

New Investor Seminar

Feasibility | Strategy | Site Selection | Financing | Site Development



Flex-Serve / Full-Serve Comparison to Other Car Wash Models

| | Flex-Serve | Full Serve |
|-----------------------------|-----------------------|-----------------------|
| Total Investment | Moderate to High | High |
| Investment Capital | Moderate to High | High |
| Revenue Potential | Moderate to High | High to Extreme |
| Return on Equity/Cash | 20% and Up | 20% and Up |
| Competitive Insulation | Moderate to High | High |
| Multi-Site Replication | Moderate to Difficult | Difficult |
| Barriers to Entrance | Moderate to Difficult | Moderate to Difficult |
| Barriers to Exit | Moderate to Difficult | Moderate to Difficult |
| Learning Curve | Moderate to Long | Long |
| Time to Positive Cash Flow | 6 to 18 months | 9 to 24 months |
| Operational Complexity | High | High to Extreme |
| Employee Management | Difficult | Difficult to Extreme |
| Cash Receipt Reconciliation | Moderate to Difficult | Moderate to Difficult |
| Liability Exposure | Moderate to High | Moderate to High |
| Service Offering Complexity | Difficult to Extreme | Difficult to Extreme |
| Type Location | A Site or Better | A Site or Better |