

New Investor Seminar

Feasibility | Strategy | Site Selection | Financing | Site Development



Exterior / Express Exterior Comparison to Other Car Wash Models

| | Exterior | Express Exterior |
|-----------------------------|-------------------|-------------------|
| Total Investment | Moderate | Moderate |
| Investment Capital | Moderate to High | Moderate to High |
| Revenue Potential | Moderate to High | Moderate to High |
| Return on Equity/Cash | 20% and Up | 20% and Up |
| Competitive Insulation | Low to Moderate | Low to Moderate |
| Multi-Site Replication | Easy to Moderate | Easy to Moderate |
| Barriers to Entrance | Moderate | Moderate |
| Barriers to Exit | Moderate | Moderate |
| Learning Curve | Moderate | Moderate |
| Time to Positive Cash Flow | 3 to 12 months | 3 to 12 months |
| Operational Complexity | Moderate | Moderate |
| Employee Management | Moderate | Moderate |
| Cash Receipt Reconciliation | Easy to Difficult | Easy to Difficult |
| Liability Exposure | Minor to Moderate | Minor to Moderate |
| Service Offering Complexity | Moderate | Moderate |
| Type Location | B Site or Better | B Site or Better |