



GREENE KING  
PUB PARTNERS

# Franchise

The perfect opportunity to run your own pub

Every partnership  
begins with you.

# Franchise

If you have dreamed of running your own business in the pub industry, our franchise agreements are a low-cost way to achieve your ambition.

The franchise agreement from Greene King Pub Partners provides a pub that's ready to trade so that you can concentrate on growing your pub business and serving customers.



# Our Franchise Brands

## NEST PUBS BY GREENE KING

Nest Pubs are wet-led pubs predominantly located on busy high streets and in communities, providing great value, an excellent experience and regular sport and entertainment.

As a concept, Nest Pubs has its own unique identity, look and feel – and each pub shows Sky Sports and TNT Sports, as well as providing a simple pizza food offer that is easy for you to serve alongside a great drink selection.

## HIVE PUBS BY GREENE KING

Hive Pubs are dependable local pubs located in the hearts of the communities they serve. They provide a great range of food alongside a regular programme of entertainment and live sport through Sky Sports and TNT Sports.

Be it for a drink after work, to watch the game with friends or a family dinner – Hive Pubs has you covered.



# Why choose a pub franchise?

## Ready to go

Get the keys to a pub that's ready to go, so you can focus on delivering a great customer experience.

## Comfortably Close

We'll work closely with you and be there when you need us, but will also give you the freedom to be your own boss.

## Really Reliable

Successful beer and pub brand with over 200 years heritage that consumers know and love.



# Why will customers visit a franchise pub?

Hive & Nest pubs are conveniently round the corner; easy to walk to or easy to park at.

A great place to socialise as a group or with the locals, our franchise pubs have a great atmosphere with something always going on, from sport and quizzes to live local music.



**Nest** includes a simple pizza offer that is easy to cook and serve - you don't even need a chef - alongside an excellent drink range.



**Hive** includes a great-value, good quality food offer which focuses on pub classics, alongside an excellent drink range.



A photograph of a young woman with long brown hair, smiling broadly. She is wearing a grey ribbed turtleneck sweater and is holding a dark beer bottle. In the foreground, a beer tap handle with the brand name 'TRIBUTARY' is visible. The background shows a bar with shelves of bottles and a framed picture on the wall.

# Could a franchise be your next exciting opportunity?

The perfect franchisee will...

- Have management experience within pubs or hospitality
- Be ambitious and entrepreneurial
- Be a go-getter that delivers great customer experiences
- Want to make their mark on a community



# WHY NEST?

- **Low ingoing cost of £3,000**  
(includes legal fees and on-site training)
- **Simple food offering**  
– No overhead for kitchen staff

## ADDITIONAL INCOME FROM...

- A percentage of the Net Weekly Turnover
- Quarterly percentage of business profits (variable by pub)
- £5,000 annual bonus for meeting compliance audits

# WHAT CAN NEST OFFER YOU?

- Drinks led pub offer which is simple to operate
- A ready to go, fully invested pub
- Live in accommodation, covering bills and maintenance\*\*
- Running costs and repairs are covered
- Food and drink supplied – allergens, food specification books and food order guides
- Franchise induction, training and on-going support
- Support from a dedicated Business Development Manager
- All relevant systems are provided – such as tills, ordering and EPOS
- Your marketing support including materials such as menus, printed point of sale and digital

\*\*excludes council tax and TV licence/Insurances (such as public liability and contents insurance for private accommodation)



## WELL INVESTED PUBS THAT ARE READY TO TRADE.



**Our BDM is there if we need him. He lets us do our job and he truly knows that we want to succeed. He's there. He's available."**

Ana Carvalho and Bruno Cardoso  
The Prince of Wales & Red Lion

# Testimonials from our Partners



"The freedom to do what you want and express yourself. You get to really show your entrepreneurial side."

"We're in the community and we love it because every day is different."

Bonnie Tarleton and Ray Irwin  
The Guy Earl of Warwick & Maxwell Hotel



"The relationship we have with our franchisees is a partnership. We work together, we collaborate and it's all about being part of something that's of mutual benefit."

Alex De Araujo  
Business Development Manager





# Why Hive?

- **Low ingoing cost of £5,000**  
(includes legal fees and on-site training)
- **Minimum guaranteed income of £20,000 Franchise Fee**

## Additional income from...

- **A percentage of the Net Weekly Turnover**
- **Quarterly percentage of business profits**
- **£7,500 annual bonus for meeting compliance audits**

# What can Hive offer you?

- A ready to go, fully invested pub
- Live in accommodation, covering bills and maintenance\*\*
- Running costs and repairs are covered
- Food and drink supplied – allergens, food specification books and food order guides
- Franchise induction, training and on-going support
- Support from a dedicated Business Development Manager
- All relevant systems are provided – such as tills, ordering and EPOS
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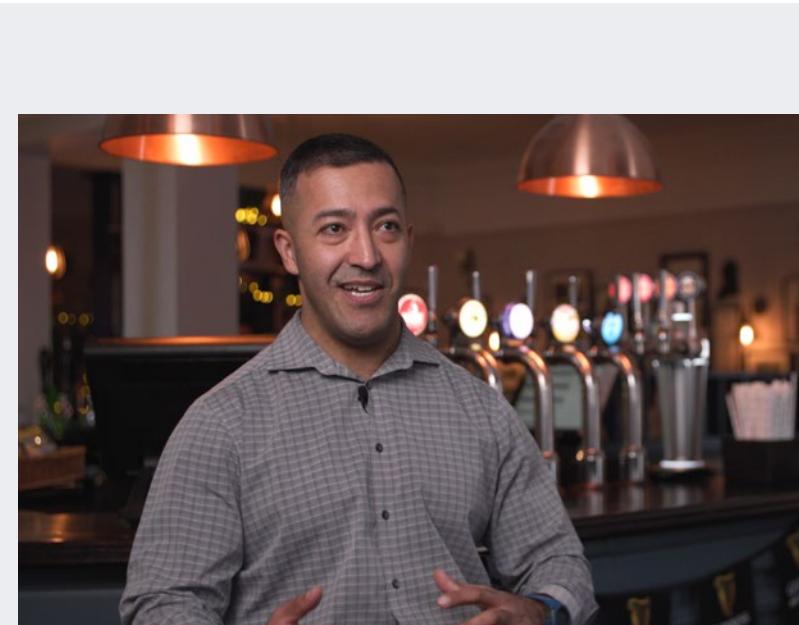
**The freedom to run  
your own pub with  
us by your side.**

# What it's like to work with Greene King Pub Partners



"The franchise model, for me, is great. It allows you to do what you do best. Because you have the backing of such a large firm, you've got access to the marketing assets, the expertise, and your BDMs, who are there to guide you through anything that you don't know."

David Dennet  
The Gallus, Glasgow



"So if they're newly invested, they will be seeing me every other week, until we're happy that they are in a good place and are confident - not just with the skills they need to bring but also the tools of the trade that were put in place"

Alex De Araujo  
Business Development Manager



**We have a lot of experience of running pubs before, but franchise ticked all the boxes of what we wanted.”**

Jack Izzard & Hailey Body  
Marquis of Granby, Stevenage

# 9 steps to becoming a franchisee



## Step 1

**Complete the online application form at**  
[www.greenkingpubs.co.uk/next-steps](http://www.greenkingpubs.co.uk/next-steps)



## Step 2

**You will receive a call from our recruitment team**  
to discuss your application



## Step 3

**You will have a general interview**  
with one of our Business Development Managers



## Step 4

**We will ask you to prepare a business plan**  
and we will provide information to help you with this



## Step 5

**You will attend a pub specific interview**  
where we review your plans and the pub in more detail



## Step 6

**A final approval meeting**  
where a senior member of our team will meet with you for the final approval



## Step 7

**We will provide you with a pub franchise agreement**  
which comes as a documentation offer pack



## Step 8

**A pre-agreement meeting**  
to ensure you understand everything you need to know about the pub and the agreement



## Step 9

**The big day known as change day –**  
this is the day you will get the keys to your new pub franchise

## From your online application to getting the keys to your pub.





**GREENE KING**  
PUB PARTNERS

**Every  
partnership  
begins with  
you.**

**We are the first choice for  
entrepreneurial business  
partnerships.**

We enable people to realise their dreams  
and create businesses to be proud of  
through their flair and our expert support.

Providing the freedom, innovation and  
honesty to unlock their potential and  
create something special.



**GREENE KING**  
PUB PARTNERS

# Find out more about pub franchises with Greene King

For more information  
please contact us  
by scanning the QR  
code below:



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[www.greenekingpubs.co.uk](http://www.greenekingpubs.co.uk)



Proud members of the  
British Franchise Association

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begins with you.**