



**JUNK
HUNTERS®**

FRANCHISE PROSPECTUS

**THE 'RUBBISH' FRANCHISE OPPORTUNITY WITH
HUGE POTENTIAL**



WELCOME TO JUNK HUNTERS

THANK YOU FOR YOUR INTEREST IN BECOMING A JUNK HUNTERS FRANCHISEE. WE ARE CONFIDENT THAT WE CAN OFFER A GREAT OPPORTUNITY TO HELP YOU TO BUILD A LUCRATIVE AND SUSTAINABLE BUSINESS. OUR FRANCHISE PROSPECTUS WILL HOPEFULLY ANSWER MANY OF THE INITIAL QUESTIONS THAT YOU HAVE. IF YOU WOULD LIKE MORE INFORMATION, THEN SIMPLY COMPLETE AND RETURN THE ENCLOSED APPLICATION FORM AND A MEMBER OF OUR FRANCHISE TEAM WILL BE IN TOUCH TO AGREE THE NEXT STEPS.

Harsha

HARSHA RATHNAYAKE
MANAGING DIRECTOR
JUNK HUNTERS



JUNK HUNTERS®



JUNK HUNTERS LTD

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WHO ARE WE?

There is no getting away from the fact that we are a 'rubbish business', however our potential is huge.

Rubbish or as we prefer to call it 'Junk' is big business and importantly the demand for junk removal is predicted to grow. We have been trading since 2012 (originally under the name London Junk) and in our first year of operation we showed a profit which has continued to grow year on year. Having developed a proven successful business model, we decided that franchising was our preferred method to expand our brand nationally. We are now delighted to be able to offer you the opportunity to own your own Junk Hunters Franchise.



As a Junk Hunters franchisee you have the choice of two business models;

An 'Operator Model', where you will start off with one vehicle and have a 'hands on' role working on the vehicle with a 'drivers mate'

A 'Management Model', where you may start with more than one vehicle, employ staff and your role will be primarily business development and ensuring that our standards are met.

Irrespective of which model you opt for, you will have our full support in building a successful and sustainable business



THE WASTE CLEARANCE EXPERTS

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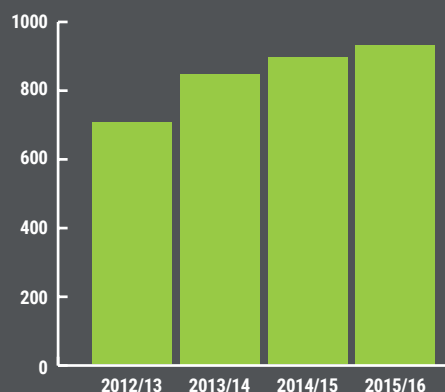
THE 'JUNK MARKET' POTENTIAL

We all produce 'rubbish.' From general household and garden waste to large commercial and industrial businesses, 'junk' simply accumulates and needs to be disposed of in an ethical and 'eco friendly' manner. As a Junk Hunters Franchisee you will not only be building a business that can provide you with an attractive income, you will also be providing a valuable service which will have measurable benefits to the environment of your local community.



Some 'rubbish' (but true) facts

- £2.8 billion-The amount that local authorities in England & Wales spent on outsourced waste services in 2015/16
- 202.8 million tonnes and rising - The weight of waste produced in the UK
- Household waste accounts for 13.7% of the total
- Recycling in 2015 @ 44.3% is the second highest figure on record



Incidents of Fly Tipping UK

- 936,000 incidents of fly tipping (illegal dumping of waste) dealt with by local authorities in 2015/16
- £49.8 million = the estimated cost to local authorities for fly tipping clearance
- 494,000 = the number of enforcement actions by local authorities at a cost of £16.9 million



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THE FRANCHISING ROUTE TO SUCCESS

Business Format Franchising, to give it its full title, is a proven method of starting your own business. All business start ups involve an element of risk of course. When you become a Junk Hunters franchisee however, you will have access to an operating system and a methodology for gaining business that has already been proven and tested and importantly, has a track record of success.

Building your franchise will still involve hard work on your part and you will need to follow our 'system'. As your franchisor we are there to help and support you during the lifetime of our partnership.

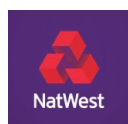
Below are some facts that may help you to decide that franchising is the best option for you.

- The franchise industry is worth £15.1 billion to the UK economy
- There are 901 'franchise systems' operating in the UK (most of them you will never have heard of)
- This accounts for over 44,000 franchisees
- Over 600,000 people make a living in franchised businesses

All figures via the latest British Franchise Association/NatWest Survey

All very positive figures, but perhaps the most persuasive facts are as follows;

- The survey showed that 97% of franchisees reported profitability
- Business failure across all franchised units due to commercial reasons was 0.2%
- Banks in the UK typically favour lending to franchised businesses Vs other stand alone small businesses on the basis that they are much less likely to fail.



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THE JUNK HUNTERS FRANCHISE MODEL



◀ Operator

As we previously mentioned, we offer two alternative options to incoming franchisees. You can start as an '**Operator**', which will involve you being on the vehicle and working at the 'coal face' as well as dealing with the administrative management of your business. This would suit individuals who wish to build their business starting with a limited budget.

Management ▶

Alternatively and should your initial level of investment be sufficient, then you could decide to start as a '**Management**' model with more than one vehicle. Here your role is primarily about managing the business and you will be responsible for sales & marketing, staff recruitment & training, as well as all the associated administration required in running a successful business.

Operator franchisees can (and we would hope that they will) expand to become management franchisees. In either case our training will involve you spending time in the vehicle in order that you fully understand every aspect of running a Junk Hunters business.



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MULTIPLE INCOME STREAMS

The ability to maximise your income by benefiting from multiple business opportunities is a major benefit open to all Junk Hunters Franchisees. The majority of your customers will require junk removal in the following areas;

Residential

Spare rooms, attics or even the garage, so that the car can fit back in. All are potential locations where junk will collect and where you can gain business. We are usually more economic than a skip and as all the heavy lifting is done by us, our service offers a distinct benefit to our customers Vs Skip Hire

Commercial

All businesses produce waste. From discarded packaging materials through to production line waste and it all needs to be removed. Commercial businesses represent a significant income opportunity for you as a Junk Hunters franchisee as they will require your services on a regular basis to keep their junk under control

Garden

From grass and hedge clippings to removing a ramshackle shed or broken fence. The garden and the rubbish that it produces provide other opportunities for Junk Hunter franchisees to gain income.

Construction

90 million tonnes of waste are produced annually by the building and construction industries. All ethical businesses want their waste to be recycled or removed legally and responsibly. As a Junk Hunters franchisee you play an important part in protecting the environment.

Recycling

One person's junk may turn out to be another's prized possession. The rise in second hand and vintage shops can give you the opportunity to re- sell a percentage of the goods that you collect, thus providing additional income.

Charity Shops

Donating goods to charity shops will not make you money directly but, by making charitable donations, you provide a valuable service to your local community, as well as gaining positive PR for your Junk Hunters Franchise.



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WHAT WE LOOK FOR

Let's face it, junk removal is not a glamorous business, however it is a business that we are passionate about and it goes without saying that we expect Junk Hunter Franchisees to show that same passion.



You need to be prepared to get your hands dirty (although we do include gloves in our launch package) at least in the early days, as you build your business. If you decide that you want to grow to a multiple vehicle operation, then your role becomes much more one of management, as you concentrate on business development through marketing and customer contact. When you reach this stage the 'gloves are off'.... literally!

As well as gaining customers, you must look after them, so a desire to provide a first class customer service each and every time is a must.

We might be a 'rubbish business', but as a Junk Hunters franchisee you could build a secure future for you and your family.



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OUR TRAINING AND SUPPORT



We understand that training and ongoing support are two of the main reasons that you would opt to start your business under a franchise model, as opposed to 'going it alone'. As such, we take our commitment in this area very seriously.

As a Junk Hunter's franchisee, your training will commence with an initial induction course covering everything from setting up your limited company through to gaining and maintaining clients. It will be a mixture of classroom training, to ensure that you are fully versed in all our in-house administration systems, through to 'on the job' experience, where you will go out with an existing Junk Hunters team and carry out the practical duties required on a daily basis.

Training will continue at your chosen location as we help you to get your business established locally and to gain clients and of course, income.

Our commitment is to support you during the lifetime of your franchise agreement, to help you build a profitable and sustainable business



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GETTING YOU 'LAUNCHED'

We know that you will want to get your business off to a 'flying start', so our Launch Package includes everything that you need to get you up and running, gaining clients and earning as soon as possible.

Our purpose built vehicles are strongly branded and once seen, are always remembered. This is an important factor in gaining business.

Your truck can either be purchased outright or, for a lower initial investment option, they can be leased with a fixed monthly payment.

Launch Package

Purpose built vehicle (lease or purchase options)

Distinctive Truck Livery

Operators Licence

Tracking System

Sat Nav.

Full set of tools

Branded Corporate work wear & PPE

PC / Screen/Keyboard

Printer/Scanner/Copier

Administration Files

Corporate Stationery

Business Cards

Dedicated Management System (Yr1)

Marketing Materials

Local launch Advertising

Dedicated Web Page

Launch PR

Training

Training Accommodation

Operations Manual

Exclusive Protected Territory

5 Year Licence with Renewal Rights



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FINANCIAL INFORMATION

Management Service Fee 10% Gross Turnover

Marketing Levy 1% Gross Turnover

The above figures are net of VAT

A 5 year licence will be granted for an exclusive territory with renewal rights for a further 5 years

Typical Initial Investment

Initial Fee (to include full Launch Package) £40,000 +VAT

Working Capital £20,000

Total Investment (net) £60,000

(Most major high street banks will consider funding around 50% of the required capital subject to status)

Annual Profit & Loss Account Illustration

	Year 1	Year 2	Year 3	Year 4	Year 5
	£	£	£	£	£
Sales (net)	137,000	189,000	339,000	434,000	507,000
Cost of Sales	65,000	90,000	168,000	223,000	229,000
Gross Profit	72,000	99,000	171,000	211,000	278,000

The above figures are based on a single vehicle operation and are for illustrative purposes only and are not a guarantee of profits. Whilst they are based on the achievements of the core business the success of each franchise is dependent on the efforts of the Franchise Owner and their willingness to adhere to the franchise model and practices.



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WHAT NEXT?

A Junk Hunters franchise is built on a proven, successful business model. Our services are required by both domestic and commercial customers giving you as a franchisee, the widest possible opportunity to build an extensive and loyal client base.

'Junk' in the UK is increasing and the need for responsible and ethical junk removal will continue to grow, creating even more opportunities for your business to expand.

We seek committed, enthusiastic individuals to join our network. If you think that you have the potential to become a Junk Hunter and we believe that this is the right opportunity for you, we'll be delighted to welcome you onboard.

For more information, please complete and return the confidential application form and a member of our franchise team will be in touch to discuss the next steps.

Alternatively if you wish to contact our Franchise Team please call us on 0203 489 9353 or e-mail at franchising@junkhunters.co.uk



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