

# PRESENTATION OF THE PROJECT

## FRANCHISE

### WASHING CARS WITHOUT WATER



Dubai, UAE

Author of the project: Igor Shabrin

## SHORT REVIEW

VERY SOON IN DUBAI, OUR FUTURE PARTNERS-ENTREPRENEURS WILL COME TO THE OFFICE OF OUR COMPANY AND SIGN FRANCHISE CONTRACTS WITH US FOR THEIR OWN BUSINESS MANAGEMENT. THEY WILL SELECT US - A BRAND COMPANY, WHICH PROVIDES SERVICES FOR A VERY LARGE POPULATION IN THE UAE. THE BUSINESSMAN, WHO COMES TO US GETS A SOLID BUSINESS IDEA, A STRONG BUSINESS PLAN AND ALL NECESSARY ISSUES TO START A WORK IN THIS DIRECTION. THIS PERSON HAS ALREADY SUFFICIENT START CAPITAL FOR IMPLEMENTATION OF HIS PERSPECTIVE PLANS AND WE WILL SUPPORT HIM FURTHER.

THE LEADERS OF THE BRAND COMPANY, WHO GOT THEIR PERMANENT CUSTOMERS, UNDERSTAND THAT THE FUTURE DEVELOPMENT IS NEEDED TO EXPAND THE GEOGRAPHY OF THEIR BUSINESS. STANDARD OPTION - OPENING OF NEW BRANCHES, IN OUR CASE, - CARWASH SERVICE. BUT ... FINANCING BRAND POINTS RESPONSES FOR ANY MONEY COSTS, MISSING TIME OF TIME AND THE MOST IMPORTANT - DOES NOT ALWAYS PROVIDE A GOOD RESULT. FOR THIS, THERE IS ANOTHER WAY - FRANCHISING PACKAGE! IT WILL NEED LESS OF FINANCIAL INVESTMENTS, FASTERLY GETS READY TO USE IN AND, WHAT IS NOT LESS THAN IMPORTANT, THE FINANCIAL LOSSES IN CASE OF FAILURE WILL BE MATTERLY DECREASED.



## The advantage of a franchise as a model of doing business

For a company that is just beginning its journey into a big business, this model is lucrative. For a specified price or deductions from the expected income, a large company (franchisor) provides:

- \* the company's logo (trademark)
- \* the right to provide services
- \* a proven business plan
- \* methodical guides, marketing schemes, management support, executive webinars, staff training
- \* equipment and basic materials for work.

From their side, the second company (franchisee) is obliged to strictly abide by the terms of the contract.

The franchise package will include a signed agreement, which satisfies both parties and which also includes certain benefits and obligations between the companies. The contract describes the form of payment and the actual period of its fulfillment, the processing of documents happens, taking into account the current legislation on the protection of intellectual property.







"DRY CAR WASH" (DRY WASHING OF CARS) - THIS IS A CAR WASH WITHOUT USING WATER. WATER HERE IS SURELY PRESENT, BUT NOT IN SUCH QUANTITIES AS ON A NORMAL CARWASH. WATER IS NEEDED ONLY TO DILUTE THE CLEANING CONCENTRATE.

THE TYPE OF BUSINESS OFFERED BY US CAN BE DEFINED AS THE MOBILE CAR WASHES. THEY ARE MORE LUCRATIVE THAN STATIONARY ONES, SINCE THEY HAVE A NUMBER OF ADVANTAGES:

- \* FAST ENTRY INTO OPERATION
- \* NO NECESSITY TO BUILD THE FOUNDATION
- \* THE EQUIPMENT CONTAINS ALL INFORMATION FOR OPERATION
- \* NO NECESSITY TO CONFIGURE COMMUNICATION: WATER SUPPLY, SANITATION
- \* EASILY DEMONSTRATED AND TRANSPORTED
- \* NO NEED TO PAY WATER SUPPLY

TO ARRANGE THE PURCHASE OF THE FRANCHISE IS A QUITE FAST ISSUE AS WELL AS A MAKING THE TURNOVER - A MATTER OF 5-6 MONTHS. USING THE EXPERIENCE AND FRANCHISER MARKETING DIAGRAMS, IT IS POSSIBLE TO SEE A POSITIVE RESULT CLEARLY.

IN OUR CASE, FRANCHISE IS OBLIGED:

- TO PAY THE STARTING FEE
- TO PAY USE OF THE TRADEMARK MONTHLY
- TO CONDUCT THE ADVERTISING CAMPAIGNS.

COMPANY - SELLER OF FRANCHISE REMAINS THE RIGHT TO DRAW THE SPECIFIC CONDITIONS TO FRANCHISE.

TECHNICAL CONDITIONS: LOCATION OF WASHING, AMOUNT OF STARTING CAPITAL, LEVEL OF PREPARATION OF EMPLOYEES.

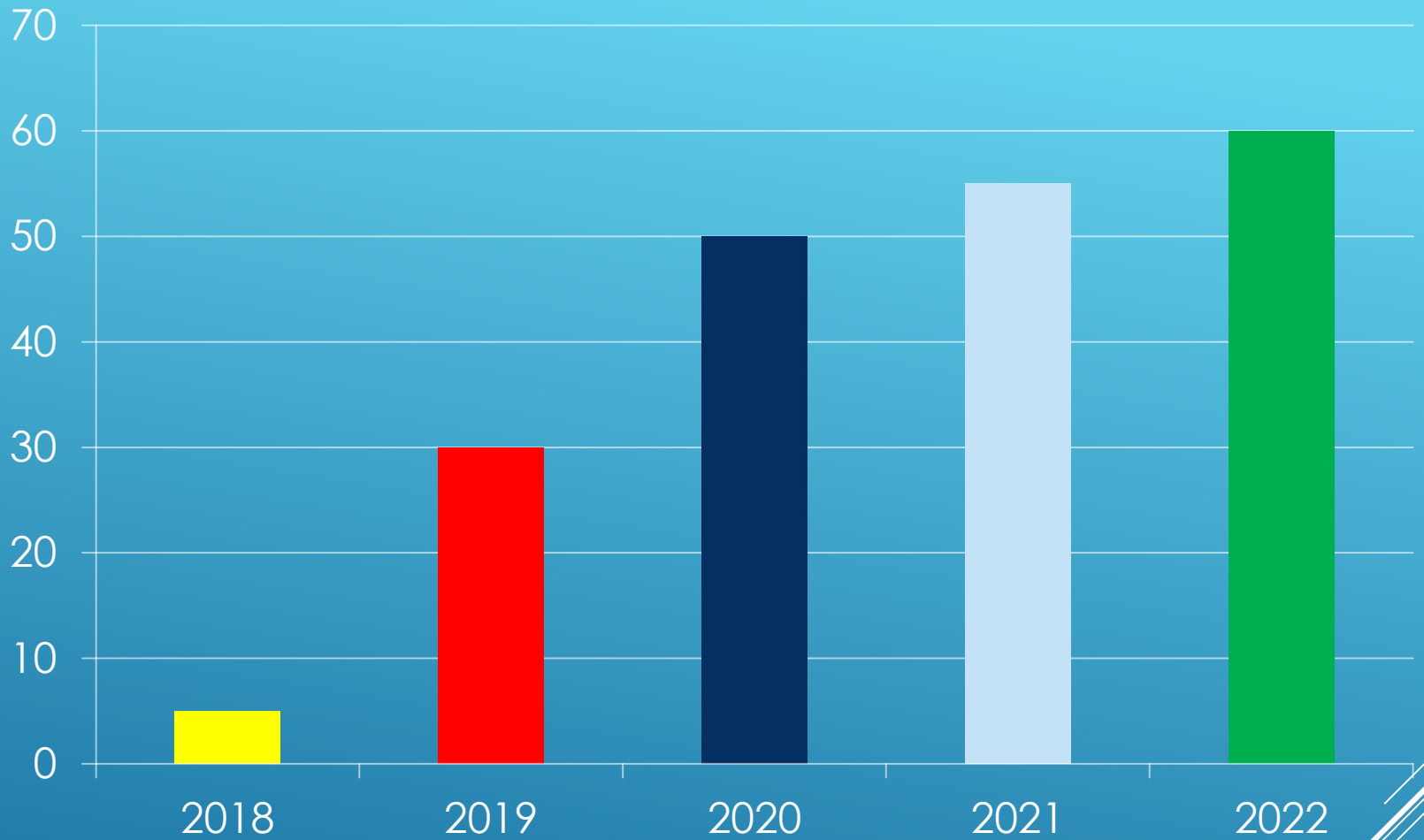
THE PRINCIPLE OF WASHING VEHICLES WITHOUT WATER ALLOWS TO ORGANIZE BUSINESS WITH DEPARTURE OF SPECIALISTS ON ORDERS AT THE CUSTOMER'S ADDRESS. THE EMPLOYEES ARE USING SCOOTERS TO PROVIDE CARWASH SERVICE,- THIS TYPE OF TRANSPORTATION SIGNIFICANTLY SHORTENS THE TIME IN THE WAY TO THE CLIENT AND ELIMINATES THE SITUATION IN CAR TRAFFIC JAMS.

THE EMPLOYEES MAY WORK ON THE PARKS OF THE SHOPPING CENTERS- MALLS, AT ANY PART OF THE CITY:

ON THE STREETS, OUTSIDE OF THE OFFICES, RESTAURANTS, AT THE PARKING OF THE ENTERTAINMENT COMPLEXES, HIPPODROMES, FITNESS CENTERS, SPA-SALONS ETC.

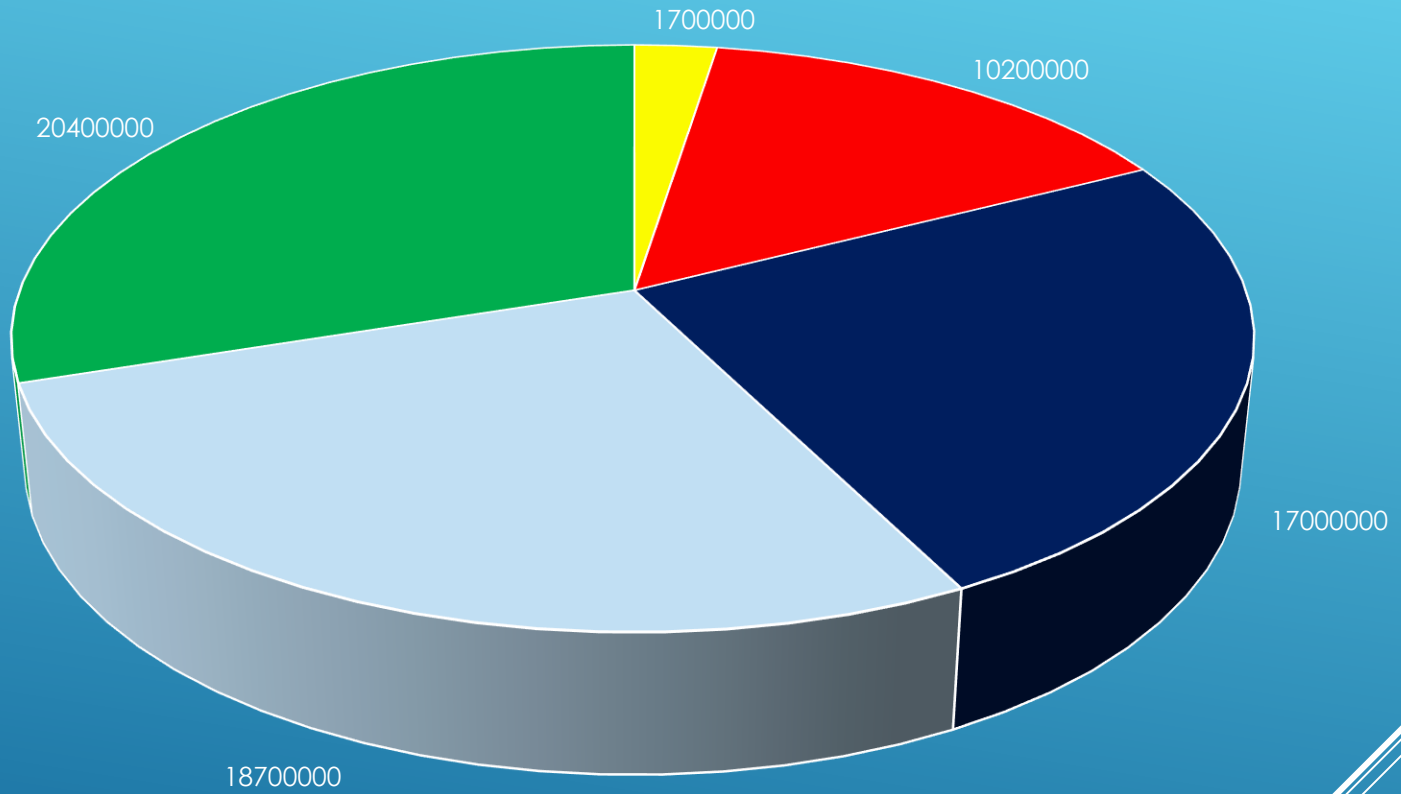
# FINANCIAL AND ECONOMIC INDICATORS OF THE PROJECT

Common factors in the calculations	
Name	Project indicators
Company name	Water and sand, LLC
Name of the Project	Car wash without water
Author	IGOR SHABRIN
Range planning	5 years
Start planning	2018
Currency calculation	AED
Number of franchises sold	pc
Discount rate	5%
Amount to be invested	10 000 000.00
Interest for Investor	50% share of the profits of the company
% Share of the company for the Investor	25%
Payback time	5 years
Number of franchises sold (1 year)	20
Number of franchises sold (5 years)	200
Revenues (5 year)	68 000 000.00
Net profit (5 years)	44 000 000.00
Investor's net profit	22 000 000.00
Start of payment of profit Investor	after 6 months
Control of the company's Investor	audit 2 times a year
Operating margin (ROSSo), %	46
Net margin (ROS), %	65



NUMBER OF FRANCHISES SOLD (PC)

# Revenues (AED)



2018 2019 2020 2021 2022





## THE PROJECT'S RESUME

Dear Sirs!

The UAE has all the prerequisites for launching a project for selling of the franchises: "Car wash without water." This is a fast- growing business with great expansion and future.

The company has a great opportunity to quickly enter the market of sales of UAE services, due to the fact that most car wash services are provided on stationary washers that use water.

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