

FRANCHISE DISCLOSURE DOCUMENT PIZZERIA UNO® PIZZERIA UNO CORPORATION



Pizzeria Uno Corporation a Delaware corporation 1209 Orange Street Wilmington, Delaware 19801 Registered Agent: CT Corporation and 44 Industrial Way Norwood, Massachusetts 02062 (617) 323-9200 www.unos.com

We offer franchises for casual theme restaurants under the name Pizzeria Uno® (a "Pizzeria Uno® Restaurant") which feature "Chicago Style" deep dish and thin crust pizza along with pizza, sandwiches, soups, salads, pasta, appetizers, desserts and a full bar, subject to applicable law, and under the name Uno PrestoTM (a Non-traditional Restaurant") which feature "Chicago Style" deep dish and thin crust pizza along with pizza, sandwiches, salads, pasta, appetizers, desserts, and (subject to applicable law) beer and wine.

The initial investment necessary to begin operation of a Pizzeria Uno® Restaurant ranges from \$1,168,000 to \$2,410,500. This includes \$57,100 to \$99,300 that must be paid to us. The initial investment necessary to begin operation of an Uno Presto™ Non-traditional Restaurant ranges from \$545,500 to \$1,405,500. This includes \$43,100 to \$59,300 that must be paid to us.

We offer development rights for Uno Restaurants. When you enter into a Development Agreement, you must pay us a Territory Reservation Fee equal to \$5,000 times the number of Uno Restaurants you will own and operate. In addition to the Territory Reservation Fee, you must pay us an Initial Franchise Fee of \$40,000 for each Pizzeria Uno® Restaurant and \$30,000 for each Non-traditional Restaurant that you will own and operate (see Item 5).

This disclosure document <u>summarizes</u> certain provisions of your franchise agreement and other information in plain English. 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, franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient to you. To discuss the availability of disclosures in different formats, contact Fred Houston, our Vice President of Franchise, 44 Industrial Way, Norwood, Massachusetts 02062, telephone (617) 323-9200.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer 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 "<u>A Consumer's Guide to Buying a Franchise</u>," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, DC 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may be laws on franchising in your state. Ask your state agencies about them.
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Control No



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:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	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 Exhibit G.
How much will I need to invest?	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.
Does the franchisor have the financial	Item 21 or Exhibit A includes financial statements. Review these
ability to provide support to my	statements carefully.
business?	
Is the franchise system stable,	Item 20 summarizes the recent history of the number of company-
growing, or shrinking?	owned and franchised outlets.
Will my business be the only Pizzeria	Item 12 and the "territory" provisions in the franchise agreement
Uno® business in my area?	describe whether the franchisor and other franchisees can
	compete with you.
Does the franchisor have a troubled	Items 3 and 4 tell you whether the franchisor or its management
legal history?	have been involved in material litigation or bankruptcy
	proceedings.
What's it like to be a Pizzeria Uno®	Item 20 or Exhibit G lists current and former franchisees. You
franchisee?	can contact them to ask about their experiences.
What else should I know?	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.



What You Need To Know About Franchising Generally

<u>Continuing responsibility to pay fees</u>. You may have to pay royalties and other fees even if you are losing money.

Business model can change. The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

<u>Supplier restrictions</u>. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

<u>Operating restrictions</u>. The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

<u>Competition from franchisor</u>. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

Renewal. Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

<u>When your franchise ends</u>. The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit J.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

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