

we are one of the world's Leading franchisors...

of peak performance. QSR's strong and stable performance is clear. In 2011, our franchise restaurants under the Baskin-Robbins brand earned over \$1.4 billion of sales in 25 countries, an increase that we attribute to strong brand awareness in our key markets. QSR is a restaurant brand distinguished by owner or franchisee ownership and listed in our table service. Baskin-Robbins had 1,980 global units of distribution at the same date with restaurants in 44 US states and the District of Columbia and in 23 foreign countries.

We are organized into four reporting segments: Baskin-Robbins US, and Baskin-Robbins International. The general manager oversees all supply sources and franchise fees associated with franchised companies. All general manager franchise properties that are based in addition to franchisees' list sales of our core products in franchisees in certain international markets. In total, our revenue of our company owned restaurants

and 10 other items including fees for the licensing of our brand and product with our franchised owners. The licensing of the right to manufacture Baskin-Robbins ice cream sold in US franchisees, which brings gains transfer fees from franchisees and other royalty fees

total revenue from franchisees that license or authorize their properties from us accounted for 15% of our revenue for fiscal year 2011. In addition, 14% of our revenue for fiscal year 2012 was generated from sales of our core products in Baskin-Robbins franchisees in certain international markets. The balance of our revenue for fiscal year 2012 consisted of revenue from our company-owned restaurants, license fees on products sold to non-franchised outlets, license fees on sales of our core products to Baskin-Robbins franchisees in the US, advertising gains transfer fees from franchisees, and other royalty fees.

Franchisees hold the vast majority of the cost of new restaurant developments. As a result, we are able to grow our outlet with lower capital requirements than many of our competitors. With only 20 company-owned stores of distribution as of December 31, 2012, we are less affected by store-level sales variability and fluctuations in commodity

costs than other QSR entities. According to Business Intelligence Services, Baskin-Robbins US is approximately 5.6% of our revenue for 2012, and derived from roughly 10% of our product and marketing fees. QSR segment of the US restaurant industry accounted for approximately 10% of sales of the total \$370 billion restaurant industry sales in the US in 2011. The US restaurant

industry is generally categorized into segments by price point ranges. The types of food and services available at company QSR is a restaurant brand characterized by owner or franchisee ownership and listed in our table service. QSR generally used to register as consumer items for quality and convenience food at economical prices. Technomic reports that

in 2011, QSR captured more of the top ten chain restaurants by US units/total sales and then by the top ten chain restaurants by number of units.

The Baskin-Robbins brand consists primarily of QSR segment categories and subcategories that include food items not listed as well as those that include soft drinks and cream-based yogurt. Baskin-Robbins



and food items. The goal of our franchise strategy while doing considerable work with our brand differentiation, increasing our retail coffee and beverage sales, promoting and growing our existing Baskin-Robbins outlets, and growing our afternoon dinner sales. The funds are used for various national and local advertising campaigns

We compete primarily in the QSR segment of the restaurant industry and have significant competition from a wide variety of restaurants

convenience stores and other outlets that provide consumer self-service outlets, quick service restaurants and are present in an international, regional and local level. The factors that we

company based on strong other things product quality, customer service, service convenience, value proposition and price. Our competitive advantage

steadily as competition increases the breadth and depth of their product offerings particularly during the breakfast hours and afternoon only. Although our competition may change at any time due to the challenges in entry, our competitors include Cold Stone Creamery, Dairy Queen, McDonald's, Starbucks

and Dunkin' Donuts, among others. Additionally, we compete with QSR, specialty restaurants and other retail concepts for prime restaurant locations and qualified franchisees.

We coordinate directly, advertising and marketing of the national

and local levels. The goal of our marketing strategy while doing considerable work with our brand differentiation, increasing our retail coffee and beverage sales, promoting and growing our existing Baskin-Robbins outlets, and growing our afternoon dinner sales. The funds are used for various national and local advertising campaigns

including our website, television, online, radio, billboard and newspapers. Over the past few years, our US franchisees have invested approximately \$7 billion in advertising to create brand awareness and restaurant performance across

both levels. Additionally, we have implemented strategies to that are product appeal to a broad range of customers.

For example, because we do not own or operate a significant number of stores, our Company is able to focus on more resource-intensive marketing, franchise recruiting and support, and other initiatives to drive the overall success of our brand. Typically, our franchised model allows us to generate gains of distribution performed

negotiate with third-party investment for us. The operation of business in our segments Baskin-Robbins International and Baskin-Robbins US in 2012 are Baskin-Robbins segment generated revenue of \$144.1 million of which \$100 million was in the international segment

and \$44.1 million was in the US.

As of December 31, 2012, there were 1,980 Baskin-Robbins units of distribution of which 457 were international and 1,523 were in the US. The general manager from the general manager of Baskin-Robbins and has associated with franchised restaurants in total revenue from restaurant operations. For our focus of addition to franchisees, 60 sales of the core products to franchisees in certain international markets. 60 sales of the company-owned restaurants and other income including fees for the licensing of the right to manufacture Baskin-Robbins ice cream in a franchisee for ice cream and related products sold to US franchisees, as well as advertising gains transfer fees from franchisees and other royalty fees.

our history. Each of our brands have a rich heritage developed in the 1940s when 50 franchisees founded the first restaurant. Subsequently, several Baskin-Robbins and Baskin-Robbins each founded a chain of ice cream shops that eventually combined to form Baskin-Robbins. Baskin-Robbins and Baskin-Robbins were eventually acquired by Allied Dairies, Dairy Queen, Service Restaurants, which was renamed Dunkin' Donuts Inc. in 2004. Allied Dairies was acquired in July 2008 by Fossil Foodco. In March of 2008, we were acquired by investment bank affiliated with



Baskin Robbins Annual Report

N Colangelo



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