



Talent Corner HR Services Pvt. Ltd. Franchise Proposal

Business Model

Our Business model offers a ready-made solution to the uncertainties faced by those Wanting to start up a new business.

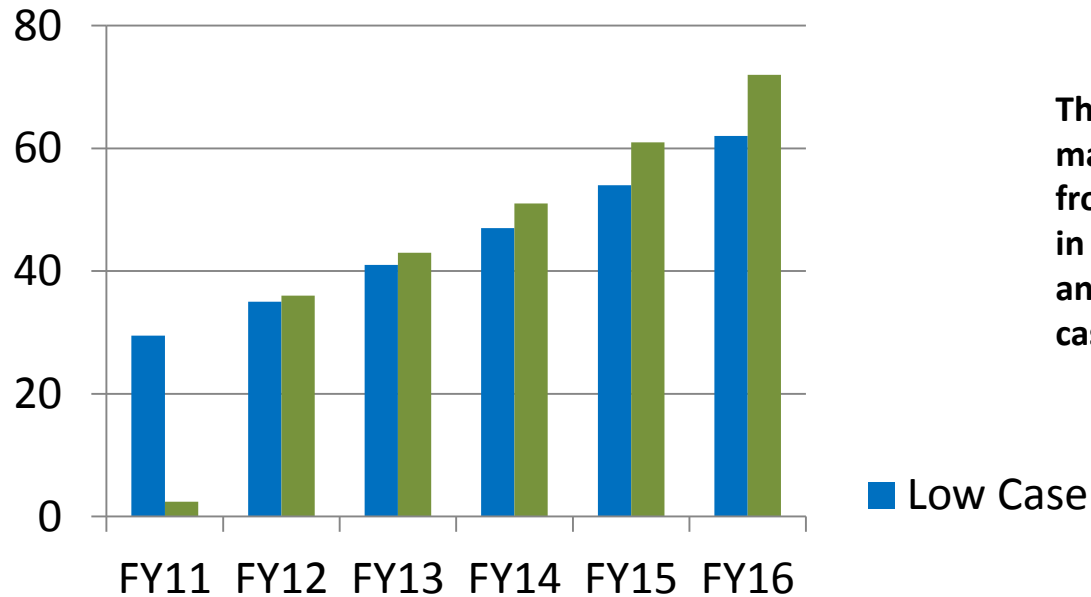
• Salient Features Of Our Business

1. • Low Investment
2. • Can Start From Home, Office Or Coffee Shop
3. • Simple Process- No Experience Needed
4. • Personal & Continuous Training
5. • Focus On The Heart Of Business-Client Servicing
6. • No Useless Paperwork / Compliances
7. • Plug & Play- Start Immediately- Quick ROI



GROWTH OF THE INDUSTRY

Exhibit 5: Permanent recruitment market growth1 (FY11-FY16)*



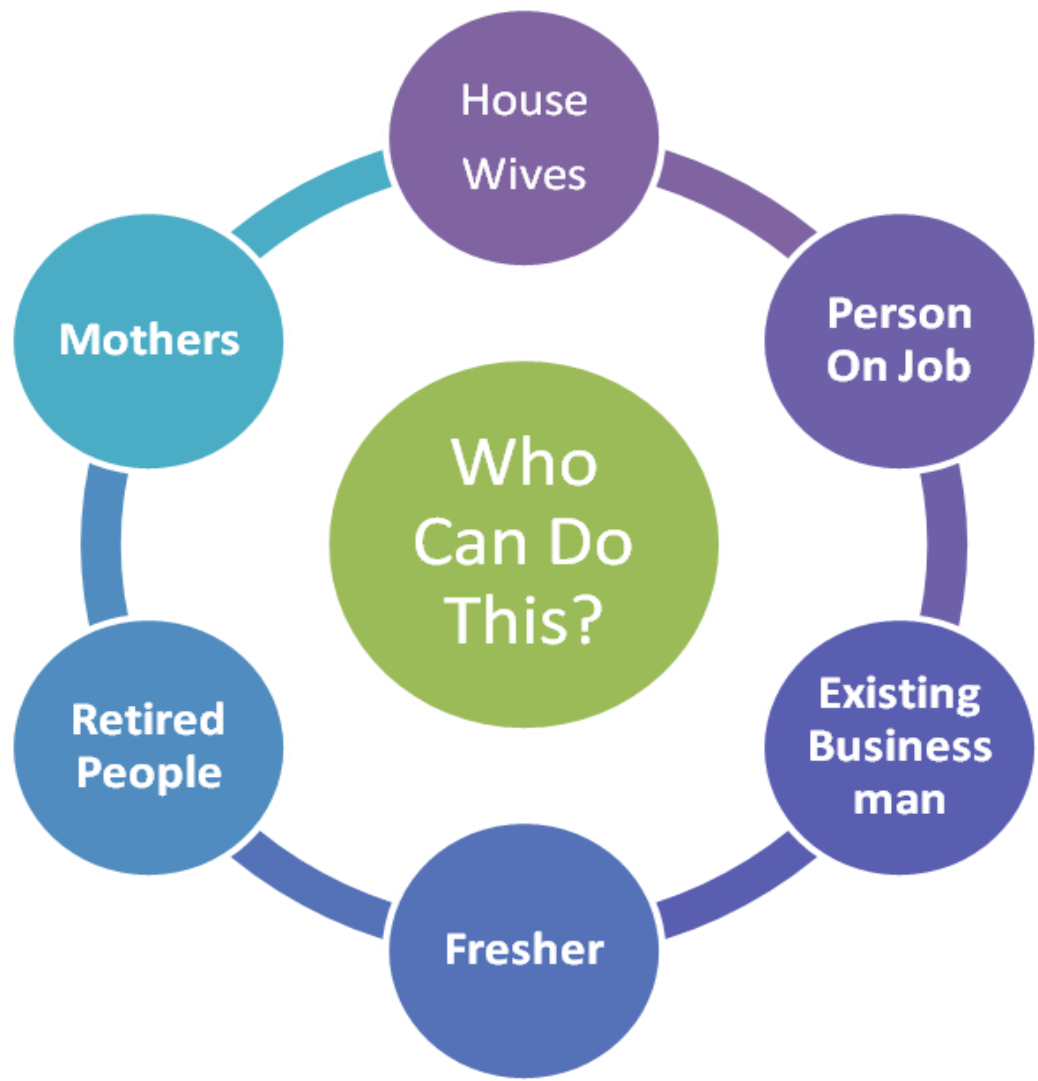
The series and recruitment market is expected to grow from INR62 billion in FY16 in low case at CAGR of 15% and INR72 billion in high case at a CAGR of 20%

Source: Ernst & Young Analysis

*High case is based on the assumption of a higher economic growth and activity which is likely to result in higher rate of growth in the private sector organized work force, as well as, higher rate of increase in the average salary across organization

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Why Talent Corner

- **Business Work Style**

The freedom to work **where** you want, **when** you want and **for whom** you want, with the opportunity to create your own work life balance.

- **Affordability**

Talent Corner ensures that the Business Partner is not bearing too many overhead expenses. Therefore all major expenses such as Master Logins of Databases are bought by the Head Office and & the business partners only needs to bare a minimal Working Capital Expenditure Apart from One Time Franchise Fee.

- **Training**

Talent Corner has a got several training and support programs in place to get you started. Beginning with a Comprehensive Induction Program conducted at either at your Location or at the Head Office in Mumbai where you will trained in all areas of running a TCHR Business Model – from operations to sales.

Ongoing Training as well as opportunity to network, interact and exchange information with other Business partners throughout the globe – provides you with the necessary support to run a successful business.





- **Business Development support**

No Business Development for First 6-9 Months

Dedicated Work & Clients Given to You.

Clients Given to You Even After Start Up Stage

Marketing Material.

Guidance & Training on How to Capture Your Territory.

- **Paper work**

We take away all the hassle of Accounts, Administrative Responsibility of collecting the Contracts, Invoicing and Tax Filing as a part of our support system.

- **Exclusive Client**

You will receive an Exclusive Client For Your New Business. This means the clients are particularly given to you only & not shared with Other Franchisee. You are free to cultivate new sales.

- **Brand name**

Our highly respected brand and 13 years of unblemished track record will consistently help you open more doors, out pitch competitors and win more business.

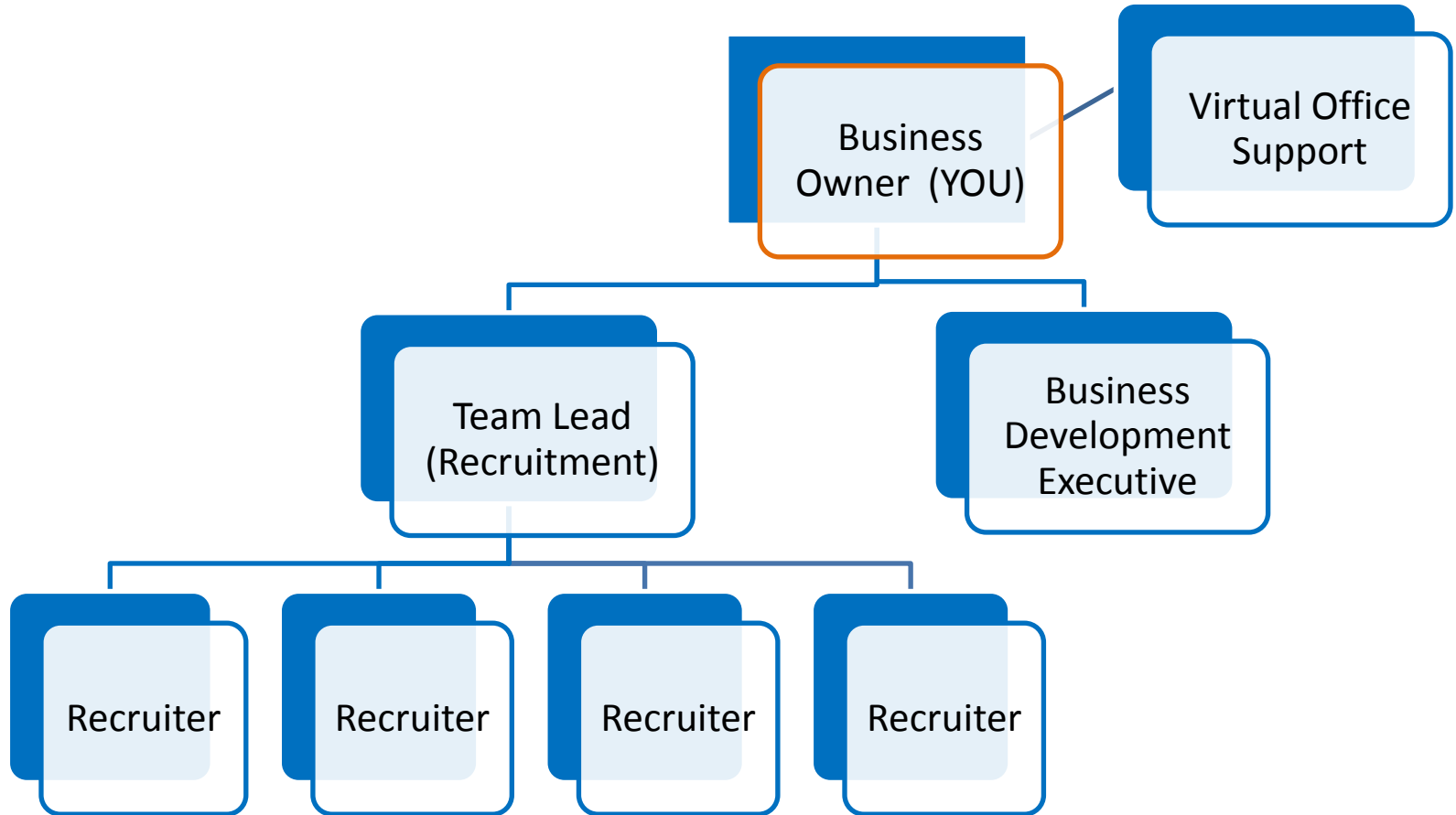
- **Transparency**

At Talent Corner we Take Great Pride in Our Transparent Processes. Every Interaction with a Client in Recorded & you are Kept In Loop. If it's a Contract, Billing Or Collection, you will be Aware.

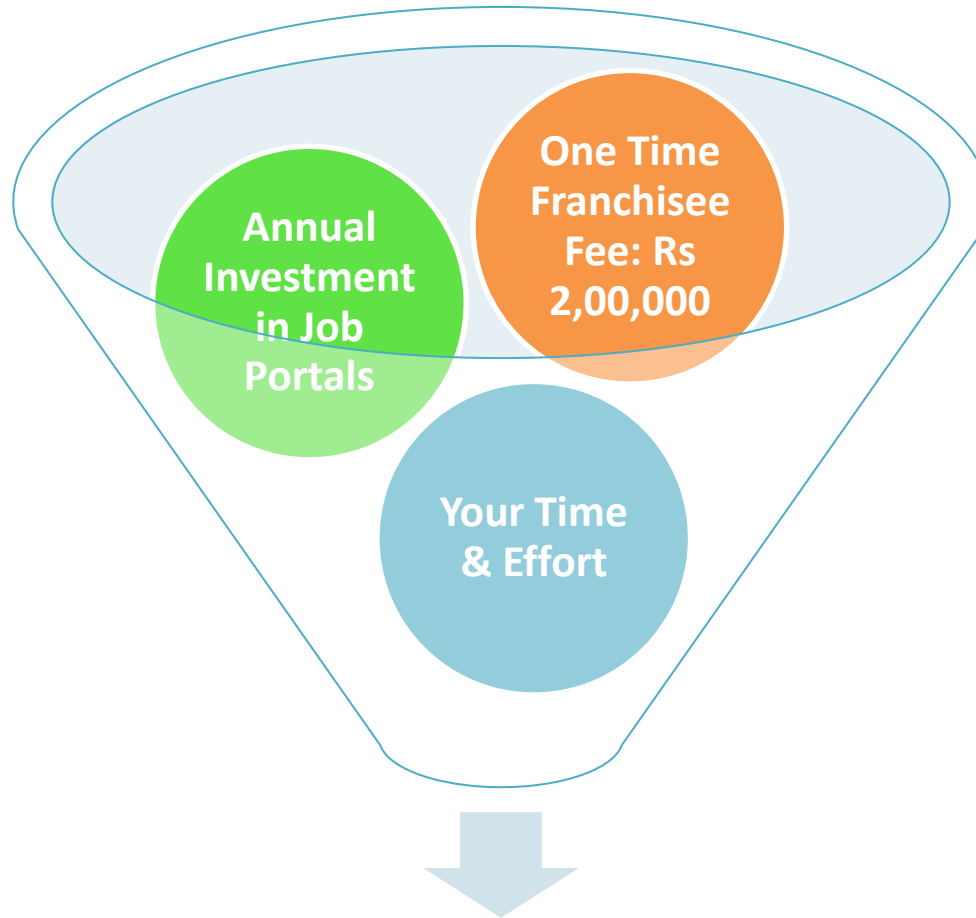


Recommended Organization Chart

This Business Can Be Started Alone or Along with a Team



Investment



Excellent Revenue

* Government Service Tax is Applicable on Franchise Fee



Revenue Generation

- The revenue is Generated from Clients. For every recruitment as per the standard market rate we also charge 8.33% of CTC of the candidates to our clients.
- The franchisee who does the complete recruitment process will get a profit sharing of 75% of that billing amount .
- 25% will go to the head office as Royalty .
- TDS which is Deducted from the Client is Deducted from Our Share of 25%. Franchisee Gets their Full 75%.
- As Per Government Rules, 2% TDS will Be Deducted for Franchise Share. A TDS Certificate for the same is Provided.



Revenue Forecast

Particulars	2015-16	2016-17	2017-18	2018-19	2019-20
Total Manpower	2	6	10	15	20
Total Recruitments/ Month/Recruiter	2	2	2	2	2
Salary /Month/Recruiter	10,000	12,000	15,000	18,000	20,000
Revenue to be Generated/month/recruiter	50,000	60,000	75,000	90,000	100,000
Total Salary paid per year	240,000	864000	1800000	3240000	4800000
Total Revenue generated per year	12,00,000	4320000	9000000	16200000	24000000
Royalty Paid To Franchisor	3,00,000	1080000	2250000	4050000	6000000
Net Revenue for the Franchise	660000	2376000	4950000	8910000	13200000



Our Infrastructure



Testimonials



“Talent Corner HR Services Pvt Ltd, more than 12 years in business, is the freshest and brightest star in the horizon of Recruitment Industry. Working here is exciting, learning, and having fun every day. Our company is crossing new milestones and crossing different barriers every day. All of us here are excitingly contributing and looking ahead to our glorious future”

**“Anand Rao
Mulund Branch Head”**

“We got everything what was expected from (a franchise model) Talent Corner & Rashesh as an individual like freedom, honesty, transparency, requirements/clients, payment delivery sans procrastination, above & beyond the kind of support that HO has extended to us even during our initial stint as well.”

**Shivani Mahajan
Jammu Branch Head**

