

Car Wash Investment

A Golden Opportunity

The world of WashTec.





Australians love their cars.

The time is now.

Car wash is a low cost, high turnover industry, and with more and more people choosing to wash their cars away from home, there's never been a better time than now to grab a piece of the pie. Smart investors are already reaping significant profits from supplying the ever increasing consumer interest in professional car wash services. WashTec has special expertise in helping new investors like you establish a lucrative car wash business in the booming car wash industry. Over the past 15 years WashTec Australia has installed profitable, trouble-free car wash systems for Coles, Caltex, BP and countless independent investors, dealerships and service stations Australia wide.

Learn more.

Opportunities like this come along rarely. Discover what it will cost you and what profits you can expect by contacting WashTec for your free evaluation and assessment. We'll assess your site and advise on what type of car wash works best for maximum returns on your investment. If you're interested in the high margin car wash industry and are looking to learn from the most profitable professionals in the industry, call WashTec today for our obligation free assessment & evaluation.

Call sales support: (02) 8394 5029

Email our team: sales@washtec.com.au



**“Car wash means WashTec
all over the world.”**

About WashTec Australia.

As an international public company, WashTec has been active in the wash industry for over 100 years and has branches, subsidiaries and distributors spanning the globe bringing experience, quality and value for money to more than 70 countries.

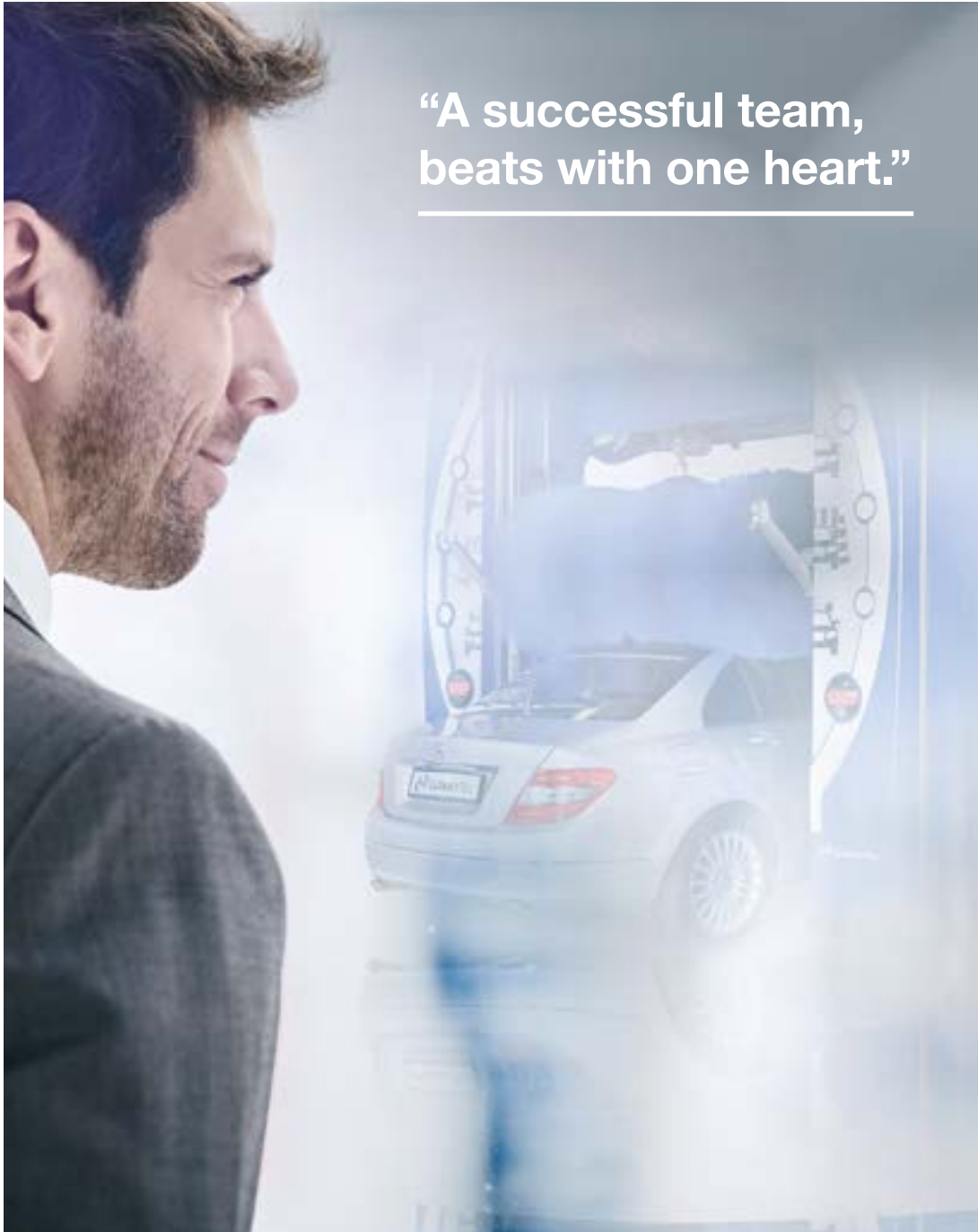
Thanks to the global buying power of the WashTec Group, WashTec Australia has the opportunity to deliver true value for money and competitive, quality products to our Australian customers; not to mention that car wash investors have the ability to deal directly with the manufacturer!

As the manufacturer of the world's leading vehicle cleaning equipment, WashTec Australia is established as

a dynamic and innovative provider of vehicle cleaning solutions to the industry throughout Australia. With fully qualified field engineers and service centres across Australia, WashTec has become a top choice for leading networks and independent investors ranging from Major Oil Companies, Fleet Operators through to Motor Vehicle Dealerships, Independent Service Station Operators and Private Investors.

We at WashTec Australia look forward to providing you with the industry's leading products, service and solutions to successfully grow your business.

Regards
The WashTec Team



**“A successful team,
beats with one heart.”**

You'll always be looked after.

You're not just buying a car wash machine, you're buying a support network.

We're committed to more than just selling equipment. We're committed to making your business succeed. You'll have access to the best technical, marketing and training support programs throughout the life of your equipment. The only car wash company that is as committed to your investment as you are!



Business planning

Our programs make it simple for you to establish a beneficial business without surprises.



Equipment range

You'll find what you need with our state-of-the-art equipment to suit every budget & requirement.



Project management

Benefit from the guidance of our experienced developers in the planning and design of your site.



Marketing services

You'll save thousands on design costs with direct access to our in-house marketing professionals.

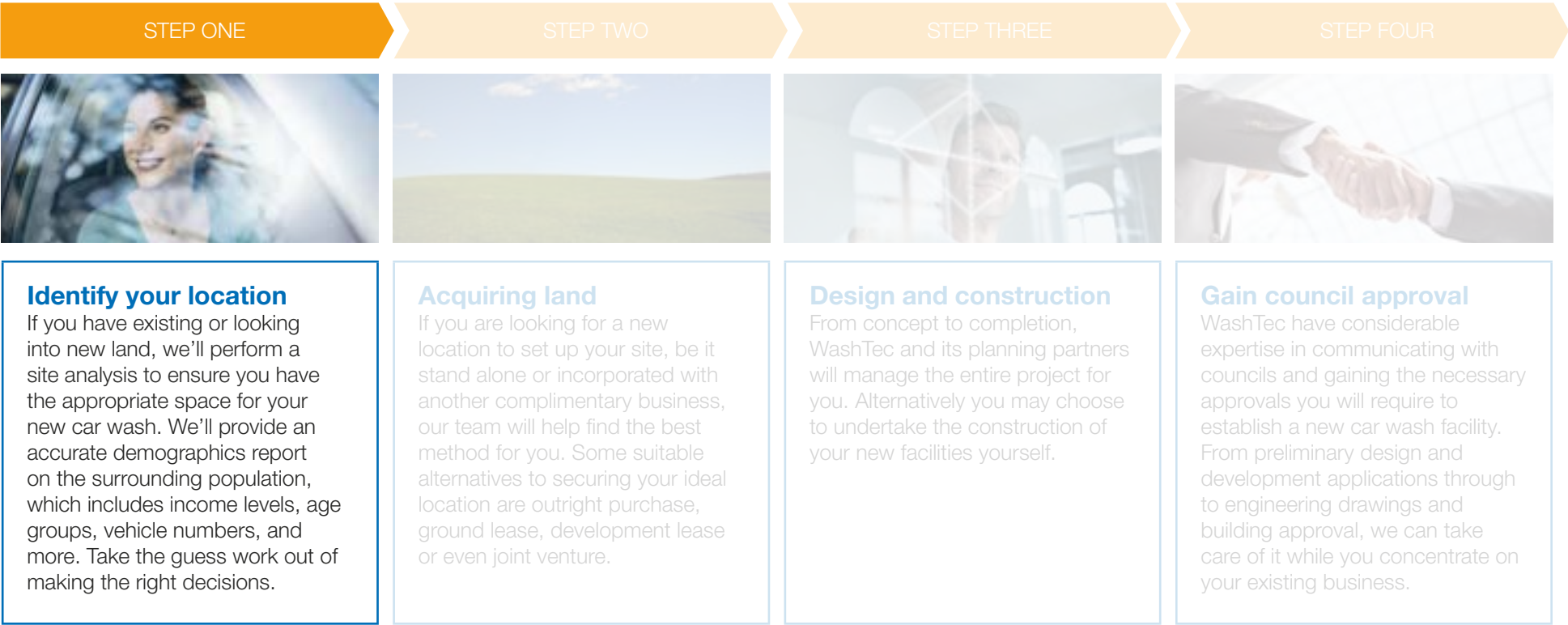


Service and support

Receive rapid support through our fixed service pricing. A true partnership available 7 days-a-week.

Planning for success.


WashTec know what it takes to establish a lucrative car wash. More than 600 investors have protected their investment with the guidance and advice of WashTec’s experienced development and project managers. Helping you make a informed decisions and monitor your progress to ensure a successful, trouble free outcome.



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STEP ONE



Identify your location

If you have existing or looking into new land, we'll perform a site analysis to ensure you have the appropriate space for your new car wash. We'll provide an accurate demographics report on the surrounding population, which includes income levels, age groups, vehicle numbers, and more. Take the guess work out of making the right decisions.


STEP TWO



Acquiring land

If you are looking for a new location to set up your site, be it stand alone or incorporated with another complimentary business, our team will help find the best method for you. Some suitable alternatives to securing your ideal location are outright purchase, ground lease, development lease or even joint venture.


STEP THREE



Design and construction

From concept to completion, WashTec and its planning partners will manage the entire project for you. Alternatively you may choose to undertake the construction of your new facilities yourself.

STEP FOUR



Gain council approval

WashTec have considerable expertise in communicating with councils and gaining the necessary approvals you will require to establish a new car wash facility. From preliminary design and development applications through to engineering drawings and building approval, we can take care of it while you concentrate on your existing business.

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STEP FIVE



Choose your equipment

As the world leader in car washing technology, you'll be sure to find what you need to suit your requirements and budget. Based on what you want to offer, space availability and area demographics, we will work with you to determine the most suitable equipment for your business.

STEP SIX



Profit from your site

Developing effective marketing is key to a successful business and with WashTec's proven strategies; you can increase demand and build your customer base. Our marketing professionals will tailor an identity to suit your site's needs and design necessary signage and collateral based on your new look. This service is exclusive to WashTec.

STEP SEVEN



Training for success

Arm your staff with superior product knowledge and excellent customer service skills. Our car wash tuition will give you and your staff the confidence and ability to operate equipment and answer any customer questions.

STEP EIGHT



After sales support

7 Days a week you will receive rapid response to any technical issues by one of our engineers as well as access to our web-shop and hotline for any of your spare-part and consumable needs. WashTec have set the standard in providing the highest levels of service and excellence to all clients no matter how big or small.

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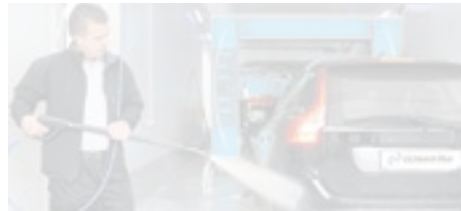
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Pure profit.

We'll show you how much revenue your new business can generate, based on where you site is located, national car wash averages and first hand accounts from our many satisfied customers. See below for an example financial revenue model that we can tailor for your site so you know exactly what you could be making.

	3 - 6 Months				6 - 12 Months			
Model	% Of Avg Sales	Daily/Per Wash	Monthly Avg	Annual	% Of Avg Sales	Daily/Per Wash	Monthly Avg	Annual
Number of Automatic Washes		30	900	10,800		40	1200	14,400
Value of Self Serve Washes	4 Bays @ 900/bay/week				4 Bays @ 1000/bay/week			
Revenue Avg - Automatic Wash	65.40%	\$13.00	\$11,700.00	\$140,400.00	68%	\$13.00	\$15,600.00	\$187,200.00
Revenue Avg - Self Serve	27.60%		\$15,588.00	\$187,056.00	25%		\$17,320.00	\$207,840.00
Revenue Avg - Vacuum	5%		\$894.50	\$10,733.94	5%		\$1,147.06	\$13,764.71
Revenue Avg - Vending	2%		\$357.80	\$4,293.58	2%		\$458.82	\$5,505.88
Gross Revenue	100%		\$28,540.00	\$342,484.00	100%		\$34,526.00	\$414,311.00
Estimated Maintenance	2.05%	\$0.65	\$405.00	\$7,020.00	2.73%	\$0.65	\$780.00	\$9,360.00
Chemicals	7.10%	\$2.25	\$2,025.00	\$24,300.00	9.46%	\$2.25	\$2,700.00	\$32,400.00
Consumables	1.36%	\$0.43	\$387.00	\$4,644.00	1.81%	\$0.43	\$516.00	\$6,192.00
Vending COG	0.47%	\$0.15	\$135.00	\$1,620.00	0.63%	\$0.15	\$180.00	\$2,160.00
Water	2.74%	\$0.87	\$783.00	\$9,396.00	3.66%	\$0.87	\$1,044.00	\$12,528.00
Power	2.05%	\$0.65	\$585.00	\$7,020.00	2.73%	\$0.65	\$780.00	\$9,360.00
Sewerage	0.63%	\$0.20	\$180.00	\$2,160.00	0.84%	\$0.20	\$240.00	\$2,880.00
Marketing Cost per Wash	1.26%	\$0.40	\$360.00	\$4,320.00	1.68%	\$0.40	\$480.00	\$5,760.00
Pit Pumping Cost per Wash	0.79%	\$0.25	\$585.00	\$2,700.00	1.05%	\$0.25	\$300.00	\$3,600.00
Insurance	1.42%	\$0.45	\$225.00	\$4,860.00	1.42%	\$0.45	\$405.00	\$4,860.00
Equipment Financing Cost**	21.64%	\$6.86	\$6,176.23	\$74,114.75	21.64%	\$5.15	\$6,176.23	\$74,114.75
Site Development Lease	20.70%	\$6.56	\$5,908.44	\$70,901.25	20.70%	\$4.92	\$5,908.44	\$70,901.25
Staffing Costs	11.68%	\$3.70	\$3,333.33	\$40,000.00	11.68%	\$2.78	\$3,333.33	\$40,000.00
Rent	0.00%	\$0.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00
Total Costs	73.89%	\$23.43	\$21,088.00	\$253,056.00	80.04%	\$19.04	\$11,683	\$274,116.00
Profit before tax	26.11%	\$8.28	\$7,452.00	\$89,428.00	19.96%	\$9.74	\$22,843.00	\$140,195.00

	Equip Cost	Interest Rate	Years	Note: Interest rate is calculated with no residual
Equipment Cost	\$390,000.00	8.5%	7	
Site Development Lease	\$600,000.00	8.5%	15	

This Financial Model has been designed and provided by WashTec Australia Pty Limited as a tool to assist in assessing the viability of an automated wash process. All numbers and percentages are based on averages. Any financial decision should not be based solely on the results of this model. WashTec Australia Pty Limited recommends engaging the services of a qualified financial advisor or accountant for secondary professional advice.



Ecological commitment.

WashTec not only satisfies high product and service quality standards but measures up in terms of environmental protection too. WashTec is committed to the principle of ecological sustainability and aims to use resources as efficiently possible. By developing environmentally-friendly products, WashTec is also actively helping to preserve the world's limited stocks of energy and raw materials.

Committed to the environment.

- ISO 14001 certified since 2000
- WashTec systems are designed to deliver high results with low use of energy and raw materials
- Water treatment equipment no matter the size
- 30% of the energy used at WashTec's main production site in Augsburg comes from renewable sources
- Most raw materials from WashTec systems can be recycled
- Water treatment systems reduce fresh water consumption by up to 80%
- The increased efficiency of our conveyor dryers has improved energy utilisation by up to 10%



Service excellence.

No matter where your business is located our vehicle wash service teams are armed with state-of-the-art equipment and a service vehicle stocked with everything to ensure your business keeps running. WashTec Australia's Service Guarantee and "round the clock" care will ensure that your new vehicle wash equipment will provide you with many years of profitable, quality operation.

Service and Maintenance Hotline 1300 257 378

- 600+ Rollovers installed (40% market share)
- Key to success: Nationwide service coverage
- Member of the Electrical Contractors Association (ECA)
- 23 Directly employed service engineers
 - New South Wales: 5
 - Queensland: 3
 - Victoria: 5
 - South Australia: 4
 - Western Australia: 4
 - Australian Capital Territory: 2



Stand out from the crowd.

The WashTec Marketing & Design team are fully experienced in branding & identity and will help create marketing concepts that will stand out to ensure business credibility and success. With the creativity and expertise to work with you to develop effective marketing, signage and artwork, to drive customers to your business. Our in-house graphic design team are at your disposal to work directly with you.

Ideas for optimal success.

- Professional designs from certified graphic designers
- Brand and identity creation tailored to your needs
- Communicate your products and services on offer
- Give customers high expectations of your car wash site
- Targeted to suit your market
- Menu board signs & site signage designed
- Point of sale materials, flyer and brochures
- All artwork supplied as high res files for you to keep
- FREE for all new customers
- WashTec, the only car wash supplier in the market that offers this unique and exciting service



Everything your site will ever need is here.

Keep your business well stocked ready for business 7 days a week with our massive range of consumables, chemicals and spare parts. Order online or by phone via our national call centre dedicated exclusively to the supply of everything you need from chemicals to fragrances and vending machines.

National Consumable Hotline 1300 253 473

- Available online 24/7 www.washtecdirect.com.au
- Spare parts for self serve and automatic machines
- Detailing and hand wash items
- Vacuums, hoses and accessories in all shapes and sizes
- Vending machines and products to boost profits
- Chemicals for automatic, self serve, dog wash and more!
- 5% Discount on all products* when you buy online
- Australia wide delivery
- Specials on your favourite products, saving you big!
- The industry's biggest brands such as Armor All, Little Trees, Simoniz and more

*Excludes selected Machine Spare Parts



WashTec Australia Pty Ltd. | P.O. BOX 6038 Alexandria, NSW, 2015

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