



## FRANCHISE DISCLOSURE DOCUMENT

SANSAI NORTH AMERICA FRANCHISING, LLC  
(A California Limited Liability Company)  
373 Van Ness Avenue, Suite 180  
Torrance, CA 90501  
(310) 787-1888  
www.sansaigrill.com

The franchise we offer is for the operation of quick casual restaurants featuring and serving a variety of proprietary menu items and other goods, beverages and services under the trade name SANSAI Fresh Japanese Grill ®.

The total estimated investment necessary to begin operation of a new SanSai franchise ranges from \$440,900 to \$801,000. This includes the initial franchise fee of \$35,000 that must be paid to us.

We may offer to individuals or entities the opportunity to become an Area Developer within a specific geographical area. Upon signing an Area Development Agreement, you will pay a Development Fee of \$35,000 for your first restaurant location plus one-half of the multi-restaurant discounted initial franchise fee for each of the remaining restaurant locations agreed upon. Part of the Development Fee must be paid at the time you sign the Development Agreement. The balance is collected by us as payment is made by you of the balance owed on each of the remaining restaurants upon signing the Franchise Agreement for each franchise being developed. The minimum number of restaurants required by an Area Development Agreement is two locations, which requires an initial Development Fee of \$35,000 for the initial franchise, plus \$15,000 (one-half of the \$30,000 discounted fee for the second restaurant), for a total initial Development Fee of \$50,000. The maximum number of franchised locations that can be developed under an Area Development Agreement is negotiated and is dependent upon the territory requested (See Item 5 for information on further discounts available for additional restaurant locations to be opened under an Area Development Agreement). The minimum total estimated to begin operation as an Area Developer is \$455,900 but the maximum total investment will vary based upon the number of restaurants to be developed. (See Items 5 & 7 for additional information).

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English (the "Disclosure Document"). Read this Disclosure Document and all accompanying agreements carefully. You must receive this Disclosure Document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. Note, however, that no governmental agency has verified the information contained in this document.

You may wish to receive your Disclosure Document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact the Franchise Administration Department at SanSai North America Franchising, LLC, 373 Van Ness Avenue, Torrance, CA 90501, (310) 787-1888.

The terms of your Franchise Agreement will govern your franchise relationship. Do not rely solely upon this Disclosure Document to understand your Franchise Agreement. You should read and review all of your Franchise Agreement carefully with an advisor, such as an attorney or an accountant.

Buying a franchise is a complex investment. The information in this Disclosure Document can help you make up your mind. More information on franchising, such as “A Consumer’s Guide to Buying a Franchise,” which can help you understand how to use this disclosure document, is available from the Federal Trade Commission (“FTC”). You can contact the FTC at 1-877-FTC-HELP or in writing at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC’s home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency, listed in Exhibit G, or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

**Date of Issuance: April 19, 2022**

## How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTIONS	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibits B and C.
<b>How much will I need to invest?</b>	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit D includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only SanSai business in my area?</b>	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What’s it like to be a SanSai franchisee?</b>	Item 20 or Exhibits B and C list current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

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