

What are the legal and technical issues of taking a franchise to the USA?

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Gold Coast Convention
20 - 22 October 2013



To expand the obvious – why the US?

- Size
- Population demographics
- Symmetry
- Markets

Find out about the Australian Franchisor

- History
- Proposal
- Experience with expansion
- Structure
- Expectations

Considerations for the US – from the Australian perspective

- Presence?
- Where?
- How?
- When?
- Capital - revenue

Considerations for the US – from the Australian perspective (cont'd)

- Premises
- Facilities / warehouses
- Support services
- Structure

Some tax and revenue issues

- US-Aust Double Tax Convention
- Royalties
- Our Income Tax Assessment Act s.6 “a place at or through which a person carries on business”
- Articles of US-Aust Tax Convention
- Commercial issues

From the US perspective

Over to Rupert