

Franchising Cost Breakdown

| ITEM | Cost | Value | Description |
|-------------------------------------|----------------------|-----------------------------|---|
| Optima Steamer | \$5,350.00 | \$7,000.00 | Core equipment of the TurboWashIT Operation |
| Equipment Operational Training | Free | \$1,500.00 | Training on how to operate the optima steamer |
| Maintenance Training | Free | \$2,000.00 | Training on how to perform various maintenance services to the optima steamer and become a service center. |
| Website portal payment platform | Free | \$3,500.00 | www.turbowashit.com Franchise would be plugged into website and payments can be processed through us to you. |
| CIP- continuous improvement program | Free | \$1,000.00 yearly | Innocrave Solutions Limited would be supporting your operations and updating you on how to improve your services and customer experience. |
| Subsidized maintenance support | - | 25% Discount | Maintenance servicing would be subsidized |
| Customer Base | Support / Networking | =N=15,000.00 daily(minimum) | We have engaged multiple corporate organization that we plan to service as we get approval we would be engaging franchisee to take over customer since we would be operating the same brand |
| Banner, Branded T-Shirts, Flyers | Free Branding | =N=25,000.00 | Advertising Banner, Official staff branded T-Shirts, Advertising Flyers |

Optima Steamer Cost Breakdown

| International Market Price | Nigeria Market Price | Nigeria Sub-Distributor Price | Franchising Cost |
|------------------------------------|----------------------|-------------------------------|------------------|
| \$7,000.00 USD | \$5,950.00 USD | \$5,650.00 USD | \$5,350.00USD |
| Saving | \$1,050.00 USD | \$1,350.00USD | \$1,650.00 USD |
| Naira Equivalent at N320 to Dollar | N1,904,000.00 | N1,808,000.00 | N1,712,000.00 |

OTHER ITEMS OUTSIDE THE FRANCHISEE PACKAGE

| ITEM | Description |
|-------------------------------------|--|
| Vehicle | If franchisee would be pursuing the mobile car detail structure, a suitable vehicle within the franchisee budget can be used. Recommendation: Low level Van with enough space. Toyota Sienna, Honda Odyssey, Pickups etc |
| Car wash Bay / Office | If franchisee already has space to run a car wash bay this would be perfect and could also be used as service center in the future. But because of the high cost we recommend you start small then grow big. |
| Generator (minimum 2.5kwa) | The optima steamer uses about 300w of electricity however because the vacuum cleaner takes up to 2000w and above a 2.5kwa generator is needed. Recommendation: sound proof compact honda 3.5kva |
| Industrial electric power extension | This would act as an alternative source of power if permission is given at customer premises |
| Vacuum cleaner (minimum 2 sets) | Minimum of 2 sets to be able to deliver 7 complete end to end car detailing services. |
| TDS Meter | For testing hardness or softness of water. Highly recommended testing hard & Soft H2O |

| | |
|---|---|
| Water Softeners (Accessories from SJE) | On placing your order this is an addition accessories which we recommend |
| Hand Gloves | Safety Gloves from the hot steam |
| Safety Glasses | Safety Glasses from the hot steam |
| Car Tyre shine | Finishing of car detailing service to ensure customer satisfaction |
| Engine Degreaser & Protector | Finishing of car detailing service to ensure customer satisfaction |
| Polisher | Finishing of car detailing service to ensure customer satisfaction |
| Four team Staff (minimum) | This is the key to the success of the business. Dedicated, smart self-driving staffs.1 BDM 2.OPS MRG 3. CSO 4.OPERATOR |

Revenue & ROI Online promo prices

| Services & Price | Minimum Daily Target | Revenue Monthly |
|--------------------|-----------------------------------|----------------------------------|
| E-Turbo | 7 X 1280 = N8,960 | 215,040.00 |
| I-Turbo Standard | 7 X 800 = N 5, 600 | 134,400.00 |
| I- Turbo Delux | 3 X 1600 = N 4,800 | 115,200.00 |
| Engine-Turbo | 3 X 2400 = N7,200 | 172,800.00 |
| | TOTAL | 637,440.00 |
| Other Services | Hospitals, Hotels, Bank etc | 25,000.00 |
| Royalty fee | N 750 .00 Daily for 6 days | Monthly Fee = N 18,000.00 |
| ROI | 8 months | |

