



## How do I calculate a return on investment when purchasing a HydroKleen “Equipment Supply Package Licence Agreement?”

It is important that you understand how to work out how long it will take you to get your money back once you have purchased our HydroKleen System.

Firstly, you have found our system on the internet because you were looking for a better and more efficient way to clean and service air conditioners for your customers.

This means you already have an understanding of how many air conditioners there are in each home and commercial buildings in your location. (Within reason).

Most consumers/customers have no idea that an air conditioner has to be cleaned properly – not just the filters! You know that, but they don't. Their warranty manuals fails to mention cleaning the “whole” unit – their manuals only talk about cleaning the filters.....

Climatic conditions play a big part in how often consumers should clean their air conditioner so you also need to take that into consideration.

In hot climates people use their air conditioners a lot more than people would in a more temperate climate.

People in a very cold climate would also use their air conditioners a lot more on heat mode than someone in a temperate climate.

One fact we all know, is that when they are turned on they start to get dirty!!



## How much can you charge?

Of course this will vary from country to country and will be governed by your labour cost.

E.g. In Thailand it costs about \$12 AUD to strip and clean a wall split – this is dismantling it, removing it from the wall and taking it outside and cleaning it.

This process can take about 3 hours per head unit which means the guy can clean no more than 3 per day, maybe four. So he is making perhaps \$40 AUD per day on average for his employer.

He may be getting paid about \$16 AUD per day in wages, perhaps less.

If he was using our system he could clean (with a helper) about 20 per day – and get them cleaner - which means he is earning about \$240 AUD per day instead of \$40.

This means his employer has increased his gross profit by nearly 600 percent!

His wages for the day have only doubled, given he has taken on a helper.

The cost of product to clean 20 head units would be about \$5-\$10 AUD so let say overall costs would be about \$50 AUD.

This means he has made about \$190 AUD (net) for the day (\$240 – \$32 wages - \$10 product cost = \$200 AUD

Using his old 'strip and clean" system using 2 workers he would have grossed \$80 AUD for the day less his wages and product of about \$40 = \$40 AUD net.

This is a **huge** 400% ++ better profit for the day using our HydroKleen Equipment.

So how long would it take him to pay off his investment amount (about \$20,000 USD)



(1) If they was constantly cleaning 20 units per day (I have cleaned 17 by myself – but all in the on location.) The average for one person is 8 to 10 per day - it would take him about 105 days to pay off his initial investment.

(2) If he was cleaning 10 per day, it would take him twice as long.

### **Important**

**To work out whether you should invest in a HydroKleen Package you must work out how many cleans you think you can handle per day and then have an understanding about what you can charge to clean them as well as HydroKleen can**

**The other important factor to consider is you can now offer a more cost effective and time efficient clean and service than your competitors**

E.g. In Australia a “Main in a van” can clean 8-10 units per day by himself.  
We charge, on average \$160 AUD per clean  
He earns approximately \$1200 - \$1400 per day – less his product cost.  
If this person worked hard for just 1 month, he could pay for his HydroKleen Equipment Package (HEP) within that time.  
Two thirds of our franchisees in Australia earn between \$15,000 - \$25,000 AUD per month (based on Oct-Dec Quarter 2015)