

WHAT HAPPENS NOW?

HydroKleen Global is offering a HydroKleen Equipment Package (HEP) and a Licencing Agreement to those who qualify for supply of our HVAC cleaning equipment and systems.

We provide our HVAC cleaning and equipment systems as a TURN-KEY business model. We supply all the HVAC cleaning equipment, tools and systems you need, plus comprehensive online training, marketing material and access to HydroKleen branding so that you can go to your market and start work. You then use the provided marketing material and training videos to build your business profile in your location.

We advise that this is not a franchise and you are not obliged to use any of our systems should you chose not to.

To schedule a time for a video call to discuss the right licensing option for you, please send us an email to global@hydrokleen.com.

John Sanders

CEO - HydroKleen Global

Disclaimer: HydroKleen Global reserves the right to change any of the below information or figures without notice.

We are the Market-leaders in HVAC cleaning equipment and systems

Our HydroKleen Equipment Package (HEP) and 10 year Non-Exclusive License Agreement has been developed to accommodate both a 'start up' business or as an addition to an existing business. This is a complete business system, with all the hard work having been done for you!

Add carousel, sequenced images of machine, catchment bag, chemicals etc somewhere here.

The HydroKleen Equipment Package (HEP) Details:

The investment for a HydroKleen Equipment Package is

\$18,950 USD

\$15,850 Euro or

\$21,987 AUD

Freight costs of the HEP is additional.

Air freight or sea freight is available, with ETA's provided but not guaranteed. (Usually, 7-14 days for air freight and ETA longer and dependent on location for sea freight.)

The HydroKleen Global HVAC Equipment and Systems License Agreement provides access to the following:

AUTOMATIC MEMBERSHIP TO ALL HYDROKLEEN INTELLECTUAL PROPERTY

PERMANENT LOGIN TO ONLINE RESOURCES
ACCESS TO ALL TRAINING VIDEOS
ACCESS TO ALL MARKETING MATERIAL (SEVEN LANGUAGES)
ACCESS TO ALL MERCHANDISING MATERIAL
ACCESS TO ALL SPARE PARTS (LICENSEES ONLY)
ACCESS TO HELP LINE (global@hydrokleen.com.au)
TEMPLATE HYDROKLEEN LANDING PAGE
HYDROKLEEN CERTIFICATE FOR ALL TRAINED TECHNICIANS
LICENCE AGREEMENT
NOMINAL LICENCE RENEWAL FEE EACH YEAR

LICENCE

A HydroKleen Global license will only be issued to approved persons.

Only Approved HydroKleen License holders can operate under the HydroKleen brand.

TYPES OF LICENCES

Non-Exclusive License – Is a 10-year term (renewable) Licensee Agreement.

A potential Licensee purchases the right to use the HydroKleen Equipment and systems on the understanding that other nonexclusive Licensees may be appointed from time to time in the same location. A nonexclusive License may be appointed directly by HydroKleen Global or a Master Licensor in a particular country or Location. Licensee to pay a prescribed annual fee only.

Exclusive License – Is a 15-year term (renewable) License Agreement.

A potential Licensee may purchase the rights to a given location, city, state, or province. Licensee will pay a premium for an exclusive location as it will stop HydroKleen global selling other Licenses in that location for the term of the Agreement. Licensee to pay a prescribed annual fee only.

Master License – is a 20 plus 20-year term (renewable at 20 years) for a state or country.

A potential Master Licensee (ML) may purchase the rights to a country. Licensee will pay a premium for a Master License as it will stop HydroKleen global from selling other Licenses into that country for the term of the Agreement. Licensee to pay a prescribed annual fee only.

Once a Mater Licensee has the control of a country, they must decide what model they wish to utilise.

- (A) ML may choose NOT to appoint any other Licensees and employ their own staff to carry out the cleaning and sanitizing of AC systems across that country. This model has proven very successful in Bangladesh.
- (B) ML may appoint other HydroKleen Licensees/franchisees either on Non-Exclusive or Exclusive License Agreements using the traditional full Premium HydroKleen Equipment Package (**HEP**). This has been used successfully in Canada.
- (C) ML may appoint non-Exclusive or Exclusive Licensees using the HydroKleen Mini Package (HMP) - The HMP package is a very scaled down version of a HEP and is proving to be a popular way to scale your business very quickly.

As the Master Licensee you are at liberty to charge whatever you wish as you will be aware of ROIs in your country that a potential Licensee/Franchisee can earn. It is important that your Licensees/franchisees can be profitable.

Master Licensor/HydroKleen Global

This involves an active business relationship between Master Licensor / Licensee and HydroKleen Global.

Potential ML may choose to pay a lessor amount for the Master License for a country and join with HKG on the following basis.

- (A) Upfront fee will be reduced by 50/60% of initial fee.
- (B) ML agrees to sell non-Exclusive licenses to potential Licensees in his/her country at an agreed upfront fee, using the HydroKleen Mini Packages (HMPs)
- (C) License Agreements to be not more than 5 plus 5-year Agreements.
- (D) HKG will supply to the ML HMPs at an agreed price.
- (E) ML will charge an agreed quarterly fee for each Licensee to be collected by the ML.
- (F) HKG will approve each Licensee and complete the non-exclusive License Agreement on behalf of ML. HKG will charge a minimal cost for preparation of Agreement for and on behalf of the ML.
- (G) ML will pay to HKG 15% of all monies collected for Up front and quarterly fees for the term of the Agreement.
- (H) ML and HKG to agree on a minimum number of Licensees that must be onboarded in the first 36 months – failure to onboard the required number of Licensees may result in downgrading or termination of Agreement.
- (I) HKG requires that the ML, or a delegated person will become proficient in using the full systems and processes supplied by HKG.

There are separate terms and conditions that apply to this model that must be mutually agreed to by both parties.

“PS. (A) Any of the above information can be subject to change without notice... “ (B) The above model will only be available to countries whose currency has close parity to the Australian Dollar.

FOR YOUR CONSIDERATION

When you contemplate purchasing an Exclusive Licence, you may find the following to be a suitable initial arrangement:

You may choose to purchase a Premium HydroKleen Equipment Package (HEP) with a Non Exclusive Licence – with a special condition allowing you “first right of refusal” for your Exclusive Licence location with a 3 month moratorium. This will allow you to test and measure HydroKleen Global at a “base” level.

Your Exclusive location is yours to grow it as “lucratively” (profitably) as you can and as quickly as you chose – making sure you “establish” the HydroKleen brand as effectively as possible across that location.

Outside of COVID restrictions, we recommend you visit our factory and Head Office in Queensland, Australia, if possible. This will allow you to become much more familiar with what we do and who we are: It will also allow us to meet you and build a lasting relationship with yourself and your company. As travel restrictions are likely to be in place for some time, we are happy to

We believe “good business, results from building good relationships.”

HOW TO CALCULATE RETURN ON INVESTMENT

Here is some further information on the pricing structure of the HydroKleen Equipment Package (HEP).

Our HVAC cleaning equipment and systems have been specifically designed to work 24/7, cleaning the dirtiest of air conditioners. It is offered as a “Complete Business System” with all the hard work having been done for you.

If your part of the world does not use ductless air conditioners – stop here.

If you do, here is how we calculate Return On Investment (ROI) of the HydroKleen Global system.

* Return On Investment means how long it will take to see a positive return on your HydroKleen Equipment Package investment.

INVESTMENT ANALYSIS ROI (RETURN ON INVESTMENT)

The purchase price of a HydroKleen Equipment Package (HEP) is \$22,000 AUD divided by 12 / 24 / 36 months = Per Month

*Use as many months as you need.

Average charge per clean in your country (Allow 1 hour per clean or 30 mins if two Technicians)

Average cost (Product) Per Clean \$.50c AUD Cleaning Agent

Sub Total

Cost of Labour Hourly labour cost in your country.

Gross Profit Per Clean

How many cleans per day?

We would expect this person to be carrying out 5 to 8 cleans per day, so let's use an average of 6.5 cleans per day. (We have many vans doing 15 to 20 cleans per day with two technicians.)

6.5 cleans per day x per day approx

..... per day x 5 days (6 days) per week

..... x 52 weeks divided by 12 months = per month

Less Monthly Cost of HEP (.....) GROSS PROFIT FOR THE MONTH

PS. The above Gross Profit hasn't allowed for Motor Vehicle, Marketing, Insurance costs etc.

INFORMATION YOU WILL NEED TO CALCULATE YOUR ROI

How much can I charge for one clean in my location? (In Australia this can vary from city to city)
Anywhere from \$140 – \$250 AUD per clean

How much is my labour cost per clean going to be?

How many cleans can I achieve per day?

(This will depend on density of air conditioners per dwelling and your climate base.)

This simple analysis of your location may vary greatly from the above but in most Westernized countries you could have your initial investment paid off within a few months (if you worked hard) while still earning a healthy profit along the way.

STEPS TO LICENSING HYDROKLEEN IN YOUR LOCATION

International Enquiry Form - DONE

Agreed to Confidentiality Terms & Conditions – DONE

Initial Video Consultation – TO BE SCHEDULED

Due Diligence - TBC

Licence Agreement Signed - TBC

Purchase of your preferred HydroKleen license - TBC

Option for Exclusive Licence Agreement acquired for Exclusive City or Country – TBC

Receive your equipment and start HydroKleening!

[LINK BACK TO FAQS PAGE](#)

Other Important Information We are Often Asked ...

How much maintenance do we have to do to our equipment?

All equipment is heavy duty industrial grade equipment.

Other than keeping it clean, there is a little you have to do

Life of the battery – 3/4 years

Life of Catchment Bags – 3/4 years (4000 clean)

Life of the Pumps – 5/6 years