

# New Investor Seminar

Feasibility | Strategy | Site Selection | Financing | Site Development



## In-Bay Automatic / Self-Serve Comparison to Other Car Wash Models

	In-Bay Automatic	Self-Serve
Total Investment	Low	Low
Investment Capital	Low to Moderate	Low
Revenue Potential	Low to Moderate	Low
Return on Equity/Cash	20% and Up	20% and Up
Competitive Insulation	Low	Low
Multi-Site Replication	Easy	Easy
Barriers to Entrance	Moderate	Moderate
Barriers to Exit	Moderate	Moderate
Learning Curve	Short	Short
Time to Positive Cash Flow	3 to 6 months	3 to 6 months
Operational Complexity	Minor	Minor
Employee Management	Minor	Minor
Cash Receipt Reconciliation	Easy	Easy
Liability Exposure	Minor	Minor
Service Offering Complexity	Easy	Easy
Type Location	C Site or Better	C Site or Better