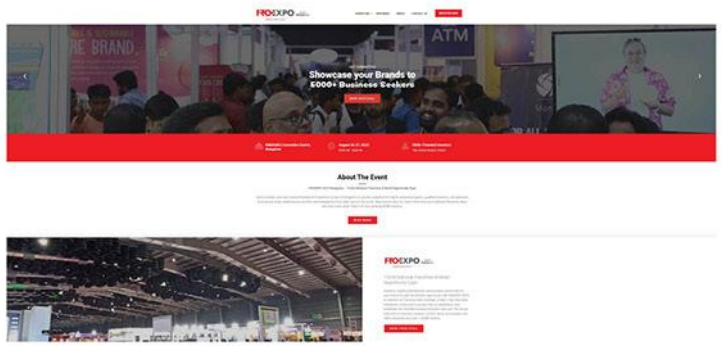
- Key Note / Panel Discussion with Industry Leaders as panelists
- Turkiye Logo/Promo/ video clip -Shown on main stage during the session
- Session to focus on 'Brands from Turkiye in the New World'
- Ms. Ritu Marya to moderate the session
- All initiatives to be incorporated during these sessions

FROEXPO 16|17 Mar, 2024 | HITEX Exhibition Centre, Hyderabad

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

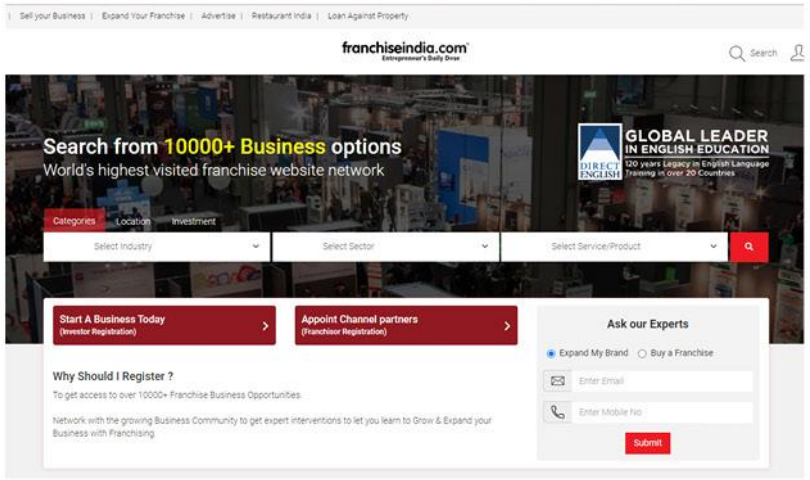
BRAND INTEGRATION DIGITAL

Event Integration



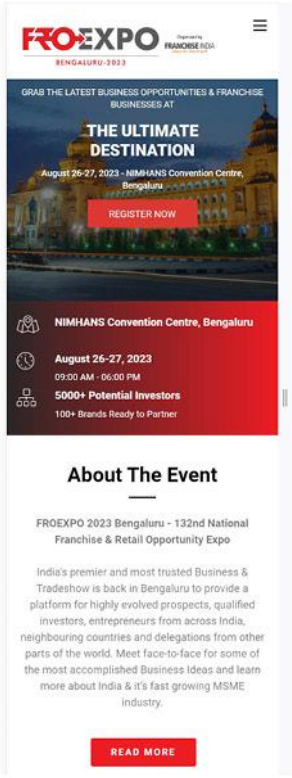
Brand Integration through Logo imposition or backdrop branding.

www.Franchiseindia.com



Brand Integration through:
Logo Imposition
Advertorial Content on franchiseindia.com
Editorial Integration
Native Content
Heading or Meta Description

Event Microsite



Brand Integration on Event Microsite

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988



CORE SPONSORSHIP BENEFITS

As our partner, all sponsorship levels include the following core sponsorship benefits:

Pre-Event

- Logo Inclusion on all pre and post-event branding and on our event website
- Logo inclusion in event promotion
- FI to design and provide Social media toolkit for your company's promotion

During the Event

- Logo Inclusion on Sponsor Signage in the event platform, including event Registration Exhibitor Wall and banners
- Inclusion in Event Catalogue
- Interaction with attendees throughout the event via booth

Post Event:

- Attendee Networking
- Logo Inclusion in Event Recap Email
- Sponsorship Analytics
- On-Demand recording access of session

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988

FINANCIALS

Period	Platform	Brand Integration	Deliverables	Financials (In INR)
Mar 16-17 2024	**FROEXPO Hyderabad** 133th National Franchise & Retail Opportunity Expo	Partnership as "International Partner" for EXPO	• 36 SQM Display Space • Media Amplification • Prime Speaking Slot in Summit • Selected Networking with BIG Brands, Retailers & Distributors in VIP Lounge	20,000 USD
			Offered Rate	**15,000 USD Taxes**

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.

Gelen Tarih Sayı: 29.12.2023 - 11988



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
Evrak sorgulaması https://odaborsaebys.tobb.org.tr:443/tso-sanliurfa-envision/Validate_Doc.aspx?eD=BSLZR9A90&eS=11988 adresinden yapılabilir.