



Dear Sir / Madam

Thank you for your interest in our **Shield Express Car Wash** Brand, please find herewith the relevant information as requested.

Please be advised that there are very limited sites available and we would recommend that **you should look for your own premises**. We will assess the site and give our opinion as to the viability of the site. Premises should be in the region of **220 m²**. (including parking) Once we have done a feasibility study and found the premises viable, you will have to do a Personality Profile Analysis in order to determine your appointment as a franchisee for a **Shield Express Car Wash**.

- ✚ The complete set-up cost FOR A BRAND-NEW SITE is in the region of **R950 000** (based on 220m²) **2 bay cleaning station**
- ✚ The set-up cost for a **3-bay cleaning station** is in the region of **R1 300 000** based on **240 – 280 m²**
- ✚ **Your own contribution unencumbered is 50% of the above** (This forms part of the setup cost and the balance can be financed by your own financial institution (Bank).
- ✚ **We have based our pricing on the assumption that we do not need to pave the site and the area is a flat level surface (we don't need to do any landfill)**
- ✚ **Please note the above excludes the deposit which may be required by the landlord to secure your site**
- ✚ The Once off Setup **Franchise fee is R150 000**; split into 2 deposits – **R75 000** payable once you are appointed as a Franchisee, this will be utilized for the site visit, and franchise costing. The second **R75 000** is payable once the above drawings are received and we commence with the installation. Once the drawings have been received, they will be put out to our appointed suppliers.

A 50% deposit is required before commencement of developing the outlet. On completion the balance should be paid in full before the site is handed over.

The franchise fee also includes the following: -

- Franchise Agreement
- 2 Weeks training for staff including the franchisee and manager
- Initial uniforms for the above people (hats; overalls; boots flyers and shirts)
- ✚ Royalty of R3000 per month is payable (excl VAT)
- ✚ Software fee R420.00 per month is payable (excl VAT)
- ✚ **We do have limited corporate sites available which are currently trading, and some are available for sale please enquire. These will be sold at a market related price.**
- The cost of these trading site starts at R1500 000**

Where to look for premises:

1. Shopping Centres or Malls of 10,000m² and more
2. Next to Fuel Stations with an average fuel consumption of 450 000 litres per month.
3. Your rental amount should not exceed R75.00 per square meter
4. In order to make the investment of R950 000 work for you, you must get an average of 1000 to 1300 customers spending R85 – R110 + per head on average every month at your site to make the necessary turnover for the month.

Once you have found a suitable site or would like to discuss an existing site please e-mail the relevant details of the premises to franchise@shieldexpress.co.za.

Franchise Team



ULTIMATE RESULTS WHEN CARING FOR YOUR VEHICLE

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