



Dubai, UAE

# Car wash without water

**PRESENTATION OF THE PROJECT**

July 2018

Dear Sirs!

- ▶ The project is a network of prefabricated car washes without water. Each wash will provide up to 20 machines at a time. In the car wash area there will be a cafe for customers who wait (15-20 minutes) for their cars. The cafe will offer delicious soft drinks. But the work will not be limited to washing cars in this area. The departure of the washers by orders to the client's address is planned. The washer rides the scooter and carries with him all the necessary accessories for washing.
- ▶ Another type of car washing service that will be offered is car washing at mall parking lots - shopping centers. Cleaners in special clothes, overalls with the company logo are working in the parking lot of the mall. A senior manager who monitors the work of the washers and receives money from customers to advertise the car wash. A promotional text is sent through his loudspeaker recorder, inviting the visitors of the mall, who came by car, to wash the car. The recording is alternated from Arabic to English.
- ▶ Car washing will be done with environmentally friendly detergents from the USA.

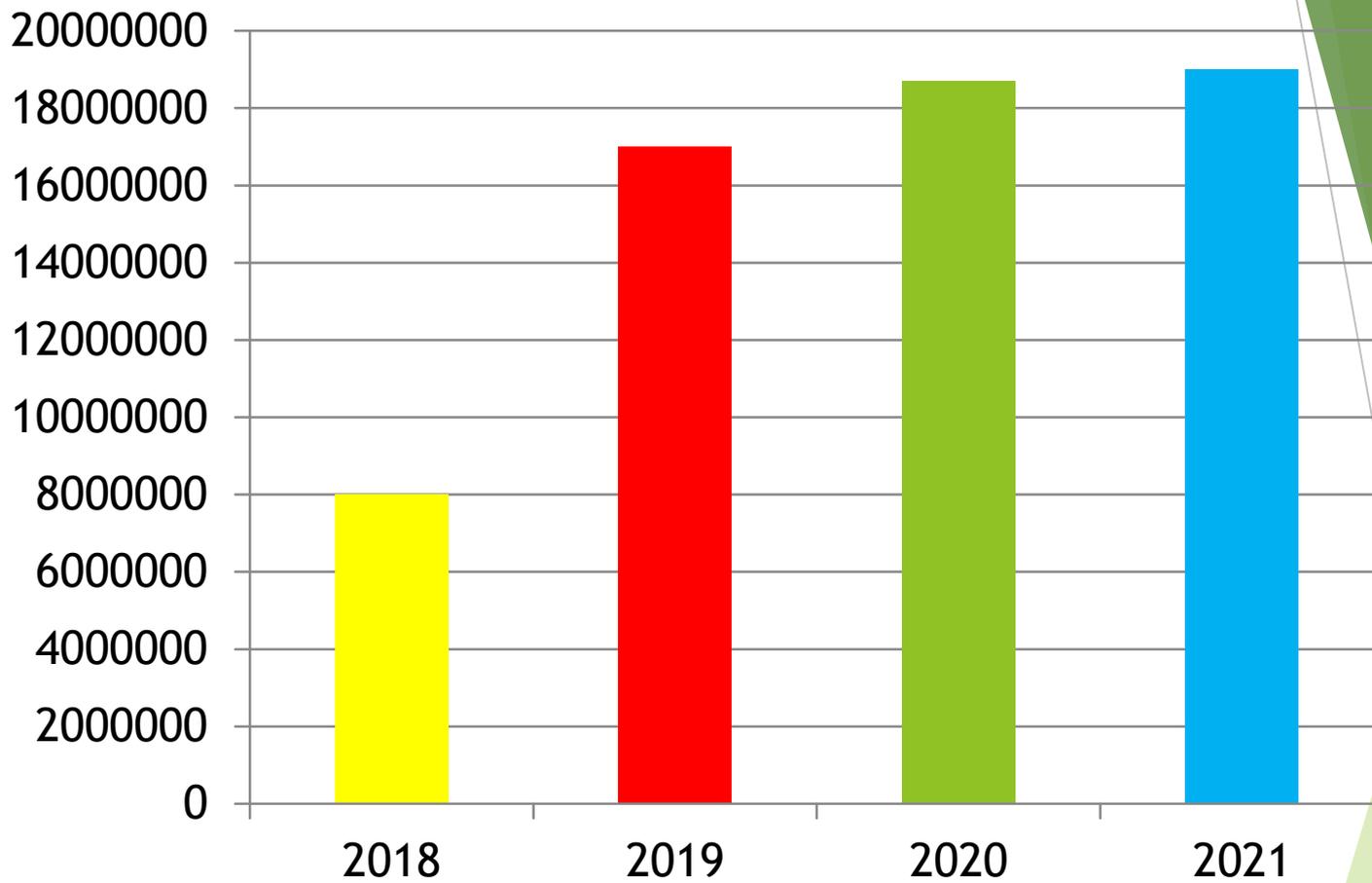




## Technical part of the project

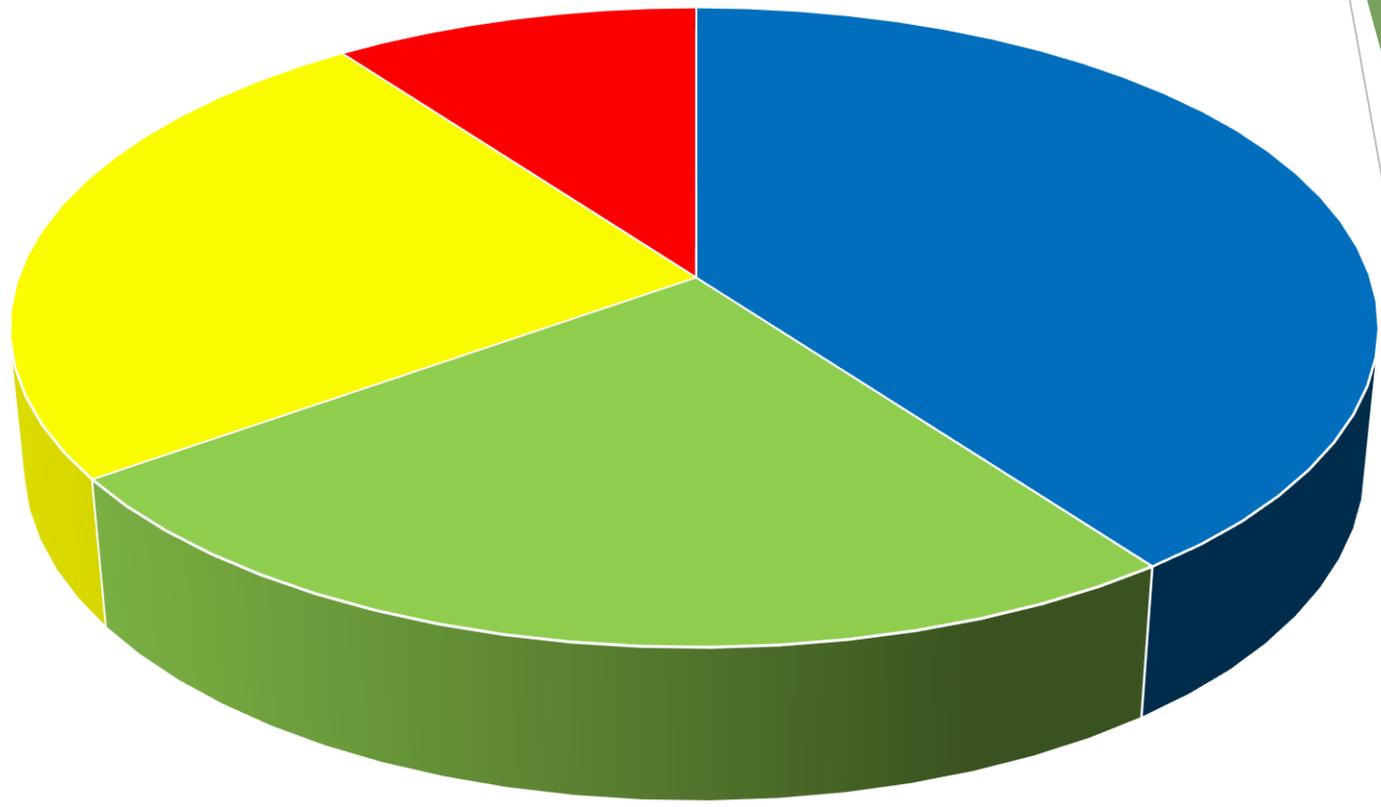
- \* Washing is located on the territory of 1200-1500 SqFt
- \* Throughout the car wash, the tent is protected from sun rays.
- \* There is a cafe in the territory, where customers expect their cars for 15-20 minutes. Refreshments are available at the cafe.
- \* The order from the arrived customers is accepted by the administrator of a sink, he also accepts payment for work and fixes car washes by brand and registration number.
- \* The fact of washing of each car is fixed by video cameras installed in the territory.
- \* The washers work in the same special clothing with the company logo.
- \* Washing works around the clock in 2 shifts of 12 hours each. The change takes place at 8:00 am and at 8:00 pm
- \* Orders for washing with check-out are accepted from 8:00 am to 4:00 pm

| <b>Financial indicators of the project (UAE, AED)</b>          |                             |
|--|-----------------------------|
|  |                             |
| <b>Company name</b>  | Car wash without water, LLC |
| <b>Name of the project</b>                                     | Car washing in Dubai        |
| <b>The author of the project</b>                               | Igor Shabrin                |
| <b>Planning period</b>   | 3 years                     |
| <b>Beginning of the project (year)</b>                         | 2018                        |
| <b>Project currency</b>  | UAE Dirhams                 |
| <b>Type of financing</b>                                       | Loan, project               |
| <b>Discount rate (% per year)</b>                              | 5                           |
| <b>Amount of financing for the project</b>                     | 4 000 000,00                |
| <b>Bank rate (% per year)</b>                                  | 6%                          |
| <b>Loan or credit term (years)</b>                             | 5                           |
| <b>Calculation period (years)</b>                              | 3                           |
| <b>Total profitability (3 years)</b>                           | 56 160 000,00               |
| <b>General expenses (3 years)</b>                              | 16 800 000,00               |
| <b>Net income (3 years)</b>                                    | 36 987 000,0                |
| <b>Index of Return on Investment (PI)</b>                      | 9,25                        |
| <b>Payback period of investments under the project (years)</b> | 1                           |
| <b>Taxes paid (3 years)</b>                                    | 2 373 000,00                |
| <b>The cost of the project (in 3 years)</b>                    | 25 000 000,00               |
| <b>Operating profitability (ROSo), %</b>                       | 221                         |
| <b>Profitability of sales (ROS), %</b>                         | 66                          |



Revenue from sales, services (UAE Dirhams)

%



- Washing machines in a fixed area
- Car washing on calls to the client
- Car washing in malls parking
- Car washing in other places

## The excellence of this project

In the UAE there is always a wind blowing dust and sand, if the car is standing in the open for more than three hours, it is covered with dust and it needs to be washed. All car owners want to drive in clean cars. According to the legislation of the UAE, you can not ride a dirty car, for which a penalty is foreseen. Our company will never be without a job and without orders for car washing in the UAE. The growth and expansion of the company will occur constantly, after 1-2 years the company will employ more than 200 washing machines and several car washes.

### Funding is required:

- registration of a new LLC in Dubai, obtaining a license, opening a bank account, deposit with a bank
- office equipment 200 feet and a warehouse 500 feet in Dubai (furniture, computers, office equipment, Internet, telephone)
- rent of the site 1200-1500 feet in Dubai for cleaning, construction and preparation works on the site
- Installation of a prefabricated tent, installation of communications: energy for lighting, telephone, internet
- equipping the sink with the necessary equipment, tools and materials (detergents, vacuum cleaners, rags of microfiber)
- the organization of billboards, the creation of the company's website, advertising lighting, the staff of the company's staff with a logo, loudspeakers tape recorders for advertising tekst
- computer program of accounting and means of video-fixation (video cameras and program)
- purchase of transport for the company (3 cars and 10 scooters)
- payment to the author of the project for arrangement in Dubai
- hiring of company personnel, work visas, payment of accommodation and tax collections

### Terms of cooperation with investors:

1. The investor will own 50% of the profit from the company's business
2. The investor (or the representative of the investor) will be the official founder of the company by 25%
3. An investor can monitor the company's activities at any time
4. An investor can audit the company no more than twice a year (every six months)
5. The investor can sell its stake in the company in 2 years

**Yours faithfully, the author and the assistant of the project:**

Author of the project Mr. Igor Shabrin  
Project Assistant Mrs. Irina Offersen  
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July 2018