



## Frequently Asked Questions

**Q. What is Q2WASH franchise?**

**A.** Q2WASH is the master franchisee of Geowash, an international mobile car wash service currently existing in more than 25 countries.

Geowash was introduced in the United Arab Emirates in 2008 servicing prestigious malls, offices, hotels and shopping centers.

Q2WASH provides quality car wash using eco friendly solutions using 3 to 5 liters of water.

Q2WASH objective is to be the number one eco friendly Car Wash and a in UAE and to expand the availability of the service across the region.

Q2WASH serves multicultural middle to high-end income customers. The size of a typical Q2WASH is between 1,100 Slots and 7,500 Slots with a customer flow of 110 to 750 customers per day per location.

**Q. How much does the franchise cost?**

**A.** The initial investment for an individual Q2WASH ranges from AED 640,000 to AED 2,250,000 (AED 1,445,000 on average) this includes Franchise Fee, Training, Working Capital, Rental for 6 months and others.



**Q. How much does the franchise Fee cost?**

A. Based on the level of support Q2WASH intends to provide to its franchisees, the Franchise Fee for a Startup Franchise (Individual) is AED 60,000.

The Franchise Fee schedule for an Area Development:

Area Development Agreement Franchise Fee payment schedule:		
Event	Franchise Fee	Remarks
Upon signing	AED 144,000	Includes Franchise Fee for the 1 <sup>st</sup> unit & 50% of next 4 units
Upon opening 2 <sup>nd</sup> unit	AED 24,000	50% balance of the Franchise Fee
Upon opening 3 <sup>rd</sup> unit	AED 24,000	50% balance of the Franchise Fee
Upon opening 4 <sup>th</sup> unit	AED 24,000	50% balance of the Franchise Fee
Upon opening 5 <sup>th</sup> unit	AED 24,000	50% balance of the Franchise Fee
<b>TOTAL</b>	<b>AED 240,000</b>	

**Q. How much is the fee for continuing support services “Royalty Fee”?**

A. The continuing services, or “royalty fee,” is 5% of your gross sales and is paid monthly. This fee entitles you to use the Q2WASH service mark, use of distinctive system, marketing assistance, ongoing business development and counseling, and other benefits that come with being a Q2WASH franchisee.



**Q. Will I have an exclusive territory?**

**A.** Q2WASH grants an exclusive territory for a minimum of 5 units and agreed upon case-by-case basis.

**Q. What about advertising?**

**A.** The Q2WASH name and reputation is an important part of our business. You will spend at least 1% of your gross sales per month on local advertising. In addition, if we should establish fees for a Marketing Fund, you will be expected to make Marketing Fund contributions of up to 1% of your monthly gross sales.

**Q. How much training is provided in the Q2WASH system?**

**A.** Q2WASH Management will provide franchisees with approximately 14 to 21 days of initial training at Q2WASH headquarters or at a location designated by the Q2WASH Management, beginning approximately 6 to 9 weeks before the franchisee is scheduled to open for business.

**Phase I** - Instruction will pertain to administrative, operational, and sales/marketing matters; it will also include a liberal amount of on-the-job training. This training will be provided for the franchisee and One (1) to Two (2) designated attendees.



**Phase II** - On-site training typically takes place when the franchisee commences operations. Experienced trainers from Q2WASH will provide on-site training for a period of up to 24 days to assist the franchisee in the commencement of operations.

**Q. What is the term of the Q2WASH Franchise Agreement?**

**A.** The initial term of the Franchise Agreement is five years from the date the Franchise Agreement is signed. The franchise is renewable for four additional terms of five years each, providing you have complied with the provisions of the Franchise Agreement.

**Q. What are the Support Systems provided by Q2WASH?**

**A.** In addition to field support, members of Q2WASH organization will provide the services listed below:

- **Operational Support** -- Q2WASH Management will provide ongoing training and support in many areas critical to the success of the franchisee's business, including unit operations and maintenance, customer-service techniques, product ordering, suggested pricing guidelines, and administrative procedures.
- **Site Selection** -- Prior to approving a site for Q2WASH outlet, Q2WASH Management will provide franchisees with clear guidelines for a suitable location. Q2WASH will require franchisees to follow these instructions to ensure that an appropriate site is located.



- **Marketing Support** -- Q2WASH Management coordinates development of advertising materials and strategies for the benefit of all members of the franchise network. It should also supply franchisees with consumer marketing plans and materials for use at the local or regional level, and retains the right to approve all local advertising materials that the franchisee chooses to develop.
- **Accounting/Audit/Legal** -- Reporting directly to administration, this department is responsible for the financial and legal oversight of franchisees.
- **Ongoing Research and Development** -- Q2WASH Management continues to research methods and techniques for franchise operations (including purchasing and promotional schemes) that enhance unit-level profitability.
- **Overall Program Oversight** -- Q2WASH Management provides the overall coordination and planning for the Q2WASH franchise system.

**Q. What is my next step?**

- A.** Simply complete the Franchise Application Form and return it to us. Upon receiving the form we will contact you. If you have any questions, in the meantime, please feel free to call us.