



**Iconic, Innovative,
Irresistible**

**CREATING SWEET MEMORIES IN THE
EVER-GROWING QSR INDUSTRY**



A FRANCHISE OPPORTUNITY



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For over 70 years, Randy's Donuts delighted customers with its handmade, iconic treats, becoming a cultural landmark and a leader in the Quick Service Restaurant industry. From the towering rooftop donut in Inglewood to a growing global presence, Randy's Donuts is a unique brand that provides beloved customers with an unforgettable experience and is known for quality, innovation, and community connection.

In this Industry Outlook, we'll explore why Randy's Donuts stands out in the competitive food service market. From our hub-and-spoke franchise model to the growing demand for fresh, high-quality offerings, you'll discover how Randy's Donuts combines a legendary reputation with modern business strategies to create a franchise opportunity built for sustained growth.



*This eBook makes reference to Randy's Donuts franchise opportunities in the United States. **Randy's Donuts also offers international franchise opportunities** - for more information about those opportunities, please contact franchise@randysdonuts.com

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WELCOME TO THE Randy's Donuts Experience

At Randy's Donuts, we've spent over 7 decades perfecting the art of creating unforgettable moments with every donut. As a beloved cultural icon in the Quick Service Restaurant (QSR) industry, our dedication to quality, innovation, and customer satisfaction has made us a cornerstone of communities nationwide. Our franchise model is built around three transformative pillars: Iconic, Innovative, and Irresistible, each driving our growth and shaping the future of the QSR market.



ICONIC

Randy's Donuts is more than a brand, it's a landmark. From our famous 32-foot rooftop donut to our appearances in movies, television shows, and music videos we've become a huge part of American culture. This iconic status translates to immediate brand recognition, which helps franchisees build a loyal customer base from day one. In the competitive QSR industry, where differentiation is key, Randy's iconic heritage ensures customers know and trust our brand long before they step through the door.



INNOVATIVE

We are now expanding globally through a carefully crafted **hub-and-spoke franchise model** ideal for multi-unit investors. By centralizing production in flagship hubs and distributing fresh, handmade donuts daily to satellite locations, we ensure quality, consistency, and efficiency. This modern approach meets the demand for fresh, high-quality products while keeping

production quality, and operational costs as low as possible for franchisees. As the QSR industry continues to evolve, Randy's Donuts sets a standard for scalable, innovative business practices that position our franchisees for long-term growth.

IRRESISTIBLE

Customers today demand not only tasty meals but also seek indulgent experiences. Randy's Donuts delivers with larger-than-life flavors, premium ingredients, and a variety of options that cater to every taste. From our classic glazed raised donuts to specialty offerings like Nutella Raised and Bacon Maple Long John, every bite creates a memory worth repeating. In a booming industry driven by customer loyalty and repeat visits, our irresistible menu helps franchisees keep their stores busy and customers coming back for more.



THE GROWING POPULARITY OF QSRs

The quick service restaurant (QSR) industry is thriving, with global and U.S. markets experiencing steady growth fueled by changing consumer preferences for convenience, quality, and indulgence. Specialty dessert segments, like donuts, are seeing a surge in popularity as consumers seek out fresh, premium treats. Randy's Donuts is perfectly positioned in this dynamic sector by offering handmade products, iconic branding, and a growing global footprint that meets the demand for quality and community connection.

Here's a closer look at key industry trends:

\$1.1 trillion in 2023

THE GLOBAL QSR INDUSTRY REACHED **\$1.1 TRILLION IN 2023** AND SHOWS NO SIGNS OF SLOWING DOWN.

The U.S. QSR market is projected to hit **\$662.53 billion by 2029**, with a robust 10.28% CAGR.

The global dessert market is expected to grow to **\$204.21 billion by 2031**, driven by a 5.11% CAGR.

The doughnuts market alone is set to climb to **\$23.33 billion by 2032**, highlighting sweet opportunities.

Americans consume an average of **31 donuts annually**, fueling demand for specialty desserts.

The U.S. is home to **over 12,842 donut businesses**, reflecting steady growth in the specialty dessert sector.

Randy's Donuts continues to expand internationally, with new stores opening in Japan and beyond.

Iconic brands like Randy's build loyalty with customers across generations and markets.

Two-thirds of consumers prioritize freshness on menus, reinforcing the demand for handmade products.

Community engagement and socially responsible practices are a key drivers of customer retention in franchising.

Randy's Donuts currently has company and franchisee store operations at 12 locations in California, 4 in Las Vegas, 4 in Phoenix and additional stores in the Philippines, Saudi Arabia, and South Korea.

Industry Insights



FRANCHISING WITH **Randy's Donuts**



LEGENDARY QUALITY MEETS MODERN INNOVATION

Owning a Randy's Donuts franchise means joining a brand with a legacy of excellence that has stood the test of time. As a franchisee, you'll deliver iconic, handmade treats that have delighted generations, all while operating under a modern, efficient business model designed for today's fast-paced Quick Service Restaurant (QSR) industry.

Randy's Donuts is making waves, ranking #161 in Entrepreneur Magazine's 2025 listing of the Top 500 Franchises! We were also listed in Entrepreneur Magazine's 2024 rankings, landing at #36 in the Top 200 Global and securing the #3 spot for New & Emerging Brands!

So, What is Franchising?

Franchising offers the perfect combination of independence and support, allowing you to operate under an established name while receiving the tools and guidance you need. Governed by the Federal Trade Commission (FTC) and outlined transparently in our Franchise Disclosure Document (FDD), the Randy's Donuts franchise system provides a roadmap for growth.

TOP BENEFITS OF FRANCHISING WITH RANDY'S DONUTS



ALL-ROUND TRAINING AND SUPPORT

At Randy's Donuts, we set you up for growth with extensive hands-on training in operations, baking, and customer service at our flagship locations. Our team of experts provides

ongoing support in site selection, store design, marketing, and operational reviews to ensure you're always equipped to deliver an exceptional experience.

ESTABLISHED SYSTEMS AND OPERATIONAL EFFICIENCY

Our hub-and-spoke model allows you to centralize production for consistent quality while also reducing costs. This streamlined approach meets the QSR industry's demand for high-quality products and efficient operations, giving franchisees the tools to scale their businesses confidently.

BRAND RECOGNITION AND MARKET DEMAND

Randy's Donuts is a cultural icon recognized worldwide. As a franchisee, you'll benefit from a loyal customer base that spans generations and markets eager for our signature treats. Our instantly recognizable brand brings traffic to your location, offering a strong start from day one.

PROTECTED TERRITORIES AND REVENUE POTENTIAL

Enjoy exclusive rights to your designated market, providing security and room for expansion. With a diverse menu featuring donuts, breakfast sandwiches, specialty coffees, and more, Randy's Donuts offers multiple revenue streams for potential growth.

COMMUNITY IMPACT AND CONNECTION

Randy's Donuts serves great food and provides a platform for fostering great relationships. From giving back through charitable programs to becoming a beloved fixture in your community, being part of the Randy's Donuts family means creating lasting connections that go beyond the storefront.

THE Randy's Donuts

FRANCHISE OPPORTUNITY

Owning a Randy's Donuts franchise is your chance to join a legacy of excellence and innovation in the Quick Service Restaurant (QSR) industry. As a franchise owner, you'll benefit from our iconic brand recognition, innovative hub-and-spoke business model, and irresistible menu offerings. From site selection to store opening, Randy's Donuts provides comprehensive training and support to help you deliver exceptional quality and build a thriving business in your community.



STEPS TO BECOMING A RANDY'S DONUTS FRANCHISE OWNER

- 1 Make an Initial Inquiry**
Complete the online form to receive more information about the franchise opportunity and what sets Randy's Donuts apart from other brands.
- 2 Hold an Introduction Call**
Participate in a 5- to 10-minute call to answer initial questions and establish your qualifications.
- 3 Have an Exploratory Call**
Join a follow-up call, approximately one hour long, where we'll share more details about the process and learn more about you.
- 4 Fill Out the Candidate Profile**
Complete a short 10-minute profile. After submission, you'll receive our Franchise Disclosure Document (FDD) and begin the formal application process.
- 5 Schedule FDD Review**
Discuss the FDD with our franchising leadership team, covering key details like territories, financials, and operational expectations.
- 6 Attend Discovery Day**
Visit our corporate offices to meet the leadership team, tour our locations, and experience the Randy's Donuts brand firsthand.
- 7 Sign the Franchise Agreement**
Once both parties reach a mutual agreement, review and sign the Franchise Agreement to officially join the Randy's Donuts family.
- 8 Get Ready to Launch YOUR Business!**
Begin training and preparation for the rollout of your new Randy's Donuts franchise, with support every step of the way.

WHO IS THE IDEAL Randy's Donuts FRANCHISEE?

At Randy's Donuts, we're looking for franchise owners who are not only business-minded but are committed to bringing our iconic brand to life in their communities. Whether it's the craftsmanship of our donuts, the innovation of our business model, or the irresistible joy of our customer experience, the ideal franchisee shares our passion for quality and growth.

THE IDEAL RANDY'S DONUTS FRANCHISEE PROFILE

Experienced and Visionary

Prospective franchisees must have a proven track record in multi-unit food service or retail, demonstrating the ability to manage and scale a thriving business.

Locally Committed

Franchise owners should live and work in the territory they wish to franchise to encourage a deep connection with the community and build a loyal customer base.

Financially Prepared

Candidates must have the financial assets or resources available to build and operate a hub-and-spoke model, to support the franchise's launch and expansion.

Growth-Oriented

We're seeking franchisees looking to invest in a multi-unit domestic hub-and-spoke franchise project to ensure robust market presence and brand growth.

Strategic and Detail-Oriented

To demonstrate strategic thinking and operational readiness, a strategy and personal financial statements must be submitted.

Do You Have What It Takes?

If you're ready to bring legendary quality, modern innovation, and irresistible flavors to your community, Randy's Donuts offers the tools, training, and support to make it happen. Join our growing family and become part of a legacy that delights customers and inspires growth.



JOIN THE **Randy's Donuts** FAMILY

Bring legendary donuts, modern innovation, and irresistible flavors to your community with a Randy's Donuts franchise. As a part of our growing family, you'll connect with a brand that's been delighting customers for over 70 years, blending iconic status with a forward-thinking approach to business.

HERE'S WHAT MAKES RANDY'S DONUTS A SWEET OPPORTUNITY:

An Iconic Brand: Become part of a cultural phenomenon loved by generations.

Innovative Systems: Operate with our hub-and-spoke model, designed for growth and efficiency.

Comprehensive Support: Benefit from hands-on training, operational resources, and marketing expertise to set your business up for growth.

Community Connection: Join a brand that values giving back and making a difference in the areas we serve.

Ready to bring the world's most iconic donuts to your neighborhood?

Contact us today and start your journey with Randy's Donuts!

CONTACT INFORMATION:

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