# OUR AIRPORT STORY 2024

2014 ARN Finalist, Airport Franchisor of the Year 2016 ARN Finalist, Airport Franchisor of the Year 2016 ARN Finalist, Store Design, Small Operator-Toronto Pearson TI 2016 ICSC Silver Award Winner, Best Store Design, Toronto Pearson TI 2017 FAB Finalist, Store Design, Toronto Pearson T3 2019 FAB Regional Winner for all of the Americas; Best Smoothie & Juice Chain, Toronto Pearson T3

www.boosterjuice.com



# A WORD FROM OUR PRESIDENT & CEO

We hope this booklet will illustrate what we are all about and get you excited about working with Booster Juice.

Since opening our doors in 1999, we have become Canada's Original Juice & Smoothie chain. Our mission is strong yet simple, we create long-standing relationships by consistently delivering incredibly delicious, convenient, nutritious and portable products - perfectly suited for passengers, greeters, and airport/airline employees alike.

Booster Juice currently operates over 450 stores across Canada.

There has never been a better time to partner with Booster Juice. As a market leader in this rapidly expanding category, we are well positioned for growth in Canada, the US and Internationally. In fact, we continue to grow at the rate of 35-40 new stores annually and continue to launch innovative, great tasting new products.

We are excited about 2024 as we anticipate our best year yet! In addition to new store growth and innovative product launches, Booster Juice is proud to have signed RJ Barrett, formally of the NBA's New York Knicks and now a Toronto Raptor, as a Brand Spokesperson and Franchise Partner. Plus we anticipate opening the first Booster Juice Drive-Thru store this year!

It's been an incredible journey and we are just getting started.

Dale S. Wishewan, President & CEO

Dale is the Founder, President & CEO of Booster Juice; in addition to his numerous business awards and philanthropic endeavours, Dale is part owner of the Vegas Golden Knights (NHL), the AFC Bournemouth (Premier League, UK), and has ownership equity in a number of other sports teams.

# **BOOSTER JUICE BRAND PROMISE**

"Offer premium products while providing an extraordinary customer experience in a clean and safe environment."



# **Our Paper Straws**

We've done extensive testing for the perfect straw that holds up while drinking your favourite Booster Juice!





Certified 100% biodegradable

Lower overall Fully decomposed carbon footprint within 45 days



# **ENVIRONMENTAL AWARENESS PLAN**

- All cut fruit is individually quick frozen to ensure the nutrient content and taste is preserved. This process also allows for exact measurement of product, which reduces waste and allows for consistent tasting product nationwide.
- New Compostable Straws & Packaging our straws are certified 100% biodegradable, reducing our carbon footprint, and leave no trace in 45 days.



Booster Juice has a triple walled and compostable paper cup (replacing the Styrofoam cup).

## **OUR RECIPE FOR SUCCESS**

Booster Juice is leading the way in the quick-service restaurant category. Our classic smoothies have helped us achieve unimaginable growth, and the key ingredient is our brand promise: to offer premium products while providing an extraordinary customer experience in a clean and safe environment.

In our 25th year of business, our menu has expanded. In addition to innovative superfoods like wheatgrass, matcha and açaí, we've added Smoothie Bowls, Protein Booster Balls, and our NEW Booster Novas.

Innovation is key. But the real secret to our success is carefully crafted smoothies – over 30 varieties – packed with the highest quality fruit, vegetables and natural sorbet, blended with delicious juice, yogurt and herbal/nutritional Boosters. The result is a bold taste coupled with amazing nutrients. Many of our smoothies contain a full day's serving of fruit!

Vegetable-based smoothies are a popular option for healthconscious customers. Our Refresh smoothies incorporate fresh, never-frozen vegetables such as spinach, beets, carrots and kale. To accommodate allergies and food restrictions, we customize orders with easy additions and substitutions such as freshly squeezed juice or almond milk. Customers can feel good about choosing Booster Juice.

## PERFORMANCE

A proud member of the Canadian Franchise Association (CFA), Booster Juice has seen record growth over the past 25 years with a steady increase in year over year store development. We've also seen double-digit year over year system-wide sales growth for the past decade. This is remarkable considering typical sales growth for the guick-service restaurant segment in Canada is between 3% – 5%. Booster Juice is a leader in new product offerings, which include unique feature smoothies and 1999 Grab'n Go items available at select high-volume locations. 2001 With just over 450 stores nationwide, 2003 our presence in Canada is strong. Booster Juice is on track to 2005 hit the 500 store mark 2007 by 2025. 2009 2011 2013 2015 2017 2019 2023 450 400 350 300 250 200 150 100 50 1 TOTAL STORES

## **BRAND RECOGNITION**

#### A STRONG, MEMORABLE BRAND

Booster Juice is dedicated to providing customers with a premium smoothie experience. Our stores and team members embody the Booster Juice lifestyle, serving nutritious products in a vibrant environment! This winning combination has allowed our Canadian-born company to become blended worldwide.

Booster Juice is a household brand with an iconic logo. Franchise partners receive the benefit of strong national brand recognition and an internal marketing team to execute regional and national campaigns year-round.

#### **OUR AUDIENCE**

Booster Juice offers products for all ages. Our strategic advertising targets various demographics with unique, meaningful messages. Our most loyal customer base includes astute men and women ranging from ages 15 - 35. Post-secondary students, professionals and young families make up a substantial portion of our customer base, with the most frequent visitors skewing slightly female (60/40).

#### A FULLY INTEGRATED MARKETING STRATEGY

We consider our audience (and many other factors) for every new campaign or product launch, resulting in a fully integrated marketing program. Our yearly marketing calendar incorporates several advertising platforms such as non-traditional media, programmatic audio, experiential marketing, community partnerships and social media.





PINEAPPLE JUICE, FRESHLY STEEPED GREEN TEA AND TOPPED WITH MANGOS (60 Cals)

7 - 9 mg OF CAFFEINE













# **INNOVATIVE STORE DESIGN**

Bright, energetic in-store design reflects our unprecedented product quality and simplicity. We generate the vast majority of sales through smoothies and juices, allowing us to operate in very small spaces ranging from 135 to 1,500 square feet. In addition, our stores require minimal labour and can be built in a variety of locations, including malls, airports, kiosks, in-line units and stand-alone stores.

We're not the only ones fond of our design. Booster Juice has been recognized with many design awards. Our most recent award was the ICSC's Fast Food Retail Store Design Award - Silver 2015, for the exceptionally innovative and attractive Booster Juice store design at Pearson Airport, Terminal 1 pre-security.

Our Fit & Fun location at Pearson Airport, Terminal 3 was awarded FAB's Regional award for the Americas for "Best Airport Smoothie & Juice concept".

Key Booster Juice design elements include the following:

REGIONAL OF WINNER

- Neutral wood tone to complement the energy of our brand colours
- Crisp countertops that contrast the surrounding hues spotlighting the activity of the space
- Bold and captivating wall graphics that enforce the brand identity
- Cohesive brand marketing within design elements
- Functional integration of geometry into the architecture
- Layering of finishes to create depth and textures
- Custom wall and window graphics

#### TRADITIONAL



#### TRADITIONAL



#### KIOSK



Grab and Go (no seating)

# **Duile** GOOD • FIT • GOOD-HEALTH • HAPPINESS • HEALTH • THE 1.61

#### **AWARD WINNING TORONTO PEARSON TERMINAL 1**

## AWARD WINNING TORONTO PEARSON FIT & FUN





YORKDALE MALL KIOSK







# **DESCRIPTION OF DESIGN - COLOUR BOARD**



#### **SUPPORT & TRAINING**

Our franchise partners are like family—and we're truly devoted to each and every one of them. We offer extensive support and training to help you achieve success every step of the way.

Here are a few ways we offer unlimited support:

- Use of "praised and proven" Booster Juice systems
- Step-by-step support during store development
- Complete equipment and store design packages
- Non-Traditional training program
- Non-Traditional marketing
- Established distribution system and buying power to lower product cost to your bottom line
- Confidential Operations manuals
- Access to Booster Juice University Online Training Program

We're proud of where we've been, and excited about where we're going. We hope you'll take the leap and join us for the ride. When you join our family, we're certain it won't take long for you to blend right in.



#### WHAT MAKES BOOSTER JUICE SPECIAL!

- Our signature item our Booster Juice smoothies are made from pure juice, incredible fruits imported from South America and Asia.
- Our non-fat sorbets, pro-biotic yogurt and a choice of health enhancing herbal supplements that we call "Boosters".
- Our smoothies and juices are complimented by our popular wheatgrass, super fruits such as acai (Brazilian power berry), Matcha green tea and an array of delicious sandwiches and other healthy snacks like our Booster Balls.
- Our products are ideal for morning and afternoon snacks, for lunch, meal replacement - anytime throughout the day, and enjoyed by all age groups.
- Our products are a healthy alternative to traditional fast food.
- Our products are portable; easily consumed by families on the go with tight timelines and the need for healthy nutrition.

# CLASSICS

\$7.69

#### AMPEDDY CUNCL

#### STRAWBERRY SUNSHINE

Strawberries - Bananas - Passion fruit

\$5.29

Guava - Probiotic yogurt - 290 | 150 Cals

#### **PIRATES NECTAR**

- Mangos Pineapples Pomegranate
- Probiotic yogurt 300 | 140 Cals

#### VERY BERRY

- Blueberries · Raspberries · Strawberry
- Cranberry Probiotic yogurt 280 | 140 Cals

#### MANGO HURRICANE

- · Mangos · Strawberries · Passion fruit
- Guava Probiotic yogurt 280 | 140 Cals

#### **TROPICAL TORNADO**

- Mangos Bananas Strawberry
- Pineapple Probiotic yogurt 350 | 170 Cals

#### HAWAIIAN SUNSET

- Raspberries Bananas Mango
- Passion fruit Guava Probiotic yogurt
- Vanilla frozen yogurt 270 | 130 Cals

# **HIGH PROTEIN**

#### \$8.29

#### BANANAS-A-WHEY

- Bananas Pineapple Vanilla frozen yogurt
- Skim milk Whey (protein 28 g) 360 Cats

#### **RIPPED BERRY**

- · Blueberries · Cranberry · Skim milk
- Raspberries · Vanilla frozen yogurt · Honey
- Whey (protein 29 g) 390 Cals

#### STRAWBERRY STORM

- Strawberries · Cranberry · Vanilla frozen yogurt
  Raspberries · Whey (protein 23 g) · 280 Cals
- Maspoernes . Miley (protein 25

#### NUTTIN' BETTER

- Wowbutter® Pineapple Skim milk Bananas
- Vanilla frozen yogurt Whey (protein 39 g) 650 Cals



# SPIRIT

\$7.69 55.29

#### MANGOSICLE

- · Mangos · Pineapple
- Vanilla frozen yogurt 290 | 130 Cals

#### FUNKY MONKEY

- · Bananas · Chocolate almond beverage
- Vanilla frozen yogurt 400 | 200 Cals

#### **CANADIAN COLADA**

- · Pineapples · Bananas · Probiotic yogurt
- Coconut Vanilla frozen yogurt 370 | 190 Cals

#### BERRY CREAM SENSATION

- Strawberries Blueberries Guava
- Passion fruit Probiotic yogurt
- Vanilla frozen yogurt 260 | 130 Cals

#### PINEAPPLE FREEZE

- · Pineapple · Strawberries · Probiotic yogurt
- Bananas Vanilla frozen yogurt 310 | 160 Cals

#### **OAT-RAGEOUS MOCHA**

- Coffee Bananas Vanilla frozen yogurt
- Cocca Vanilla oat beverage 440 | 220 Cals

# SUPERFOOD

\$8.39

#### \$5.49

#### **BRAZILIAN THUNDER**

- Açai Bananas Raspberries Strawberry
- Probiotic yogurt 410 | 200 Cals

#### **OCEAN MIST**

- · Strawberries · Bananas · Passion fruit
- Mango Guava Collagen 310 | 150 Cals

#### MATCHA MONSOON

- · Matcha Green Tea · Vanilla frozen yogurt
- Vanilla almond beverage 280 | 140 Cals

#### POMEGRANATE PASSION

- · Raspberries · Probiotic yogurt
- Strawberries Vanilla frozen yogurt
- Pomegranate 280 | 140 Cals

#### LEMON BERRY

- Strawberries Pineapples Lemon
- Cranberry Pomegranate 280 | 140 Cals

#### All prices listed do not include taxes.

Adults and youth (ages 13 and older) need an average of 2,000 calories a day, and children (ages 4 to 12) need an average of 1,500 calories a day. However, individual needs vary.

# SUPERFOOD+

#### \$8.69

#### HIGH IMPACT AÇAI

- Açai Cranberry Raspberries Skim milk
- Vanilla frozen yogurt Whey (protein 26 g) 470 Cals

#### MIND OVER MATCHA

- Matcha Green Tea Blueberries
- Vanilla almond beverage Vanilla frozen yogurt
- Whey (protein 25 g) 350 Cals

#### AÇAI AVALANCHE

- Açai Spinach Vanilla oat beverage
- Blueberries Strawberries Vanilla frozen yogurt
- Whey (protein 23 g) 330 Cals

#### POMEGRANATE PUNCH

- Pomegranate Strawberries Raspberries Bananas
- Vanilla frozen yogurt Whey (protein 22 g) 340 Cals

# REFRESH

\$8.49 75.59

#### SPINACH IS IN IT

- Spinach Mangos Apple
- Açai 320 | 180 Cals

#### COCO CRUSH

- Coconut water 
  Coconut 
  Bananas
- Pineapples 290 | 150 Cals

#### TROPI-KALE

- Mangos Bananas Pineapple
- Kale Apples 290 | 140 Cals

#### WILDBERRY RUSH

- Coconut water Basil Blueberries
- Apples Strawberries 190 | 90 Cals



Regular (710 mL)

(355 mL)

Blends / Juices (480 mL)

# **BOOSTER BLENDS**

	480 mL
MANGO TEAZER • Green Tea • Mangos • Pineapple • 60 Cals	\$4.99
TROPICAL TEAZER • Green Tea - Blueberries - Guava • Passion fruit • Orange • 45 Cals	\$4.99
ORANGES 'N CREAM • Orange - Vanilla frozen yogurt • Vanilla oat beverage - 240 Cals	\$7.99
MATCHA ON MY MIND • Matcha Green Tea - Honey • Vanilla oat beverage • 240 Cals	\$5.99
ALMIGHTY AÇAI • Açai • Vanilla oat beverage • Blueberry • 240 Cals	\$5.99

2005

POOR

# **FRESH JUICES**

#### \$7.69

#### HEAVENLY HORIZON

- Apples Lemons Ginger
- Pineapples 210 Cals

#### STRAWBERRY LEMON-AID

- Strawberries Lemons Apples
- Ginger · Carrots · 240 Cals

#### **RED SUNRISE**

- Beets Carrots
- Apples 170 Cals

#### **GINGER HAMMER**

- Ginger - Carrots - Apples - 190 Cals

#### MAUI JUICE

- Oranges Bananas
- Pineapples 200 Cals

#### HAIL TO THE KALE

- Kale Apples Ginger
- Lemons Basil 140 Cals

#### TAHITI SQUEEZE

- Oranges Strawberries
- Apples 180 Cals

# CELERY JUICE

- 60 Cals - \$9.99

Ask us for freshly squeezed apple, carrot or orange juice - 220 | 160 | 220 Cals

SHOTS
<b>•</b> •
LEMON & GINGER - 15   10 Cals
LEMON, GINGER, TURMERIC
& COCONUT WATER - 15   10 Cals
APPLE, LEMON, GINGER - 30   15 Cals

# BOWLS

\$7.29 (480 mL)

60 mL 30 mL

\$3.79 \$2.79

\$3.79 \$2.79

\$3.79 \$2.79

\$5.69 \$3.69

#### ACAI ENERGY BOWL

- · Açai · Vanilla oat beverage · Spinach · Strawberries
- Topped with fresh bananas and granola 420 Cals

#### SWEET GREENS BOWL

- Kale Spinach Pineapple Mangos
- Topped with chia seeds and hemp hearts 250 Cals



FRESH WHEATGRASS · 10 | 4 Cals

Combos		Calories	Price
Regular	Any regular size smoothie and wrap/panini	540-1100	\$14.69
Snack	Any snack size smoothie and wrap/panini	440-678	\$12.49
Juice	Any juice (excluding celery) and wrap/panini	450-700	\$14.49
Celery	Celery juice and wrap/panini	400-510	\$16.49
Triple Play	Any regular size smoothie, single shot (excluding wheatgrass) and Booster Ball	350-810	\$12.19



## MORE ABOUT BOOSTER JUICE

Booster Juice is wholly owned by President & CEO Dale Wishewan who started the company in 1999. Currently, Booster Juice operates over 420 stores; 4 are Corporate & the remainder are Franchised. Key players involved in US Booster Juice/Airport store development are:

**Dale Wishewan (Owner, President & CEO)** is a hands-on owner and very much a strategic visionary and forward thinker; Dale has been recognized in Canada & Internationally for his entrepreneurial and philanthropic endeavours; Dale is a devoted husband, father and also happens to be part owner of the Vegas Golden Knights NHL Hockey team and a Premier League Football team, the AFC Bournemouth

**Carmen Brown** manages the Store Development department at Booster Juice. Carmen joined the company in 2020 and brought with him over 15 years of project management experience in the construction industry. Carmen works with various suppliers, contractors, landlords and our valued franchise partners to successfully complete all new store builds and renovations in Booster Juice locations across Canada.

**Rick Botelho** presently leads the real estate and franchise departments at Booster Juice. Rick was previously the Director of Store Development at Booster Juice from 2000-2008. In his initial tenure with the company Rick developed over 180 franchise locations across Canada and International markets. Rick has held other executive positions with multiple start-up franchise companies. Rick was also an associate at Cushman & Wakefield Edmonton from 2013 -2020, specializing in retail leasing and sales. Rick has developed strong working relationships with many local and national Landlords and developers and is highly skilled in the process of negotiating transactions. Over the years Rick has built a strong reputation based on integrity and knowledge and is considered a strong representative for his clients.

**Jimmy Tran** has been with Booster Juice since 2021 starting as the Western Canada Marketing Manager and now leading the marketing department as the National Director of Marketing. Jimmy brings a ton of experience to Booster Juice from The Brick during his 10-year tenure, holding several positions managing the brand, and creative direction for the company.

**Glenn Tucker (Director of Non-Trad & International)** has been with Booster Juice for over 20 years; Airport store growth is part of his portfolio; Glenn has worked with Pizza Hut Canada and Pizza Hut International, where he was based in Eastern Europe for over 5 years and helped lead store openings in Russia, Poland, Romania, Bulgaria, and Czech Republic, Hungary and other European countries; plus Booster Juice openings in the Middle East, South America, Mexico, India etc. and has worked on the airport program across Canada.

# MORE ABOUT BOOSTER JUICE

- Our US Airport model is flexible; partnering with Primes and ACBDE's via License Agreements.
- Booster Juice products target ALL day parts; Our smoothies & fresh juices are ideal for breakfast, snacks, lunch and meal replacements. Introducing a new line of breakfast sandwiches, Grab & Go items & new flavours of bottled cold pressed juices, protein balls & LTO creative smoothie options.
- Our product is ideally suited for those with the healthy active lifestyle or who are looking for a healthy option when moving from point A to point B.
- With no smells or offending odors, we sell a self-contained meal in an Eco-Friendly cup, reducing the impact on our environment as well.
- We sell the only certified probiotic smoothies on the market. We worked with a food scientist from Michigan State that developed a yogurt with 2 billion colony forming units that allows us to say we have a probiotic smoothie.
- We don't divide the pie but create a bigger one as consumers are searching out healthy options.
- New products launched in 2023: Iced Tea and Refreshers, Alternative Proteins, Super-Food smoothies, new protein balls.
- New Technologies launched in 2023/2024 include: Micros as our POS provider, more mobile application marketing programs, and a more robust loyalty and rewards App

# Pre-COVID (2019) Our Street Locations averaged \$575,000 CAD Sales.

Pre-COVID (2019) Our airport stores averaged \$972,000 CAD Sales.

Booster Juice has embraced technology with our New Booster Juice Loyalty App; Third Party Ordering & Delivery etc.

#### Why target US airport growth now?

Our Brand is well known internationally. We get many queries from travelers when in the US, looking for a Booster Juice. Booster Juice is a prominent ad sponsor of the Vegas Golden Knights Hockey team & our arena rink ads are highly visible on TV screens all across the US and Canada.

In addition, Booster Juice is promoted at the following US MLB ballparks: Kansas City, Oakland, Cleveland and Baltimore - and seen by local TV audiences in these markets and all across Canada.

#### **Booster Juice vs our competitors?**

We use pure juice concentrates (nothing artificial), non-fat, non-dairy all natural sorbets, IQF fruit (freezing improves the nutritional value), Booster included in every single regular size smoothie for free, probiotic smoothie. Our core product is simply superior to others.

# **OUR AIRPORT STORES**

Edmonton International Post Security, Alberta

Edmonton International, Trans Border

Halifax International, Post Security, Nova Scotia

Ottawa International, Post Security, Ontario

Toronto Pearson International, Terminal 1 Pre Security, Ontario

Toronto Pearson International, Terminal 1, Trans Border

Toronto Pearson International, Terminal 3, FIT & FUN

Toronto Pearson International, Terminal 3, Pier A

Saskatoon Airport, Post-Security

Billy Bishop Toronto City Airport - Pre-Security

Billy Bishop Toronto City Airport - Post-Security (Opening Summer 2024)

# OUR AIRPORT STORES PERFORM VERY WELL

Booster Juice has a range of airport concessions experience. We have operated stores at the Mexico City International Airport and at the Bangalore International Airport in India. In Canada, we currently operate stores at these airports.



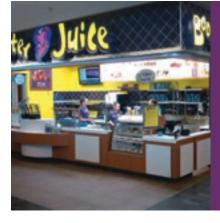
#### Edmonton International Airport - Post-Security

- Size: 275 sq. ft.
- Sales: \$1,200,000
- Sales per sq. ft.: \$4,363
- Opened: 2013



Ottawa Macdonald-Cartier International Airport - Post-Security

- Size: 352 sq. ft.
- Sales: \$900,000
- Sales per sq. ft.: \$2,556
- Opened: 2010/2015



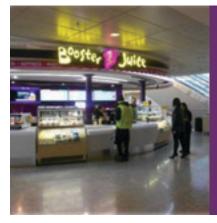
#### Halifax International Airport - Post-Security

- Size: 605 sq. ft.
- Sales: \$850,000
- Sales per sq. ft.: \$1,405
- Opened: 2011



#### Toronto Pearson International Airport - Trans Border T1

- Size: 390 sq. ft.
- Sales: \$1,500,000
- Sales per sq. ft.: \$3,846
- Opened: 2015



#### Toronto Pearson International Airport - Pre-Security T1

- Size: 1,424 sq. ft.
- Sales: \$1,500,000
- Sales per sq. ft.: \$1,053
- Opened: 2015



Toronto Pearson International Airport - Post-Security T3 Pier A

- Size: 366 sq. ft.
- Sales: \$800,000
- Sales per sq. ft.: \$2,185
- Opened: 2016



Toronto Pearson International Airport - Post-Security T3 Fit & Fun

- Size: 1,200 sq. ft.
- Sales: \$2,000,000
- Sales per sq. ft.: \$1,667
- Opened: 2016



# **NOW BOARDING** LET OPPORTUNITY TAKE FLIGHT WITH A BOOSTER JUICE AIRPORT LOCATION

The Booster Juice family is growing and we want you to be a part of it. Canada's first choice in smoothies and juices is seeking opportunities to expand from 10 stores in 6 airports to all North American airports and beyond. Partnered with passionate entrepreneurs, Booster Juice brings a unique and health-conscious alternative to the airport dining experience. Our stores enhance customer and traveller experiences with colourful, bright, and attractive store designs, superb customer service, and quick on-the-go dining. We want to add more choice and more colour to airports across the world, and you can be a part of it.

#### For inquiries, contact:

Glenn Tucker Director of International & Non-Traditional Development (416) 451-9024 gtucker@boosterjuice.com

## **CANADIAN BORN, BLENDED WORLDWIDE**

■ I BOOSTERJUICE.COM