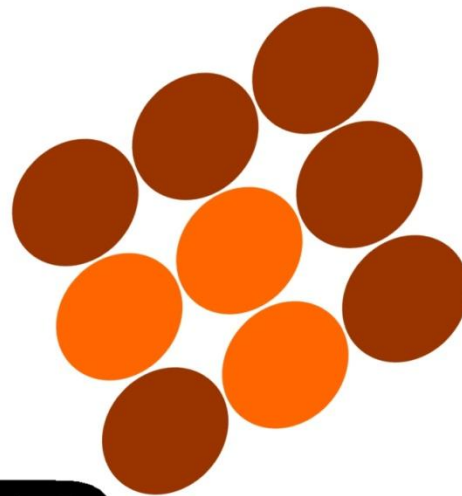




KwikPave

Paving & Kerbing Specialists

BUSINESS OPPORTUNITY

KwikPave™ (South Africa)

-Franchise Distributorship-

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INTRODUCTION

KwikPave™ is a proudly South African company based in the Eastern Cape. The company specializes in decorative concrete edging (also known as kerbing) and various forms of conventional paving. Using a specially developed continuous concrete edging machine (patent pending), together with a technically superior range of hand tools and equipment, **KwikPave™** is able to manufacture coloured and patterned concrete edging on site. This system, combined with conventional paving services, is a complete, 'stand alone' business.

KWIKPAVE™ BUSINESS SYSTEM

- The **KwikPave™ Business System** concept originated in East London, South Africa, in 2005. Over the next six years **KwikPave™** developed the machinery and equipment and officially opened the East London branch of **KwikPave™** at the beginning of 2012.
- The **KwikPave™ Business System** operates at branch level with each branch operating within a designated area. All enquiries emanating from outside of that specific branch area are referred to the relevant branch. In each instance a negotiable referral fee is payable to the branch from which the lead emanates.
- Each branch is individually owned and operates under an annually renewable license from **KwikPave™ (South Africa)**.
- The **KwikPave™ Business System** includes all the necessary equipment, staff and management training, marketing and promotion, access to specialized **KwikPave™** materials, brand identity and ongoing support and development.
- **KwikPave™ Branch** operators benefit from the traditional franchising principles inherent in the **KwikPave™ Business System**, however **NO** royalties or additional franchise fees are payable to **KwikPave™ (South Africa)**.
- **3% of turnover** is payable monthly to **KwikPave™ (SA)** in return for ongoing technical and brand support and access to new market developments. A further **2% of turnover** special advertising fee (**SFP**) is payable to a trust fund designated for National Brand promotion to be used at the discretion of the Franchisees. In simple terms...if you don't make money, neither does **KwikPave™ (SA)**!

MARKET ANALYSIS

- **KwikPave™** offers the client a professional one-stop service for all domestic and commercial paving and edging needs. While some companies may offer decorative concrete edging and others may offer conventional paving services, none offer this particular combination currently. The unique combination of exclusive continuous decorative concrete edging and conventional paving gives the **KwikPave™** operator a distinct advantage over all competitors in the paving industry in that particular area.
- The product has broad appeal and is cost effective as it enhances the value of any property. **KwikPave™** is focused on the rapidly expanding home improvement market in South Africa where the trend is for property owners to improve and stay rather than to sell and move on.

BENEFITS OF OWNING A KWIKPAVE™ BRANCH

- You become part of the successful **KwikPave™** brand with all the professional technical support and business expertise just a phone call away.
- You plan your own work schedule...obviously the smarter you work, the more money you make!
- You manage your own profitable business.
- You get to spend a lot more time doing the things you want to do.
- **NO MORE BOSSES!!**
- Stimulating & competitive business environment with ongoing mentorship
- Competitions & performance incentives for branches, managers & employees

KWIKPAVE™ BUSINESS SYSTEM PACKAGES

The basic turnkey **KwikPave™ Business System** consists of the following:

EQUIPMENT

- ✓ 1 Ton RED **KwikPave™** Trailer
- ✓ Concrete mixer
- ✓ Wheelbarrow
- ✓ **KwikPave™** edging machine
- ✓ Specialized hand tools & accessories
- ✓ Starter range of **KwikPave™** colourants & sealant

PROMOTIONAL MATERIAL

- ✓ **KwikPave™** Brand clothing
- ✓ Laptop computer
- ✓ BlackBerry smartphone
- ✓ Advertising & branch promotional material (including a banner)
- ✓ Vehicle signage

SUPPORT

- ✓ Management & staff training
- ✓ National & Regional Brand advertising
- ✓ Operational guide
- ✓ **KwikPave™** specialized materials
- ✓ Update workshops & ongoing technical support

COST

- ❖ The basic **KwikPave™** business system package cost = **R 350 000**
- ❖ Additional system packages are available for larger areas
- ❖ See the **KwikTile™** business system brochure for **VALUE ADDED** products

RETURN ON INVESTMENT (ROI)

In simple terms...how much money will you make as a return on your investment?

2013 financial projections based on the actual performance of the **East London branch** of **KwikPave™ (South Africa)** in 2012 show that:

- In **month 3** of your operation you should have a nett income of **R 56 000***
- In **month 6** of your operation you should exceed a nett income of **R 100 000****

If you only succeed in performing at **HALF** of the potential of your franchise, your

ROI will be in excess of **200%**

YOU WON'T FIND A BETTER INVESTMENT ANYWHERE IN SOUTH AFRICA!

Notes * Based on an experienced team working 9 full production days per month (excluding site preparation work)

** Based on an experienced team working 12 full production days per month (excluding site preparation work)

DISCLAIMER

KwikPave and its directors, officers and employees shall not be responsible and disclaims any and all liability for any loss, damage (whether direct, indirect, special or consequential) and / or expense of any nature whatsoever, which may be suffered as a result of or which may be attributable, directly or indirectly, to the use of, or reliance upon any information provided herein. Without limiting the generality of the aforesaid, the information provided herein is intended to provide you, the user, with objective information about KwikPave products and services and is not intended to constitute a recommendation, guidance or proposal in regard to the suitability of any product so advertised. Financial projections made herein are for illustrative purposes only.

KWIKPAVE™ FRANCHISES ARE CURRENTLY AVAILABLE IN THE FOLLOWING AREAS:

NB Please email Head Office for updates - franchise@kwikpave.co.za

- Please note – AREA SIZES & LIMITS ARE PRICE RELATED & ARE ALL NEGOTIABLE -

- **EASTERN CAPE**
 - PORT ELIZABETH (Various)
 - EAST COAST RESORTS & WILD COAST
 - TRANSKEI (Various)
 - GRAHAMSTOWN & PORT ALFRED
 - KING WILLIAMS TOWN & SURROUNDS
 - QUEENSTOWN & SURROUNDS
 - MACLEAR / UGIE / ELLIOT / BARKLY EAST / INDWE / CALA
 - DORDRECHT / MOLTEÑO / STERKSTROOM / ALIWAL NORTH
- **WESTERN CAPE**
 - PLETTENBERG BAY & SURROUNDS
 - KNYSNA / SEDGEFIELD & SURROUNDS
 - GEORGE / WILDERNESS
 - MOSSEL BAY
 - RIVERSDALE / BREDASDORP / STILBAAI / SWELLENDAM
 - CALEDON / HERMANUS / SOMERSET WEST
 - CAPE TOWN CENTRAL
 - CAPE TOWN SEABOARD
 - PAARL / WORCESTER / MONTAGU
 - CERES / MALMSBURY / MOREESBURG / FRANSCHHOEK
 - SALDANHA & SURROUNDS
- **FREE STATE**
 - BLOEMFONTEIN
 - ZASTRON / SMITHFIELD / BOTSHABELO / ROUXVILLE
- **LESOTHO**
 - (Various)
- **GAUTENG**
 - JOHANNESBURG (Various)
 - PRETORIA (Various)
 - VAN DER BIJLPARK / VEREENIGING / KLERKSDORP / NIGEL
- **POLOKWANE**
 - TZANEEN / MOKOPANE / BELA BELA & SURROUNDS
- **KZN**
 - DURBAN CENTRAL / DURBAN WEST / DURBAN SOUTH / DURBAN NORTH
 - NORTH COAST
 - SOUTH COAST
 - KZN INTERIOR & MIDLANDS



BEFORE

KwikPave
PRODUCTS
CONTINUOUS
DECORATIVE
CONCRETE EDGING



AFTER



**CONVENTIONAL
PAVING**

KwikPave
THE FAMOUS
RED TRAILER



THE
KwikPave
EDGER

