

Well-known Japanese fast-food chain specialized in curry is looking for franchisees in the EU

Summary

Profile type

Business Offer

Company's country

Japan

POD reference

BOJP20260219017

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

- **Estonia**
- **France**
- **Finland**
- **Germany**
- **Portugal**
- **Croatia**
- **Hungary**
- **Sweden**
- **Belgium**
- **Ireland**
- **Malta**
- **Denmark**
- **Slovakia**
- **Slovenia**
- **Austria**
- **Spain**
- **Poland**
- **Romania**
- **Czechia**
- **Bulgaria**

Contact Person

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Term of validity

19 Feb 2026
19 Feb 2027

Last update

19 Feb 2026

General Information

Short summary

The company brand has a wide presence in Japan and in few other Asian countries.

Following the successful opening of two stores in Netherlands and France in 2025, this Japanese fast-food chain specialized in curry is looking for new franchisees to expand its presence in the EU.

Based on a expected long-term partnership that prioritizes collaborative growth, the company is looking for partners with experience in the restaurant and hospitality sector under a commercial agreement.

Full description

A Japanese company specialising in Japanese-style curry dishes is offering franchisee opportunities in the EU for the development of a standardised restaurant business method, with the objective to establishing a long-term structure enabling scalable multi-unit expansion while maintaining consistent product standards and operational quality.

The company has already established international transaction experience through both franchise partnerships and direct operations across multiple regions such as the US, South Korea, Taiwan, China, Indonesia, Malaysia, the Netherlands, and France.

They are considering collaborating with an organisation with previous experience in food service operations, multi-store retail management, or franchise development.

The company believes that experience in supply chain management, workforce training, and local regulatory compliance is important, as their business model requires structured execution rather than experimental entry.

Key operational responsibilities to a potential partner include recruitment and employment management, compliance with labour standards in the region and food safety regulations, procurement coordination for imported materials, and implementation of approved operational procedures.

The potential partner would have opportunities to learn a proven restaurant format that includes standardised recipes, centre-kitchen production concepts, operational manuals, training systems, and brand development guidance from the Japanese company.

Based on the know-how learnt from them, the partner is expected to establish a local operating entity, secure suitable locations for business, recruit and manage people, and oversee marketing activities adapted to the regional consumer behaviour.

It is also notable that rather than functioning solely as a licencing entity, the Japanese company prioritises collaborative growth. Strategic decisions such as pricing frameworks, localization boundaries, and expansion pacing are developed jointly to ensure sustainable profitability.

They, hence, consider the partnership is suited for organisations seeking to introduce a differentiated restaurant category with strong operational reproducibility and long-term scalability.

Advantages and innovations

The company's restaurant model combines culinary authenticity with operational standardization to deliver consistent products across multiple locations. Preparation is based on controlled formulations and measurable parameters, reducing dependence on individual chef skills and limiting taste variation.

More specifically, the Japanese company is ready to provide the partner with a business format designed for repeatable expansion including:

- structured onboarding and operational training,
- menu engineering that supports predictable food cost management,
- layout strategies that improve workflow efficiency,
- Ongoing advisory support for marketing and store performance.

Labour efficiency is strengthened through simplified preparation steps and shorter training compared with conventional kitchens, enabling scaling with less reliance on highly specialised staff.

Units typically operate in a mid-range casual dining price band and are structured to maintain a food cost ratio around 35–40%, depending on local sourcing. The menu is designed so multiple dishes share base components, which lowers inventory complexity, reduces waste, and improves purchasing predictability. This supports stable gross margins without premium pricing.

The menu framework allows controlled flexibility: core flavour profiles stay standardized, while selected accompaniments can be adjusted within defined parameters to reflect local preferences. Overall, the concept offers a repeatable pathway for international growth through reproducible quality, cost visibility, labour efficiency, and scalable unit economics.

Store layouts emphasise workflow efficiency and often fit within roughly 50–120 square metres.

Expansion is commonly phased: a flagship location functions as a training hub, followed by clustered openings that improve visibility and logistics efficiency, helping reduce distribution costs.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Not relevant**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The company seeks partners capable of operating as master franchisees with responsibility for structured market development within an agreed territory. Eligible partner entities include incorporated companies with established financial accountability, preferably demonstrating prior experience in multi-unit retail, food service operations, franchise management, or large-scale consumer-facing businesses.

Suitable fields of activity include restaurant operation, hospitality management, food distribution, retail chain management, and franchise development. Companies currently managing multiple locations or possessing infrastructure for site selection, lease negotiation, and store rollout are strongly aligned with the operational requirements of the model.

The partner sought is to be punctual in periodic reporting including financial disclosure and sales data sharing. It is also requested to join annual joint business reviews.

The partnership framework is commission based and consists of an initial franchise fee along with a modest fixed monthly royalty. Contributions to a shared marketing fund may also be required where applicable to support regional brand development. Partners are also expected to manage local marketing expenditures, typically allocating approximately 2 to 5% of gross sales toward promotional activities to support brand visibility.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **Big company**

Dissemination

Technology keywords

Market keywords

- **09003007 - Other services (not elsewhere classified)**
- **07001002 - Amusement and recreational facilities**

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Sector groups involved

- **Agri-Food**

Media

Images



[Dishes example 1](#)



[dishes example 2](#)