



















1937 1953 1962 1968 TODAY In France

I. The chain

II. The marketing strategy

III. The Corporate responsibility



Why Mc Donald's?

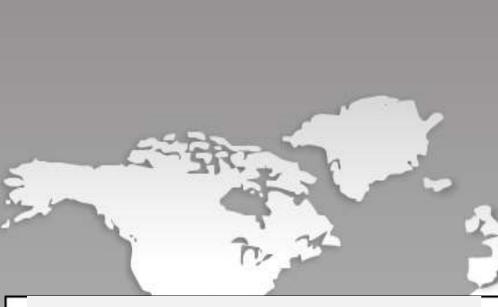
RANK	COMPANY	2015 U.S. SYSTEMWIDE SALES (MILLIONS)	2015 U.S. AVERAGE SALES PER UNIT (THOUSANDS)	NUMBER OF FRANCHISED UNITS IN 2015	NUMBER OF COMPANY UNITS IN 2015	TOTAL UNITS IN 2015	TOTAL CHANGE IN UNITS FROM 2014
1	McDonald's	\$35,800 0	\$2,500.0	12,899	1,360	14,259	-91
2	Starbucks	\$13,300.0	\$1,062.2	4,962	7,559	12,521	303
3	Subway*	\$11,500.0	\$424.3	27,103	0	27,103	145
4	Burger King*	\$9,530.0	\$1,337.4	7,074	52	7,126	-16
5	Taco Bell	\$8,820.2	\$1,460.0	5,227	894	6,121	170
6	Wendy's*	\$8,811.9	\$1,540.0	5,090	632	5,722	-58
7	Dunkin' Donuts*	\$7,620.0	\$903.8	8,392	39	8,431	349
8	Chick-fil-A	\$6,825.9	\$3,977.3	1,646	337	1,983	96
9	Pizza Hut	\$5,703.8	\$725.0	7,311	511	7,822	-109
10	Panera Bread	\$4,900.0	\$2,500.0	1,071	901	1,972	92
11	Domino's Pizza	\$4,800.0	\$900.0	4,816	384	5,200	133
12	Chipotle*	\$4,501.2	\$2,424.0	0	1,971	1,971	216
13	Sonic	\$4,390.0	\$1,200.0	3,139	387	3,526	41
14	KFC	\$4,328.3	\$1,000.0	4,064	206	4,270	-121
15	Carl's Jr./Hardee's	\$3,661.3	\$1,248.7	2,673	285	2,958	45
16	Arby's	\$3,540.0	\$1,073.0	2,210	1,004	3,214	-12
17	Dairy Queen*	\$3,532.0	\$783.0	4,509	2	4,511	-1
18	Little Caesars*1	\$3,453.2	\$815.0	3,626	611	4,237	212
19	Jack in the Box	\$3,395.5	\$1,510.0	1,836	413	2,249	-1
20	Popeyes Louisiana Kitchen	\$3,100.0	\$1,458.5	2,469	70	2,539	160

How Far Can You Get From McDonald's? BY STEPHEN VON WORLEY ON SEPTEMBER 22, 2009



I/THE CHAIN – The history

Welcome to McDonald's









THE CHAIN – The history



Speedee Service System in 1948







THE CHAIN – The history







Few figure





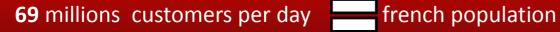




13 milliards french fries per year

World population









2% of global advertising fees

Original menu in the world



Mc Spaghetti (Philippines)



Mc Huevo (Uruguay)

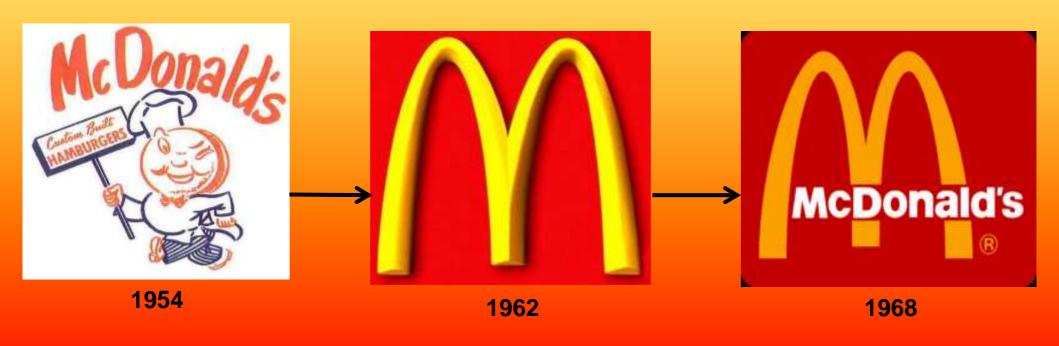


Gaspacho (Spain)



Seaweed sauce (Asia)

The logo



The Colour symbolic:

- In lots of countries: red and gold boldness, power
- In few countries (France): green ←→ environmental responsibility



2009 in France

II. The marketing strategy

Sponsoring



Sponsor of Olympic Games since 1967





Sponsor of Stade Toulousain



Social network



Social Gaming





Street Marketing

McDonald's Pick n Play



30 seconds without losing



An edible gift from the nearest Mc Donald's



Zebra crossing (Switzerland)



Billboard spotlights (chicago)

The media

Television





Posters



Internet



III/THE CORPORATE RESPONSIBILITY

Sustainable development



Charities





McDonald's Chicken Gets New Standard: No Human Antibiotics

Biological burger in the United States in 2016









I - The Chain

II – The Marketing Strategy

III – Corporate Responsibility

I – The Chain

History:

Born in Connecticut (1965)

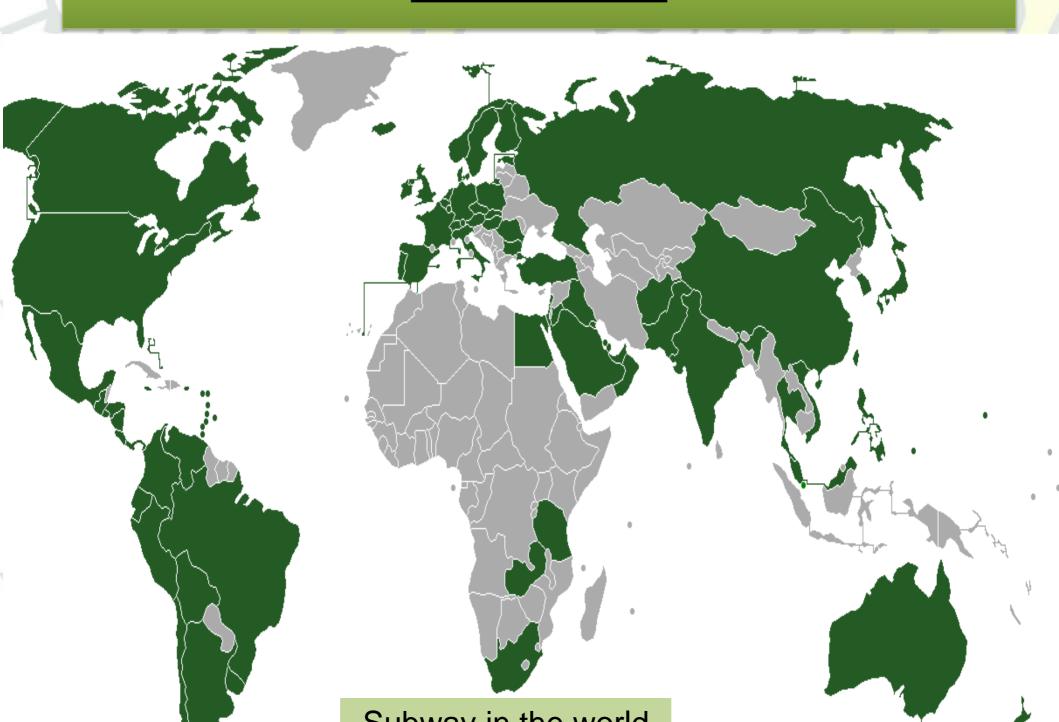
First franchise in 1974, in the same state

Play on words: Submarine/Sandwich

Now: more than 40,000 shops in the world



<u>I – The Chain</u>



<u>I – The Chain</u>

Concept:

Fresh Sandwichs & Salads made under the eyes

Time of preparation: under 3 minutes

Large choice of ingredients

• Nutrition:

Recipes with less than 6 g of lipids

Leader in nutritional point of view

Low Prices: avg. \$7,50 for a meal



II – The Marketing Strategy



Toutes nos viandes sont cuites ou fermentées dans des conditions contrôlées, congelées et décongelées avant utilisation.

(1) Préparation à base de dinde, (2) Préparation à base de Jambon de porc, tranché, traité en salaison, goût fumé, (3) Tranches de viande de Bœuf cuite avec adjonction de protéines de lait et arômes Les recettes de Mini Subs ne sont pas modifiables : pain blanc ou complet + base « recette » avec légumes et 1 sauce au choix.

Hon extra frieira non contratulais. Offer uniquement viable dans les rescuents 30 PMP participant, non condulais avec teute autreprisont en cours.

Les centaurens South net de unitée handaisée applichte par des energeness indépendents. 2019 Dator's handaisée in Cytillatins anque éléponé de Doctris Associates inc.









II – The Marketing Strategy



Street Marketing







III – Corporate Responsibility

- Comitment : American Heart Association & National Institute of Health
- Ecologically and socially responsible









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COMPANY/CHAIN NAME	SYSTEMWIDE SALES (MILLIONS)
McDonald's	\$35,600.0
Subway*	\$12,100.0
Starbucks*1	\$10,600.0
Wendy's 2	\$8,600.0
Burger King*	\$8,587.0
	McDonald's Subway* Starbucks*1 Wendy's 2

1/History

2/Concept

3/Marketing

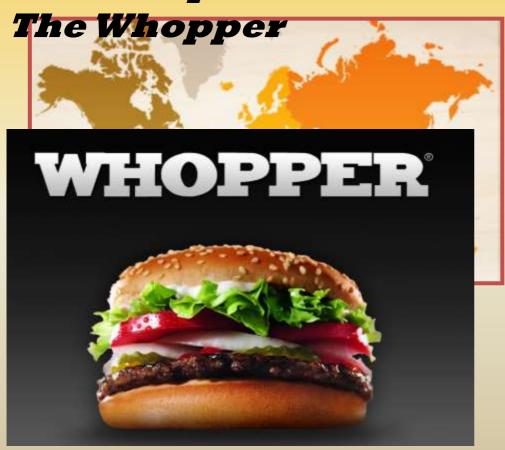
1/History

BURGER

Created in 1954

12.400 restaurants in 73 countries

Famous product:







Burger King returns in France





Marseille's Airport

Highway near Reins



2/Concept













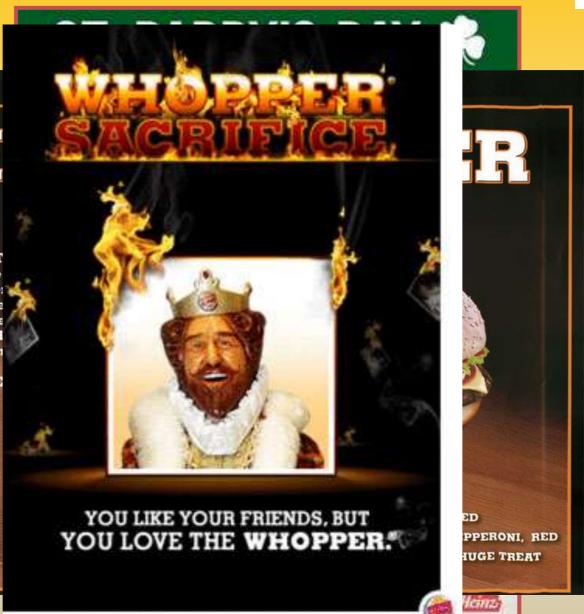


3/Marketing: Anecdotes







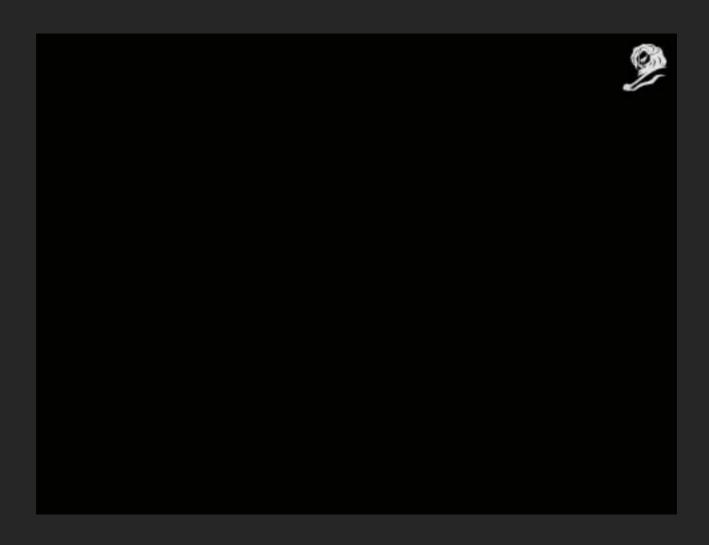
















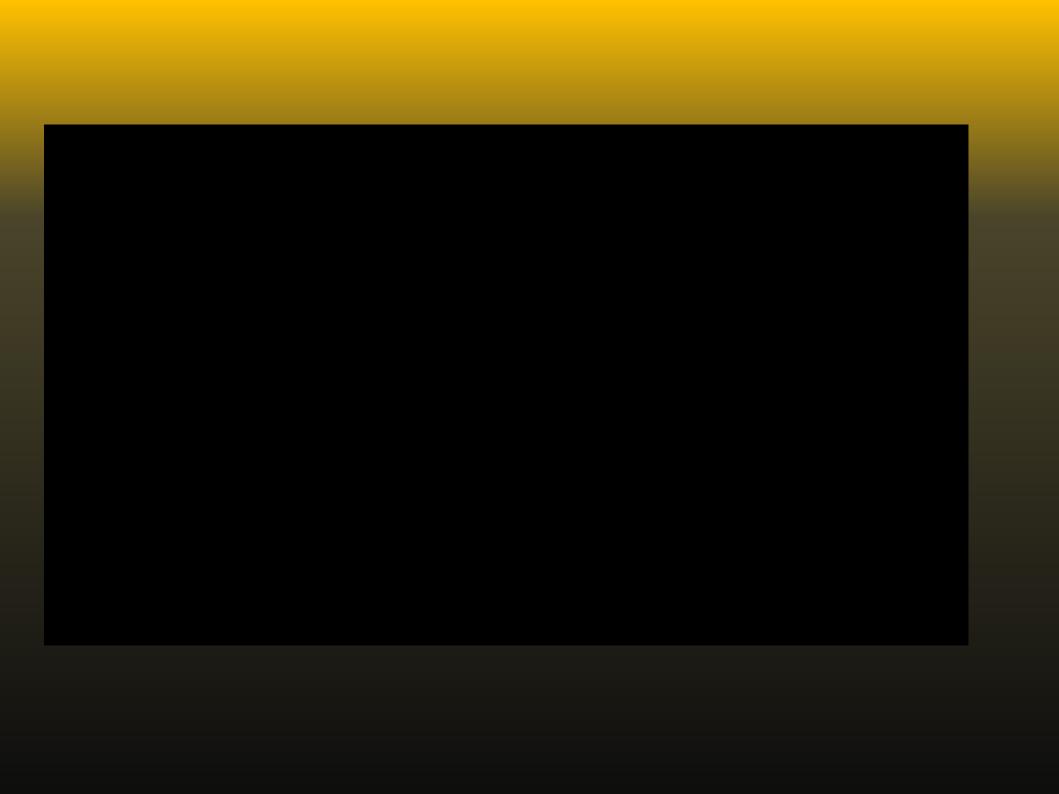
POUR NE PLUS FAIRE LA QUEUE CHEZ NOUS ! BATTEZ-VOUS!

Nous avons créé le premier jeu mobile qui permet de ne plus faire la queue. Pour passer devant tout le monde, téléchargez l'application BURGER KING® FRANCE et tentez de gagner un Fast Pass.











2/Concept

3/Marketing

4/The corporate responsibility

Created in 1962 by GLEN BELL

Sold in 1978

Sold in 1997









New slogan in 2012



2/ Concept: Tex-Mex Food





TACO BELL THE NEW CANTINA BELL" MENU



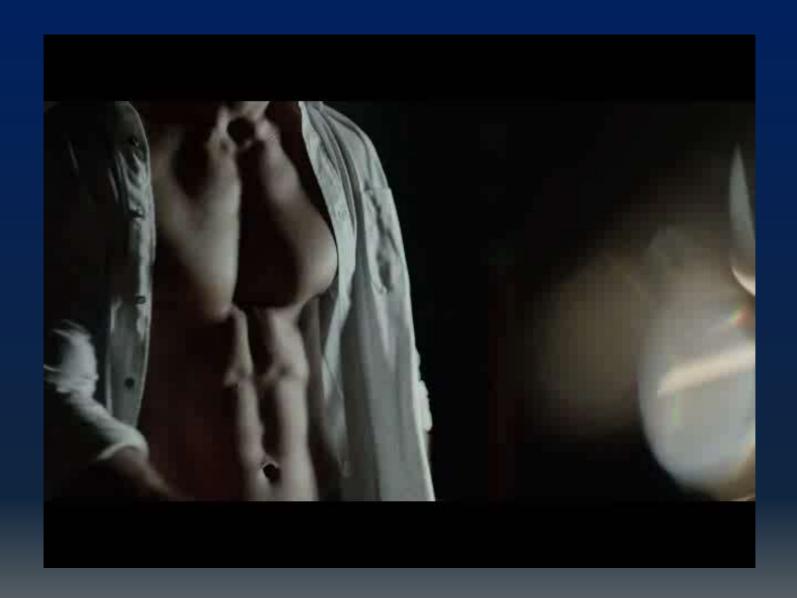


3/Marketing



Super Bowl 2014 TV Commercial





4/The corporate responsibility



TACO BELL FOUNDATION FOR TEENS

CREATED IN 1992







2/ Concept

3/Marketing

4/The corporate responsibility





November, 1969 founded by Dave Thomas



November, 1970 First drive



March 1978 1000th Wendy's opens



November 1979 Salad bar

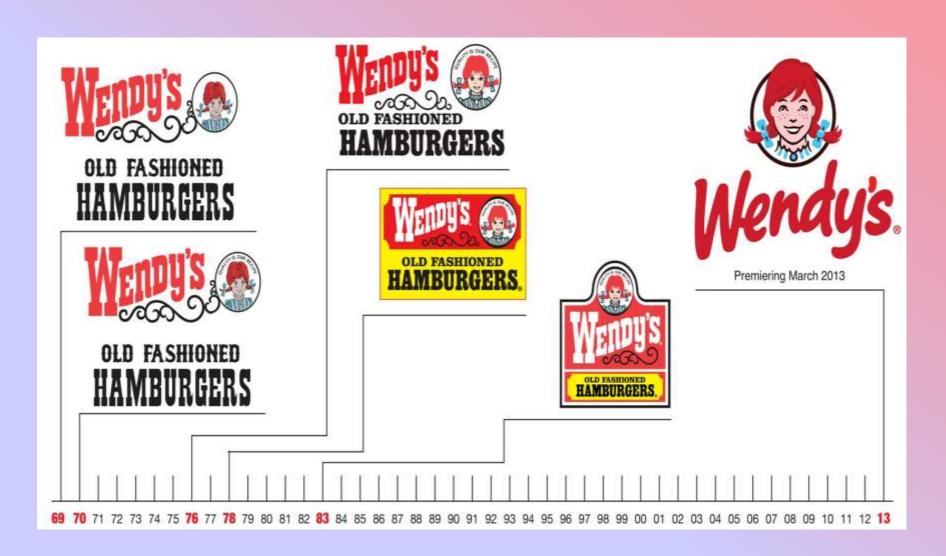


November 2006 Wendy's sells Baja Fresh



2013

6500 restaurants New logo



Wendy's around the world:





28 countries like the U.S.A. Japan, Russia but not yet in France

2/ Concept



OLD FASHIONED HAMBURGERS®



CHICKEN AND WRAPS



GARDEN SENSATIONS® SALADS



RIGHT PRICE RIGHT SIZE MENU™



FRIES & SIDES



BEVERAGES



WENDY'S KIDS' MEAL®



FROSTYM









3/Marketing

Smartphone application





Discount for Toys R us



4/The corporate responsibility



Wendy's gives advantage to the military veterans





Wendy's Wonderful Kids

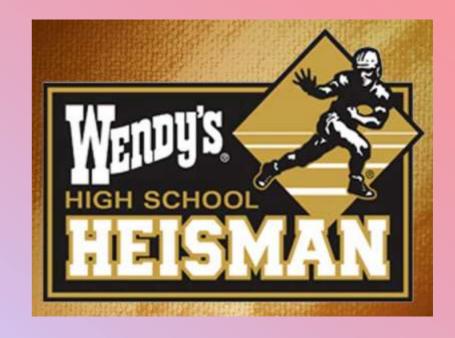


4/The corporate responsibility

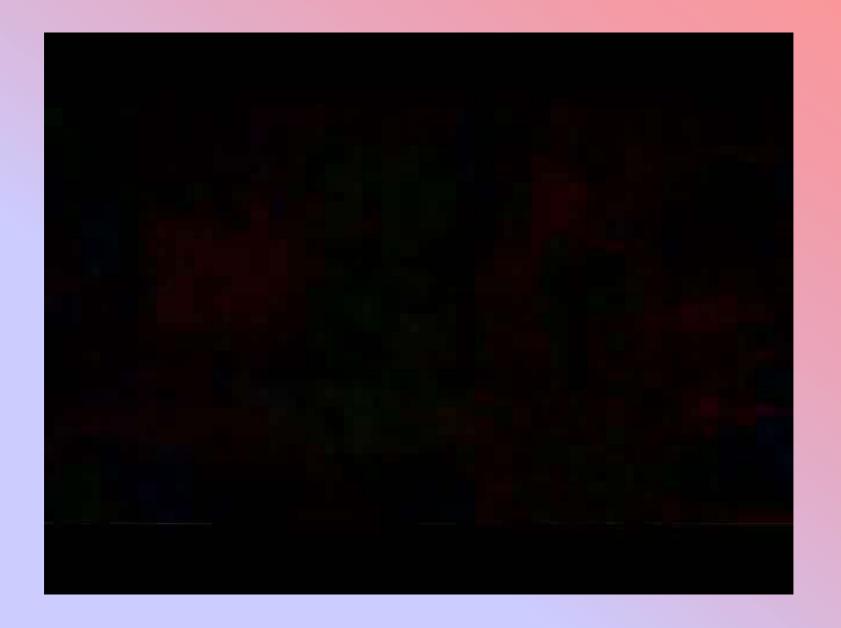


Wendy's High School Heisman

Reward teenagers according to different criteria such as sport, studies, art.











AMERICA RUNS ON DUNKIN'SM



RANK ▼	COMPANY/CHAIN NAME	2014 U.S. SYSTEMWIDE SALES (MILLIONS)
1	McDonald's	\$35,447.0
2	Starbucks 11	\$12,688.9
3	Subway ⁻	\$11,900.0
4	Burger King *	\$8,640.1
5	Wendy's ^	\$8,512.8
6	Taco Bell ²	\$8,200.0
8	Dunkin' Donuts	\$7,175.9







Concept



Recipe:
Coffee + Bakery Products

Promoted as Starbucks on American ground

Anecdotes

DUNKIN' DONUTS

Dunkin' sponsors:



New England Patriots:
(American football team of Boston)



Boston Red Sox: (American baseball team of Boston)

Dunkin' apps

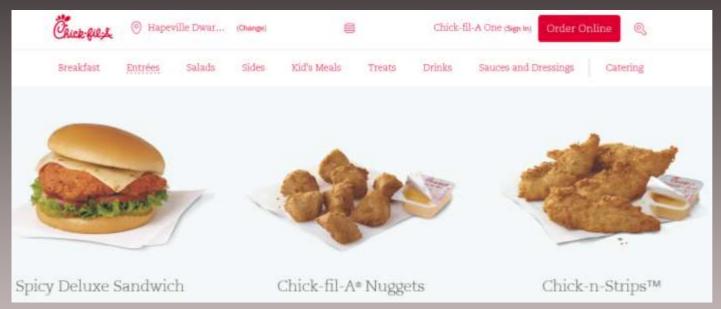


Dunkin' Donuts has created game on mobile phone





Chick-fil; &





View All Stories

FOOD



California Love: Chickfil-A and Guacamole LIFESTYLE



Your Guide to What Mom Really Wants for Mother's Day INSIDE CHICK-FIL-A



The Day Chick-fil-A
Opened Up for Just One
Special Guest

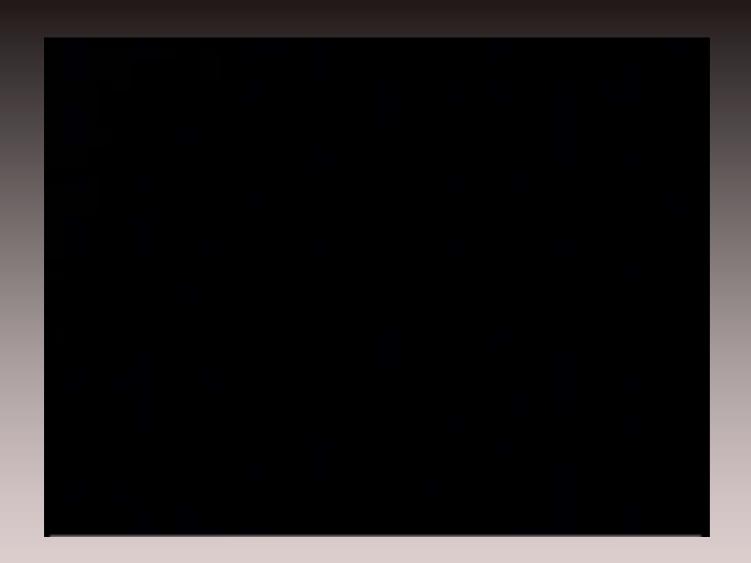
NEWS



Chick-fil-A Makes
Frosted Lemonade Even
"Sweeter" This Spring











A YUM brand







KFC spécialités au poulet



Taco Bell spécialités Tex-Mex



Long John Silvers spécialités de poissons et crustacés



A&W Burger spécialités américaines à la viande de boeuf, hamburgers, hot-dogs...

Logo evolution

1958-1967



1967-1999



1999-present



Pizza Hut in the world

776 restaurants in 29 countries



A new concept: PHD



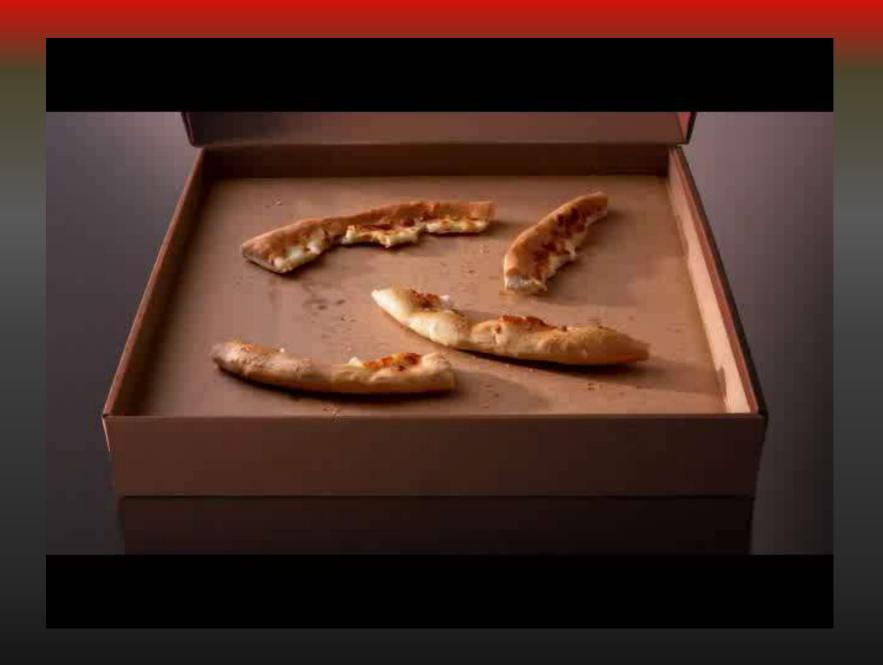
Concept:

Customers can take away their pizzas in 10 minutes instead of 20

Coupons are not limited in time. Prices are simplified to make round figures with only two fares (€8 or 12, depending on the size). Service should not last more than 10 minutes.









Sonic Drive-In

America's drive in











Website





Social networks





Happy hour

Billboards





SONIC DRIVE-IN 2015 Super Bowl Teaser TV Commercial









Concept



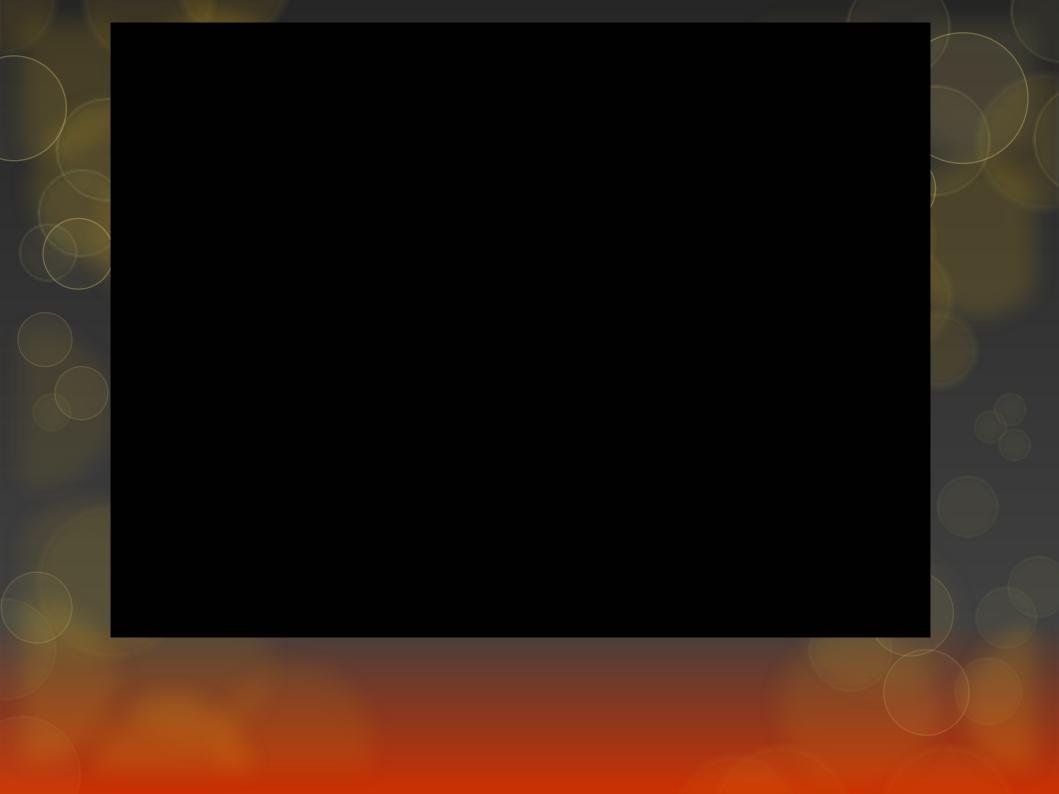


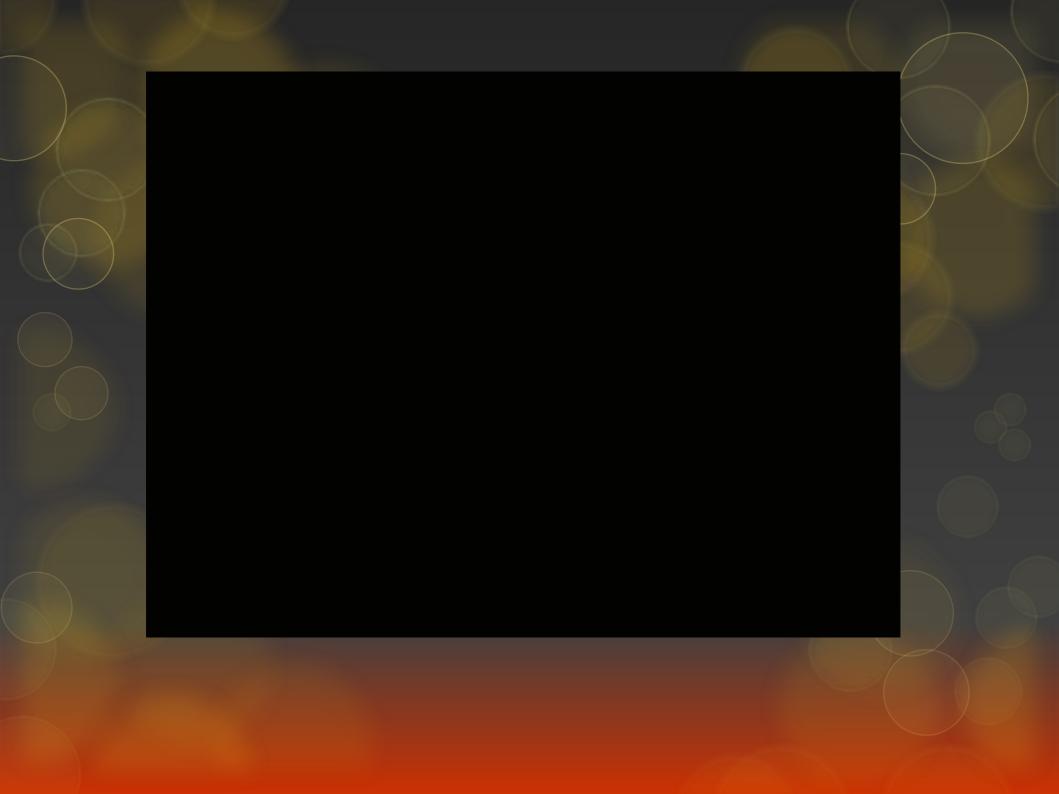


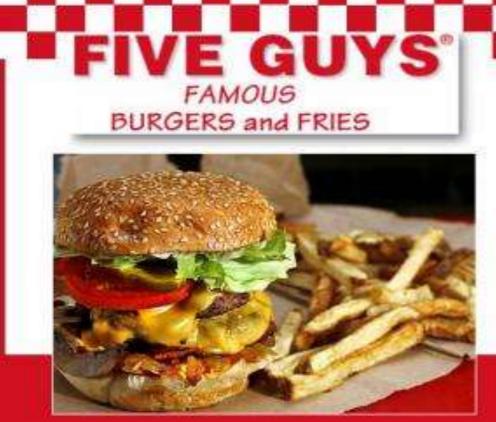
Recipe: Chicken Wings + Sauces + Beer + Sports











1986: The first Five Guys

They use only fresh ground beef.
There are no freezers in Five Guys locations, just coolers. Nothing is ever frozen.
They use only Peanut oil.
Their menu is trans-fat free.





SOCIAL NETWORKS

facebook









SMARTPHONE APP





Five Guys have created a Smartphone application to allow their customers to order their burgers directly with their phone and to pay online.





Daniel Kim opened the first Red Mango store in South Korea in 2003 130 stores

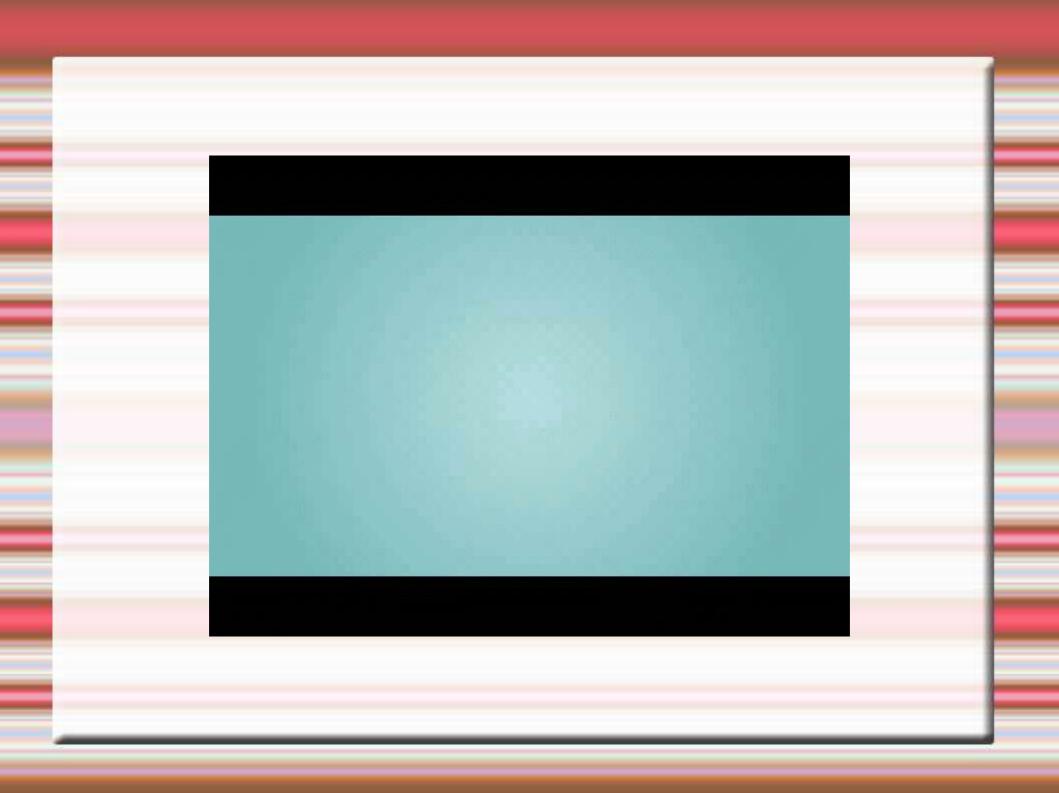












SHAKE SHACK®



Shake Shack

Menus & Nutrition





Shake Shack

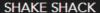
The social networks

FOR YOU

Let's Talk It Out Join the Mailing List







Stand For Something Good

Join Our Team

SHAKE SHACK

foursquare







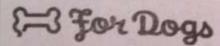








Shake Shack



\$3.75 Pooch-ini®

A chilly treat for those with four feet. ShackBurger dag biscuits, peanut butter sauce and vanilla custard. Includes dairy, sugar and nut products. Not intended for small dags.

\$7.50 Bag O' Bones

A real doggie bag: handful of ShackBurger dog biscuits to go.

www.shakeshack.com







CHIPOTLE

MEXICAN GRILL



Today

- 1000 restaurants
- 26000 people
- 75000 customers per day







Menu and nutrition

- Mexican's specialty food
- Vegan food also
- Kid's menu
- « Nutrition calculator »









Corporate responsibility

- 1999, S.E begins to get interested in the meat he offers
- He didn't want animal suffering to be part of the success
- 2000, naturally raised pork
- 2002, naturally raised chicken
- 2004, zero trans fat frying oil
- 2007, naturally raised beef



ENVIRONMENT

- Waste
- Organic food
- Family farms
- Local food











