

CIE NFRAGANCIAS

DOSSIER
franchises 2022



If they don't
pay you what
you're worth

**START YOUR
OWN BUSINESS!**



CIEN FRAGANCIAS was born in 2010, thanks to its avant-garde concept in the generic perfumery sector, it becomes one of the fastest growing chains in the world
(+250 stores)

Our model and concept provides our Franchisees with a highly profitable investment, thanks to the growth of the sector in recent years and the high margins available. A wide catalog with more than 2000 references and an accompaniment system designed so that our franchisees make their investment profitable from day one.

What is a franchisee of **100** FRAGANCIAS

Obtain the experience of more than 10 years from the beginning

Belong to a network of more than 250 stores

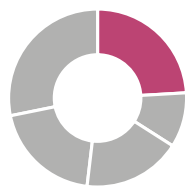
Being a Cien Fragancias Franchisee means a business without limits, obtaining benefits from a sector that does not understand crisis.

- Low investment
- High profitability
- Wide range of products (+ 2000 ref.)
- Exclusive and continuous training
- No need for experience
- Accompaniment from the beginning





28%
Skin care



24%
Personal care



10%
Color cosmetics



18%
Hair care



20%
Perfumes

Consumption by product categories 2021

DATA FROM SECTOR / MARKET.

The numbers speak for themselves.

The cosmetics and perfumery sector in Spain has grown by 2% in 2021 for the 5th consecutive year.

1.280

Millions of units consumed.

770

Millions of units exported.

6-8

Consumption daily products

28

Products per year per person

150€

Consumption per capita per year

28%

of consumption are SMEs

What do you achieve with **100** FRAGANCIAS

- BE YOUR OWN BOSS (self-employment / Investment)
- ALWAYS GROWING BUSINESS
- LABOR STABILITY with great benefits
- INCOME LEVEL HIGHER THAN AVERAGE
- PROFITABILITY FROM THE START



Why **100** FRAGANCIAS

- It is present in 27 countries
- Company with more than 10 years of experience (+ than 250 stores)
- High profitability from the start (+ 250%)
- Growing market (+ 5% annually)
- High demand product
- More than 2,000 references in stock
- (CHOOSE YOUR PRODUCTS)
- Exclusive training
- Continuous support
- (central attention to the franchisee)
- Low Investment
- Possibility of scaling your business
- (Provincial Master)



What does the franchise price include

100 FRAGANCIAS

Fully furnished and decorated shop with smaller stock of perfumes

- Counter
- 2 Perfume display furniture made of wood and lacquered with cabinets for storing perfume stock.
(This furniture is backlit by LEDs and remote controls to vary the intensity, color and environment.)
- 3/4 different size furniture for complementary products
(mikados, body mist, creams, body gels, body milk, home fragrance products, foggers, humidifiers, mist ... etc)
- Central island 1 o 2 (depending on the space) glass showcases for display of shop decoration products
(CF balls, bamboo canes, plant)
- Store and brand vinyls
- Luminous poster
- 300 perfumes and 20/30 complementary products



Our most
demanded product

THE PERFUME

Made in Spain and formulated by our perfumers,
they meet the highest European quality and
regulation standards. High technology applied to
perfume.

We have more than 300 references.

We present aromas similar to the most prestigious
brands and have the same duration of the original
fragrances and in some cases even longer. In our
formula we include moisturizer to protect the skin.



Increase your profitability
with other ranges of

PRODUCTS

We have different product lines:

CF COSMETICS, cosmetics and personal care:

High-tech treatments based on aloe vera Rosehip, Shea and Argan. With regenerating antioxidant, moisturizing, nourishing, firming and repairing properties, which improve the damage caused by the day to day and help prevent future damage to our skin.

Home's products:

Mikados and Air Fresheners

SPA line:

Gels and bath salts



How long does it take to open your store

TIMING/PLANNING

Thanks to our optimized mounting system.



Contract
signing
Day 0



Furniture
reception
Day 4



Painting
and Parquet
(not included)
Day 5



Cleaning
and stock
placement
Day 8



Store
opening
Day 10

What a franchisee receives

100 FRAGANCIAS



**OPENING
ACCOMPANIMENT**



**PREVIOUS
LOCAL VISIT**



**PRODUCT
TRAINING**



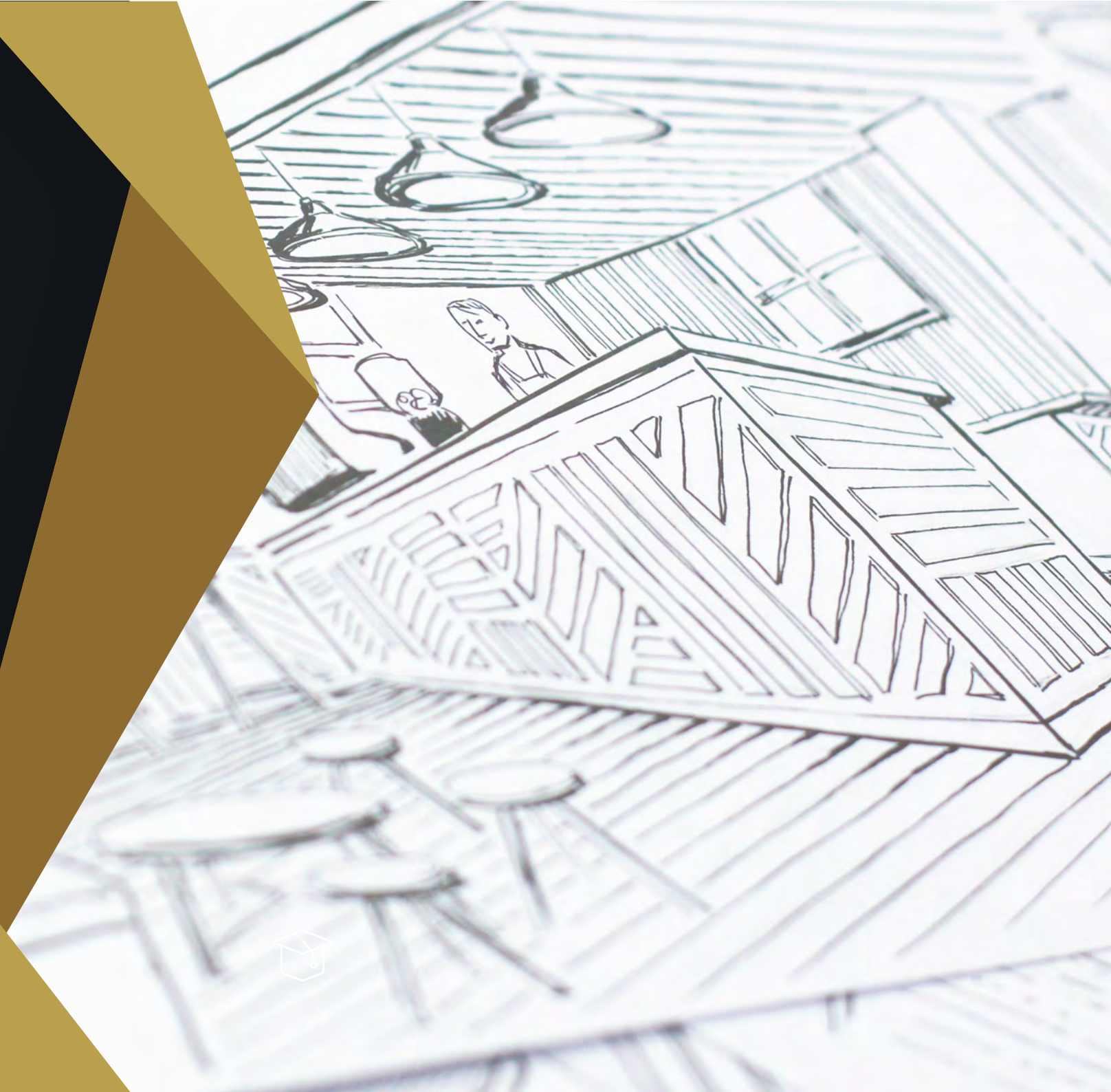
FURNITURE



**INITIAL STOCK 300
PERFUMES
+20 COMPLEMENTARY PRODUCTS**

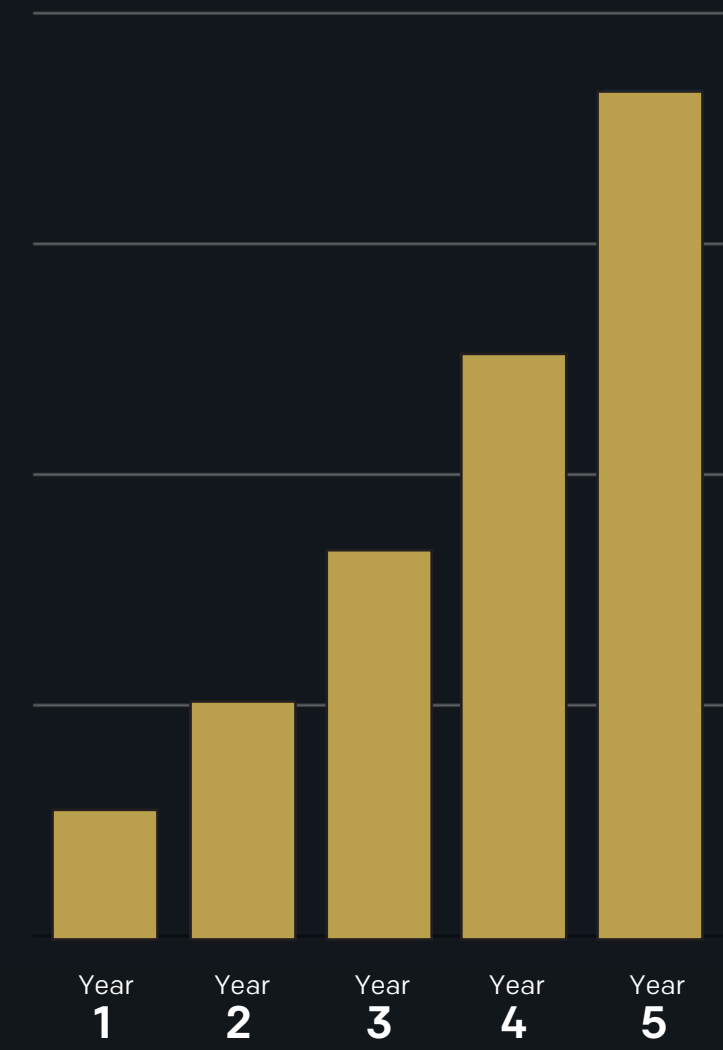


ZONE EXCLUSIVITY



Operating account table

RESULTS



	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Sales	116.431 €	168.824 €	227.912 €	307.681 €	384.601 €
Product cost	-38.422 €	-55.712 €	-75.211 €	-101.534 €	-126.918 €
Rental	-18.000 €	-18.000 €	-18.000 €	-18.000 €	-18.000 €
Supplies	-2.100 €	-2.100 €	-2.100 €	-2.100 €	-2.100 €
Store taxes	-1.200 €	-1.200 €	-1.200 €	-1.200 €	-1.200 €
Insurance	-245 €	-245 €	-245 €	-245 €	-245 €
Advertisings	-1.000 €	-1.000 €	-1.000 €	-1.000 €	-1.000 €
Other expenses	-1.200 €	-1.200 €	-1.200 €	-1.200 €	-1.200 €
Base salary	-18.000 €	-18.000 €	-18.000 €	-18.000 €	-18.000 €
Gross amount	36.264 €	71.367 €	110.956 €	164.402 €	215.938 €
Taxes	7252 €	14.273 €	22.191 €	32.880 €	43.187 €
Net profit	29.012 €	57.094 €	88.765 €	131.522 €	172.751 €



If you are a
person who
WANTS MORE

With CIENFRAGANCIAS,
you have no limits

Scale your business to another level
obtaining the **PROVINCIAL MASTER**, with
which you can generate benefits for your
entire province (shops, corners, business
clients, hairdressers, aesthetics ...).

Will you be our next **franchisee?**

Our ideal franchisee.

Everything we have told you justifies the franchise. You can only offer such varied and high quality products with 100 fragrances.

But are you our ideal franchisee? We are looking for entrepreneurs who are passionate about the business and who clearly see the enormous potential it has. We are looking for honest, determined, capable people who are willing to work and belong to a large club of franchisees at European level that grows year after year.

The high profitability of our business makes it attractive and viable both for investor profiles, who seek greater profitability on their investments, and self-employment profiles, who seek a business that is easy to manage, pleasant and rewarding.



Franchisee Profile:

- Entrepreneurial spirit.
- Business vision.
- Management and leadership skills.
- Accustomed to dealing with the public and vocation of service.
- Basic knowledge of the franchise system.
- No previous experience in the sector is necessary.

Store investment

100FRAGANCIAS

Average price of the sector

35.000 €

Franchise 100FRG price

~~14.900 €~~

NOW Franchise 100FRG price

9.900 €

- Save the entrance fee
- Royalty-free
- No advertising fee

Reserve your zone of exclusivity and start in the sector with the most growth and profitability in Europe

ALL TRIUMPHS ARE BORN WHEN WE DARE TO START

Take advantage of the promotion
without entrance fee or Royalties

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