

Jaymak Franchise Opportunity 2021

YOUR TRUSTED PROFESSIONALS IN CERTIFIED CLEANING

Note: This presentation has been developed in reference to Australian franchises. The details included within (including financial information) will differ outside of Australia.

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Who is Jaymak?



- Commenced operations in NSW in 1998
- Operate in all states of Australia and within New Zealand via a franchise network
- Operated by Jaymak Australia, a privately owned company
- Management team has vast experience in food operations and food safety
- Specialise in infection control, HVAC cleaning & food safety management in over 6,000 venues around Australia and NZ
- Provide mould & bacteria treatment programs in over 15,000 coolrooms annually
- Leader in coolroom care & food equipment hygiene

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What does Jaymak do?

The majority of Jaymak's work is coolroom hygiene & contamination control.

- Mould and bacteria is removed
- The coolroom is cleaned extensively
- A remediation process is put into place
- The work is certified



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Jaymak Australia

Tel: 1300 529 625

Email: sales@jaymak.com.au

Web: www.jaymak.com

What is so special about the Jaymak service?

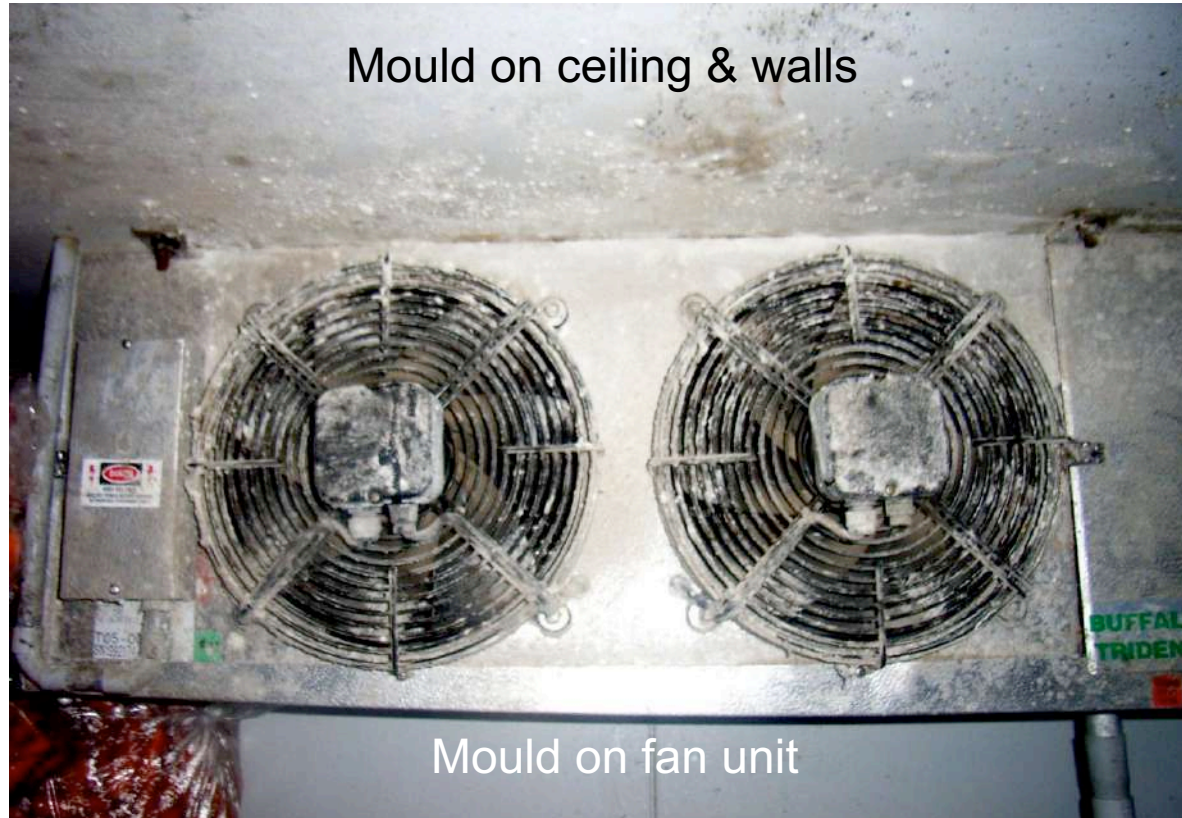


- Our service causes only minimal disruption to trade
- Our work is certified to an international ISO 9001 and ISO 22000 Food Safety Management System Accreditation
- The service is environmentally and asset safe
- Minimal water is used and a residual sanitiser is coated on the cleaned areas to provide extended protection
- It is only performed by trained mould and bacterial remediation specialists.

Our treatment process uses a cleaning compound that is environmentally and ecologically safe, non-hazardous, non-flammable, non-toxic, non-corrosive and non-fuming.

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Typical Coolroom – Prior to Jaymak Service



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Same Coolroom – After Jaymak Service

Mould removed from all areas after Jaymak treatment



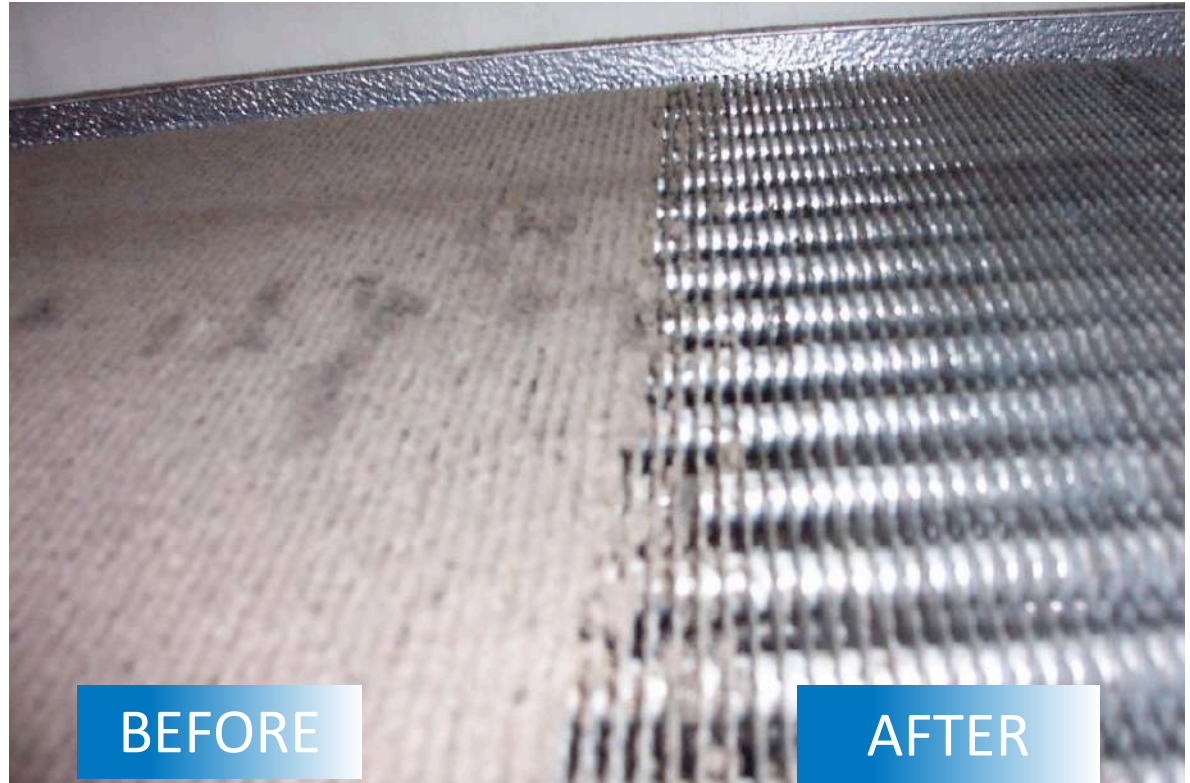
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Before & Afters



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Before & Afters



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Energy Savings

Annual savings of approximately 20% or \$539.47 reported by TAFE SA independent tests

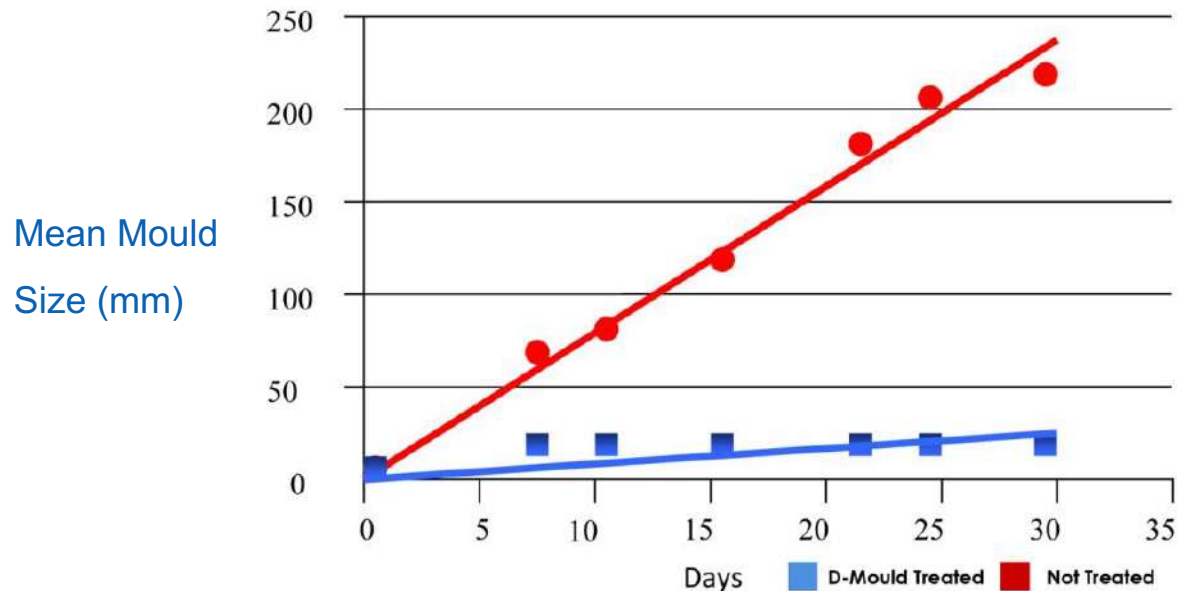
Coolroom Size	Temp	Load in Watts	Kw/hr	Kw per 24 hours operation	Running cost @ \$0.20 Kw/hr p.a.	Savings 10%	Savings 20%
3 x 3 x 2m	4°C	2200 watts	1.54Kw	36.9Kw	\$2698	\$269	\$539
3 x 3 x 2m	4°C	2900 watts	1.90Kw	45.6Kw	\$3328	\$332	\$665



The testing was performed on a 3 phase refrigeration unit serving the keg room at the Tea Tree Gully Hotel, South Australia.

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Mould and Bacteria Control



Jaymak conducted studies with Bernard, Heath & Associates (A division of OMIC Australia P/L). Test showed that after 30 days, there was a 10-fold reduction in mould growth after the Jaymak D-Mould® treatment compared to the control.

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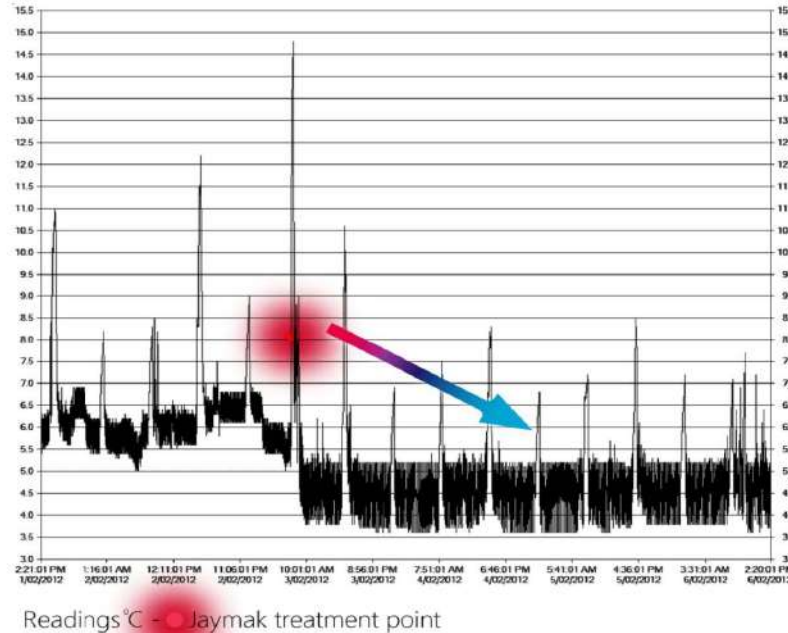
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Temperature Control



- Difference in temperature of coolroom temperature before and after a Jaymak service.
- The point indicated in red is when the Jaymak service took place.
- Before the Jaymak treatment, the temperature was inconsistent and well above 5 degrees.
- After the Jaymak service, the temperature was more consistent and also under 5 degrees for most of the day.
- Testing used LogTags which recorded the temperature in the coolroom every minute for a period of 5 days.

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But that's not all...

Jaymak also offers other services, such as:

- Airconditioning Cleaning
- Plant Room Cleaning
- Under Bar Hygiene
- Full Kitchen Cleaning
- Door Seal Replacement
- Ice Machine Cleaning
- Dishwasher Cleaning
- Fridge Cleaning
- Disinfection Fogging
- Infection Control Cleaning



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Certification & Awards



Jaymak is the only equipment hygiene service provider to:

- Comply with the requirements of ISO 9001 and ISO 22000.
- Maintain a Risk Management System based on the principles of HACCP for the provision of specialised cleaning services to the hospitality, health, and food sectors.



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What businesses do we service?

Jaymak services a wide range of industries including:

- Healthcare Facilities & Hospitals
- Takeaway Food Outlets
- Food Processing & Manufacturing
- Hotels/Motels
- Bakeries
- Restaurants
- Schools
- Aged Care & Nursing Homes
- Butcher Shops
- Supermarkets
- Function Centres
- Fruit Shops
- Universities & TAFEs
- Sporting Clubs & RSLs

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Some of Our Clients



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Franchise System Overview



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Recruitment & Training



As Australia's leader in certified equipment hygiene, we take the recruitment process carefully and seriously.

We have based our territories around a large enough area to ensure there are a suitable number of potential customers for each franchise, and territories are more than often sold to people that live in the immediate vicinity, therefore they know the area well and feel comfortable.

You are supported from the start, with an extensive training program backed up with comprehensive support from Head Office.

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What we look for in a franchisee



To ensure that all our franchisees are successful and that we can best support them, we like to offer franchises to people that share our values and beliefs.

These include:

- A passion for life and people
- Willing to try new things
- Capable of enjoying success
- Entrepreneurship
- Positive and optimistic
- A team player
- Tenacious
- Enjoys a challenge
- Treat adversity as a challenge
- Service and quality orientated
- Proactive
- Sincere in their approach
- Willing to comply with systems and procedures
- Passionate about Food Safety and Service

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What Should You Expect?



Running a Jaymak business and being in a franchise is a serious commitment and often quite different to what you are used to. You are in charge, it all depends on you. You will have good months and sometimes less good months, experience things that will challenge you and things that will reward you.

- You will liaise with all different kinds of people from all walks of life.
- You will have to use your own initiative.
- You will have to be prepared for anything. One day you might be cleaning a messy, mouldy coolroom. The next day you might be making sales calls to businesses in your area to generate new work.
- You will learn and follow new operational systems.
- You will learn how to hire staff and how to manage them.

But most importantly...

You will learn to rely on yourself as the main person that will ensure your business is nothing but successful.

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How Does it Work?



You will be granted a **large, exclusive territory** with enough customers to enable you to develop a very successful business.

If you are a person with the ability to manage more than one territory, you will be given the opportunity to **own** or **'caretake' multiple territories**.

You will be provided with a **5 year** franchise agreement with an option of **2 x 5 year renewals**. A total of **15 years**.

You will be provided with a comprehensive suite of manuals covering all aspects of your business.

You will supported by a team of head office personnel that care for your business outcomes and want you to succeed and will help you to do so.

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How Does it Work?



You will be responsible for the development of your territory using the Jaymak system and intellectual property.

Existing franchisees have proven that with approximately 100 customers, they have had a business generating over AUD\$150,000 in sales per year. This should be your goal in the first 18 – 24 months.*

The Jaymak system is a low turnover, high margin business where profitability is governed by your personal work output.

If you work hard and you follow the Jaymak franchise systems and procedures, then we will always support, help and guide you no matter how the journey goes for you.

*Please note: These results may vary. It is important that you do your own financial projections, seek independent advice and speak with our existing franchisees about their achievements.

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What Do Our Existing Franchisees Say?



"The Jaymak business has allowed me the independence to manage a growth business with the structured support of the Jaymak brand, the office team, operational advice and the service system software. All of this makes my life so much easier so I can focus on growing a dynamic business across the state. The uptake of business has been phenomenal across all sectors including hospitality, healthcare, industrial, and food processing. In only 2 years, I have been able to achieve 10x growth. In a time when everyone's focus is hygiene, this is the business to be in!"

Tony – Jaymak Franchisee, Tasmania Australia.

"I have been running my own Jaymak Franchise for over 2 years now. The support I have received from our parents company has been instrumental in identifying my key business development goals and overall growth and profitability. When we need assistance, all we have to do is ask and we have a whole network of support as well from other franchisees. Finally, it is always rewarding when our customers provide feedback on our services and refer us to their business partners thereby growing our business"

Washington – Jaymak Franchisee, Sydney Australia.

"As a recent Jaymak Franchisee located in isolated New Zealand, I really appreciate the professionalism and support I receive from Head Office and other franchisees. The systems and continual improvements are impressive for a company of this size, and the current improvement programs are exciting. There are plenty of learnings to draw on from past experiences, and the attention to detail makes my job easier. It also helps that the people at Jaymak Au are really good to deal with, and know all about keeping a good work/life balance."

Andy – Jaymak Franchisee, Christchurch New Zealand.

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Lead Generation



- Ongoing Sales & Marketing Campaigns
- Alliances & On Site Sales
- Working with Corporate Bodies and Government Regulations
- Business and Community Networking Groups
- National Marketing Fund
- Local Area Marketing Plans
- Industry Association Memberships
- Conference and Trade Show Exhibitions
- Digital Marketing Campaigns
- Social Media
- Guest Speakers for Corporate Bodies
- Community Awareness Programs
- Advertising Campaigns
- Referral Based Customer Feedback Forms

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What Does a Jaymak Franchise Cost?

NOTE: These prices are based on geo-demographic territories within Australia.
This is just an example and will differ country to country.

Initial Fees (AUD excluding GST)	
Franchise Fee	\$25,000
Software	\$2,500
Kick Start Marketing Costs	\$5,000
Equipment (estimate only)	\$3,000
Home Office Set Up (estimate only)	\$2,000
Sign Written White Van (estimate only)	Approx. \$15,000
Franchise Agreement Documentation	\$2,000
Management Fee	9% of Gross Sales
National Marketing Levy	3% of Gross Sales

Total initial investment required is approximately AUD\$55,000 plus GST, however these costs can be reduced depending on whether equipment is already owned. You will require a minimum of \$5,000 working capital.

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Who Trains & Supports You?

The Jaymak Australia Management Team are trained professionals in the food safety and hygiene industry and have strong expertise in franchise training and support.

Our 4 week training program consists of:

- 2 weeks of service training
- 1 week of planning, software, general admin, local marketing and sales
- A further week of training organised at a later date during your first year of operation



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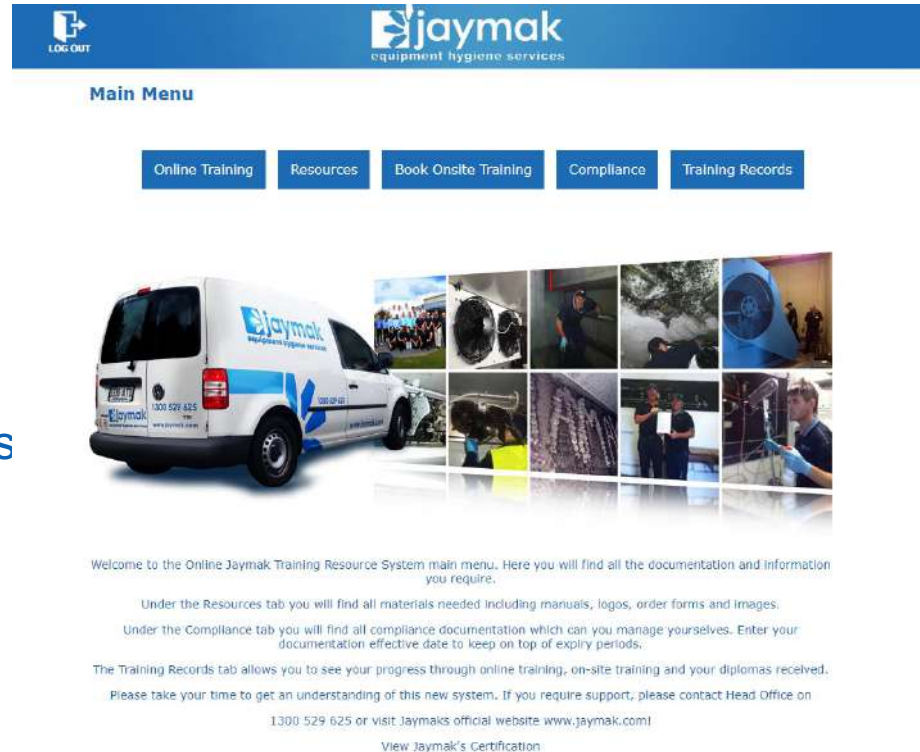
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Who Trains & Supports You?

The Jaymak franchise comes with a comprehensive online training program, compliance management and a suit of manuals covering:

- Franchise operations
- Compliance and full service procedures
- Detailed food & safety guidelines
- Extensive health & safety procedures
- Full inspection procedures and guidelines



LOG OUT

jaymak
equipment hygiene services

Main Menu

Online Training Resources Book Onsite Training Compliance Training Records

Welcome to the Online Jaymak Training Resource System main menu. Here you will find all the documentation and information you require.

Under the Resources tab you will find all materials needed including manuals, logos, order forms and images.

Under the Compliance tab you will find all compliance documentation which can you manage yourselves. Enter your documentation effective date to keep on top of expiry periods.

The Training Records tab allows you to see your progress through online training, on-site training and your diplomas received.

Please take your time to get an understanding of this new system. If you require support, please contact Head Office on 1300 529 625 or visit Jaymak's official website www.jaymak.com!

[View Jaymak's Certification](#)

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Who Trains & Supports You?

We also provide franchisees with a specifically developed service system to manage quoting, scheduling, pre and post service reporting and paperwork.



The screenshot shows the Jaymak Service System dashboard. At the top is a blue header with the Jaymak logo and navigation links for WWW, PORTAL, and ACCESS. On the left is a sidebar menu with options: Report Manager, Home, Contacts, Calendar, Price List, Support Ticket, Manage Users, Batches, Report List, Administration, and Logout. The main content area is titled 'Your Jaymak System Control your business' and includes a user profile for Tricia Brzycki, Jaymak Adelaide, with a last login of 11/06/2020. The date is Friday, June 12, 2020, 12:49 PM. A welcome message states: 'Welcome to your Jaymak Service System. Here you will find all your customer records, details, appointments and documentation. Please select an option from the menu on the left or expand the below sections.' Below this is a list of expandable sections: Outstanding Quotes, Jobs Due (12th of Jun to 12th of Oct), Jobs Scheduled (12th of Feb to 12th of Oct), Jobs Overdue (12th of Feb to 12th of Jun), and Appointments.

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Why is Jaymak the Best Choice?

With a low set up cost, low franchise fee, high margins and limited competition in this niche and expanding market of hygiene, Jaymak provides almost limitless opportunity for a motivated franchisee.

Jaymak is a business with flexible hours, the opportunity to own multiple territories and almost unlimited lead generation.

Enquire today to learn how to enjoy your very own Jaymak franchise with a huge potential and a low risk.



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For more information, please contact Mark Mackenzie or Ben Bastian.

1300 529 625
or
sales@jaymak.com.au

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