



Franchise Expression of Interest Form

Relating to the possible grant of a Thrifty Car Rental franchise

Privacy – Note

Kingmill Pty Ltd trading as Thrifty Car Rental (Thrifty) complies with the Privacy Act 1988. You can access all information collected from you on request by contacting the National Franchise Manager.

The information collected from you is used to assess your application to become a Thrifty Franchisee.

The information you supply in your Franchise Expression of Interest Form and all dealings with Kingmill Pty Limited during the assessment process may be shared with other departments within Thrifty and its related bodies corporate. This is to determine your training and development needs and the extent to which you meet Thrifty requirements for becoming a Franchisee.

If your application to acquire a franchise is successful, the information collected will form part of the records we keep about your franchise. If your application is unsuccessful we will destroy all information within 12 months of you being notified.

Confidential

Who is Thrifty Car Rental?

Thrifty was founded internationally in 1958 and first established in Australia in 1977. Thrifty has been in operation in Australia for over 30 years. Its vision is to be the best car rental operator in Australia.

Thrifty is already one of the leading Australian car rental companies. We want to build on our reputation within the market place for 'being different' in our approach to our customers and how we do business.

Thrifty is the only car rental company in Australia which is 100% Australian owned and operated. The business is operated by Kingmill Pty Ltd (trading as Thrifty Car Rental), a wholly-owned member of the NRMA Motoring and Services (NRMA) group of companies. NRMA is the largest motoring services organisation in Australia, with over 2 million members across NSW and ACT. Thrifty's strategy is to expand its locations, fleet and services as appropriate to meet the needs of the Australian car rental market.

At Thrifty, we believe our success of being the quiet achiever in a competitive market has evolved from providing:

"Passionate, individual service ... every time"

This is helped further by the following core values, which define who we are as a company and create the basis for our culture:

- Honesty
- Integrity
- Flexibility
- Competiveness
- Loyalty
- Trust
- Passion

The local car rental market faces many challenges. Thrifty intends to meet these challenges head on by providing innovative products, variety of fleet and exceptional service delivery. Thrifty strongly believes it has a compelling customer proposition.

Why Thrifty?

- 1. 100% Australian owned and operated**
 - All decisions are made locally
 - Our profits stay in Australia
- 2. Sales team**
 - Committed to customer service
 - Account Managers building long lasting and profitable relationships
- 3. Extensive nationwide network**
 - A network that services in excess of 200 locations within Australia
 - An international presence in over 70 countries worldwide
- 4. Diverse range of cars, trucks, buses and 4WDs for rent**
 - A modern fleet of passenger vehicles
 - One of the most comprehensive ranges of commercial vehicles within the Australian vehicle rental industry
 - Fleet is constantly updated to address the needs and demands of our customers
 - 24 hour roadside assistance Australia wide
- 5. Thrifty offers the flexibility to provide business solutions to meet individual requirements**
 - Tailored business solutions
 - Working together to achieve a common solution



What does Thrifty offer the franchisee?

- A chance to run your own business
- Being part of an international network
- Established brand name in the market place
- National advertising and marketing program
- Use of the Thrifty trademark
- National fleet deals
- Complete training and induction program
- Access to major corporate accounts
- Marketing support
- Training

What does Thrifty look for in a franchisee?

- Business experience
- Leadership in the relevant territory
- Desire to succeed
- Willingness to participate
- Positive attitude and mindset
- Financially strong and capable
- Customer focused
- Ability to motivate and coach a team of people
- Ability to work within a franchise system

Fees and costs:

If you acquire a Thrifty franchise you will be subject to certain initial and ongoing fees payable to Thrifty, including the following;

Initial franchise fee:	Subject to territory or location
Royalty fees:	Subject to territory or location
Marketing fees:	A commitment to local marketing support
Debt factoring fees:	In relation to central billing on national accounts
Revenue splits:	Only occurs when using vehicles owned by another franchisee or Thrifty Corporate
IT system fees:	Transaction based and related to the Thrifty's transaction and reservation system
Reservation fees:	Transaction based and related to online reservations

Additional costs to be taken into account by you when considering the acquisition of a Thrifty franchise include:

- Premises rent and other occupation costs are the responsibility of the franchisee
- Location set up and fitout, including all office furniture, equipment such as counters, décor, branch layout, painting and signage in accordance with the Operations Manual
- Pre-opening expenses such as launch, advertising and promotional material
- All fleet costs including purchase, financing and maintenance
- All additional IT costs, including the cost of computer hardware and software

Criteria for assessment of suitability

Thrifty has a strict set of assessment criteria for the selection of its franchisees, covering a wide range of matters, including knowledge and experience in running a business, financial strength and capability, people management skills and general commercial acumen.



Information required

As part of the Thrifty Franchise Expression of Interest process, you are required to complete all areas of this form, and then sign the Declaration.

Personal Details

Surname:	_____	Given Names:	_____
Address:	_____		_____
	_____		_____
State:	_____	Post Code:	_____
Years at this address:	_____	Previous Address:	_____
Email:	_____		_____
Phone:	_____	Fax:	_____
Date of Birth:	_____	Drivers Licence:	_____
Licence Expiry:	_____	Licence Type:	_____

Educational Qualifications

Secondary:	_____	Year Completed:	_____
Tertiary:	_____	Year Completed:	_____
Other:	_____	Year Completed:	_____

Other Qualifications and Professional Associations

Interests



Work Experience

Please list all previous and or current employers for the last five years (please attach resume or copy this page if required).

Name of Employer _____

Address _____

Position _____

Employment Dates _____

Duties _____

Achievements _____

Name of Employer _____

Address _____

Position _____

Employment Dates _____

Duties _____

Achievements _____

Name of Employer _____

Address _____

Position _____

Employment Dates _____

Duties _____

Achievements _____



Personal Skills

How will your past experience help you to succeed as a Thrifty franchisee? Amongst any other information you may wish to provide, please describe any car rental business experience you have had, and any current involvement in the car rental industry.

What are the personal strengths and qualities you would bring as a Thrifty franchisee?

Why are you interested in becoming a Thrifty franchisee?

What do you expect Thrifty will do for you as a Thrifty franchisee?

Please list below any further skills you believe would support your application.



Territory or territories of interest

Please describe or list the specific territory that you are interested in, and what connection (if any) you have in the relevant area. Any information you are able to provide as to why the particular territory is of interest to you would be helpful in Thrifty's assessment:

Business References

Please list three business referees who may be contacted to support your application.

Name: _____

Address: _____

Phone: _____

Company: _____

Position: _____

Name: _____

Address: _____

Phone: _____

Company: _____

Position: _____

Name: _____

Address: _____

Phone: _____

Company: _____

Position: _____



Statement of Financial Position

Personal Assets:

Cash in Banks _____

Other _____

Securities (shares, bonds etc) _____

Money owed to you (describe) _____

Your business _____

Your vehicle(s) market value _____

Other Assets _____

Total Assets _____

Personal Liabilities:

Overdrafts _____

Creditors _____

Hire Purchase Commitments _____

Personal Loans _____

Loans guaranteed (describe) _____

Mortgage payable _____

Mortgage payable _____

Other Debts: _____

Credit Cards _____

Total Liabilities _____

Net Worth (Total Assets – Total Liabilities) \$ _____

Current Personal Income Statement

Personal Income Per Month	_____	Fixed Outgoings Per Month	_____
Wages/Salary After Tax	_____	Mortgage Repayments	_____
Bonus or Commission After Tax	_____	Loan Repayments	_____
Dividends	_____	Other -	_____
Real Estate Income	_____	Other -	_____
Other	_____	Other	_____
Total Income	_____	Total Fixed Outgoings	_____

Other Financial Information

What capital do you have available for this franchise? \$ _____

If needed, what would you convert into cash to pay for the franchise?

If your present funds are insufficient for the purchase of the franchise, how do you propose to finance the acquisition of the franchise?

What monthly income do you need to maintain your present standard of living? \$ _____



Declaration

In providing us with the information in this Expression of Interest form, including the Statement of Financial Position:

1. You consent to us conducting further enquiries about you and in relation to such information as may be necessary to assist us in evaluating your Expression of Interest (including credit checks on you/your company/business and other proposed principals in the franchise).
2. You confirm that all the information you provide in this form or in the course of your interest in acquiring a Thrifty franchise is true and correct in all respects and not misleading by inclusion or omission.
3. You acknowledge that Thrifty has not represented that in accepting and considering your expression of interest Thrifty will necessarily consider you a suitable candidate for a Thrifty franchise.
4. You recognize and acknowledge the competitive value and confidential nature of all information provided by Thrifty to you, and that it is for the sole purpose of assessing the Thrifty franchise and it shall under no circumstances be disclosed to a third party.
5. You acknowledge that should Thrifty decide in its absolute discretion to offer you the opportunity to acquire a Thrifty franchise, Thrifty will (subject to you signing an appropriate confidentiality agreement with Thrifty) issue you with a formal disclosure statement, draft franchise agreement and other information necessary for you to make an informed assessment as to whether to acquire a Thrifty franchise. Thrifty shall have absolute discretion as to which (if any) of the parties who respond to the Expression of Interest process it elects to shortlist and then provide with formal disclosure documentation regarding the relevant franchise opportunity.
6. You acknowledge that Thrifty will not be bound to you in any respect in relation to the grant of a Thrifty franchise unless and until a formal franchise agreement is entered into and then on the terms and conditions of that agreement.

You

Name: _____
Signature _____
Date: _____

Witness

Name: _____
Signature _____
Date: _____

Please send completed Expression of Interest form to:

Michael Horn
Director Fleet & Franchise
Kingmill Pty Ltd t/a Thrifty Car Rental
Level 1, 52-60 Kent Road
Mascot NSW 2020 Australia

Email: michael.horn@thrifty.com.au
Phone: 02 8337 2988

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Australia

