

WHY INVEST IN COIN OPERATED LAUNDROMAT?

- **High average ROI of 25% to 60% in Malaysia**
 - Lower set-up cost & higher average sales will improve ROI
- **Recession-Proof Business**
 - Clean clothes are a necessity. You will still have customers in good and bad time.
- **Run Business on Auto Pilot**
 - You rather do something else than physically running your business everyday. Your business will keep making money 24/7/365, even when you're sleeping or enjoying your holidays.
- **No Labour Cost**
 - There's no need to hire a full-time staff. Manpower problems will never be an issue. Meaning less headache and more profit goes to your pocket.
- **All Cash Business**
 - Customers pay up front. No headache chasing for payments and tedious accounting.
- **Stable Customer Base**
 - 90% of laundromat patrons will become repeat customers.
- **Tax Advantages**
 - You can claim equipment depreciation to minimize your business annual taxes; creating an opportunity to retain revenue.

THE IDEAL OUTLET LOCATION

- **Location with a lot of renters**
- **Medium to high density area – near fully occupied flats/apartments etc**
- **Located in low – medium income areas**
- **Located at a safe and clean environment**
- **1200sqft to 1800sqft ground floor shop lot**
- **RM 2000 to RM 4000 rental rate**
- **Generates 3-Phase electrical power**
- **Highly visible location with good accessibility and ample parking**
- **Desirable co-tenants include banks, restaurants, convenient stores, grocery stores etc**

THE LAUNDRY PLACE COIN OPERATED LAUNDROMAT – JOINT VENTURE PACKAGES

Package 1: Speed Queen (USA)

White/Stacked Commercial Machines

Stacked, 5 washers, 5 dryers (cold wash only - 40 mins wash / 40mins dry)

Item	Capacity	Unit/Set	Remarks
Washer & Dryer Stack	10kg	5	No internal boiler
Coin Changer with GSM alarm system	Double Hopper	1	
Renovation & Marketing	Lump sum	1	Reno all in, 3 banners & 10k flyers
Transport, Installation, Commissioning	Lump sum	1	
Package Price			RM 155,000.00

Package 2: Speed Queen (USA)

Stainless Steel Heavy Duty Commercial Machines

5 washers, 4 dryers (cold/warm/hot wash - 25 mins wash / 25 mins dry)

Item	Capacity	Unit/Set	Remarks
Washer	10kg	3	With internal boiler
Washer	14kg	2	With internal boiler
Dryer (Double Pocket - 2 units)	14kg	2	
Coin Changer with GSM alarm system	Double Hopper	1	
Renovation & Marketing	Lump sum	1	Reno all in, 4 banners & 12k flyers
Transport, Installation, Commissioning	Lump sum	1	
Package Price			RM 240,000.00

Package 3: Speed Queen (USA)

Stainless Steel Heavy Duty Commercial Machines

6 washers, 6 dryers (cold/warm/hot wash - 25 mins wash / 25 mins dry)

Item	Capacity	Unit/Set	Remarks
Washer	10kg	2	With internal boiler
Washer	14kg	4	With internal boiler
Dryer (Double Pocket - 2 units)	14kg	3	
Coin Changer with GSM alarm system	Double Hopper	1	
Renovation & Marketing	Lump sum	1	Reno all in, 4 banners & 12k flyers
Transport, Installation, Commissioning	Lump sum	1	
Package Price			RM 300,000.00

TERMS & CONDITIONS:

- All Packages Include Opening Marketing and Promotional Services – Facebook, Website, Banners, Flyers
- Does not Include RM10,000 Security Deposit for The Laundry Place Brand Licensing
- RM100 Monthly Licensing and Support Fee Applies
- All Packages Prices INCLUDES 6% GST
- Package Prices Are Assuming New BARE Shoplot. Additional Charges May Apply Should Shoplot Has existing Fixtures and Structures to be Demolished First
- Package Prices Does Not Include SSM Fees, PBT License Fees & JV Agreement/Lawyer Fees
- It Is Compulsory For JV Partners to Use TLP Token Coin, TLP Detergent & Softener, And Keep His/Her Premise Clean & Presentable For Customers. Penalty Will Be Imposed For Any Breach of This JV Rules. Repeated Offences Will Result Breach of JV Contract and TLP Will Withdraw JV Partner's Right to Use TLP Brand and Security Deposit Forfeited

WHY JOINT-VENTURE WITH THE LAUNDRY PLACE?

- **Lower Up-Front Investment Capital Compared to Franchise Brand**
 - Going with JV route, we manage to reduce the cost and give it back the savings to our JV partners in terms of lower prices packages compared to mainstream franchise brands.
- **Well-Equipped with Speed Queen (USA) Commercial Grade Machines**
 - No China brands to cut cost. We offer the best machines we can source for you with great after sales services network from manufacturer and technicians to ensure lower maintenance cost for your laundromat.
- **Unique Theme & Refreshing ID**
 - Because generic cookie cutter décor and design of mainstream franchise brand is too boring. Our modern-rustic industrial look ID theme will make your laundromat stand out from your competitors and definitely will help to attract more customers and sales.
- **Online (FB, Website) and Offline (Banners, Flyers) Marketing Support**
 - We'll save your time and money by adding your laundromat in our FB page and website for online marketing purposes. We'll also provide banners and flyers to help to launch your laundromat opening marketing and promotions.
- **Technical Support From TLP Team, Technicians and Manufacturer**
 - We have a strong team of technicians and regional agents that is always there to give you technical supports should you need one.
- **High Operation Standards and SOP**
 - We have come up with high standard SOP to be adhered by all our JV partners to ensure that all our partners will provide the best service and experience to TLP customers. Satisfied customers means more business and profit for you.
- **Opportunities to network with TLP Families to Expand Your Business**
 - We will provide you opportunities to network with all TLP agents and JV partners. You can JV with your network instead of doing it alone, should you plan to open more outlets in the future after your first one.

PROJECTED AVERAGE CASHFLOW – CONSERVATIVE ESTIMATES

Package 1: Wash 30 mins, Dry 40 mins

Item	Price	Sales Unit	Daily Sales
Wash	RM 4.00	50	RM 200.00
Dry	RM 4.00	50	RM 200.00
Dry - Extra Time (10 mins)	RM 1.00	20	RM 20.00
Total Daily Sales			RM 420.00
Total Monthly Sales			RM 12,768.00
Rent			RM 3,500.00
Wifi			RM 250.00
Utilities & Supplies			RM 1,915.20
Total Running Cost			RM 5,665.20
Monthly Cashflow			RM 7,102.80
Set-Up Cost			RM 155,000.00
Break Even Time			21.8

Remarks

15% of sales
Does not include manpower - if any

Package 2: Wash 25 mins, Dry 25 mins

Item	Price	Sales Unit	Daily Sales
10kg Wash - Cold	RM 5.00	22	RM 110.00
10kg Wash - Warm	RM 6.00	5	RM 30.00
10kg Wash - Hot	RM 7.00	3	RM 21.00
14kg Wash - Cold	RM 6.00	15	RM 90.00
14kg Wash - Warm	RM 7.00	3	RM 21.00
14kg Wash - Hot	RM 8.00	2	RM 16.00
Dry	RM 5.00	50	RM 250.00
Dry - Extra Time (5 mins)	RM 1.00	20	RM 20.00
Total Daily Sales			RM 558.00
Total Monthly Sales			RM 16,963.20
Rent			RM 3,500.00
Wifi			RM 250.00
Utilities & Supplies			RM 2,544.48
Total Running Cost			RM 6,294.48
Monthly Cashflow			RM 10,668.72
Set-Up Cost			RM 240,000.00
Break Even Time			22.5

Remarks

15% of sales
Does not include manpower - if any

Package 3: Wash 25 mins, Dry 25 mins

Item	Price	Sales Unit	Daily Sales
10kg Wash - Cold	RM 5.00	22	RM 110.00
10kg Wash - Warm	RM 6.00	5	RM 30.00
10kg Wash - Hot	RM 7.00	3	RM 21.00
14kg Wash - Cold	RM 6.00	22	RM 132.00
14kg Wash - Warm	RM 7.00	5	RM 35.00
14kg Wash - Hot	RM 8.00	3	RM 24.00
Dry	RM 5.00	65	RM 325.00
Dry - Extra Time (5 mins)	RM 1.00	25	RM 25.00
Total Daily Sales			RM 702.00
Total Monthly Sales			RM 21,340.80
Rent			RM 3,500.00
Wifi			RM 250.00
Utilities & Supplies			RM 3,201.12
Total Running Cost			RM 6,951.12
Monthly Cashflow			RM 14,389.68
Set-Up Cost			RM 300,000.00
Break Even Time			20.8

Remarks

15% of sales
Does not include manpower - if any

NOTE: These estimates are conservative average values based of market averages. Sales will differ for different locations. These values are in not in any way a guaranteed return by The Laundry Place

PACKAGE 1 – PACKAGE BREAKDOWN

PACKAGE 1: 5 washer, 5 dryer

Machines: Speed Queen - White Body

Items	Unit	Unit Price	Total
10kg Stacked Washer/Dryer	5		
Double Hopper Coin Changer with GSM Alarm System	1	RM 90,000.00	RM 90,000.00
Detergent/Softener Auto Dispensers	10		
Delivery, Installation & Commisioning	1		

Renovation & Marketing:

Interior Design			
Signboard			
Partitioning	L		
Wiring	u		
Tiling	m		
Painting	P		
Piping		RM 65,000.00	RM 65,000.00
CCTV 4 Channel HD	S		
Movement Sensors/Timers for Fans/Lights Auto Switch	u		
Fire Extinguishers	m		
Custom Made Furniture and Fittings			
Instruction Sticker			
Opening Marketing & Promotion (3 banners, 10k flyers)			

Total Package Price: **RM 155,000.00**

Machine Expected Lifetime: **8 to 10 years**

Pros: **Cheapest**

Cons: **Short machine lifetime, no warm/hot wash, small capacity, machines tend to have more maintenance issues after 3 years**

Best For: **Budget investor, low-medium income area, low density area**

PACKAGE 2 – PACKAGE BREAKDOWN

PACKAGE 2: 5 washer, 4 dryer

Machines: Speed Queen - Stainless Steel

Items	Unit	Unit Price	Total
10kg Washer - cold/warm/hot	3		
14kg Washer - cold/warm/hot	2		
14kg Double Pocket Dryer (2 X 2units)	2		
Double Hopper Coin Changer with GSM Alarm System	1	RM 172,000.00	RM 172,000.00
Detergent/Softener Auto Dispensers	10		
Delivery, Installation & Commisioning	1		

Renovation & Marketing:

Interior Design			
Signboard			
Partitioning			
Wiring	L		
Tiling	u		
Painting	m		
Piping	p		
CCTV 4 Channel HD		RM 68,000.00	RM 68,000.00
Movement Sensors/Timers for Fans/Lights Auto Switch	S		
Fire Extinguishers	u		
Custom Made Furniture and Fittings	m		
Instruction Wallpaper/Plates/Sticker			
Concrete Slab			
Opening Marketing & Promotion (5 banners, 15k flyers)			

Total Package Price:

RM 240,000.00

Machine Expected Lifetime:

15 to 20 years

Pros:

**Balanced cost, different wash functions,
variable capacity, long machine lifetime**

Cons:

Slightly expensive

Best For:

**All income area
(low-medium to medium-high income)
medium density area**

PACKAGE 3 – PACKAGE BREAKDOWN

PACKAGE 3: 6 washer, 6 dryer

Machines: Speed Queen - Stainless Steel

	Unit	Unit Price	Total
10kg Washer - cold/warm/hot	2		
14kg Washer - cold/warm/hot	4		
14kg Double Pocket Dryer (2 X 2units)	3		
Double Hopper Coin Changer with GSM Alarm System	1	RM 230,000.00	RM 230,000.00
Detergent/Softener Auto Dispensers	12		
Delivery, Installation & Commissioning	1		

Renovation & Marketing:

Interior Design			
Signboard			
Partitioning			
Wiring	L		
Tiling	u		
Painting	m		
Piping	p		
CCTV 4 Channel HD		RM 70,000.00	RM 70,000.00
Movement Sensors/Timers for Fans/Lights Auto Switch	S		
Fire Extinguishers	u		
Custom Made Furniture and Fittings	m		
Instruction Wallpaper/Plates/Sticker			
Concrete Slab			
Opening Marketing & Promotion (5 banners, 15k flyers)			

Total Package Price: RM 300,000.00

Machine Expected Lifetime:

15 to 20 years

Pros:

Most versatile, different wash functions,
variable capacity, long machine lifetime,
able to cater big number of customers

Cons:

Most Expensive

Best For:

All income area
(low-medium to medium-high income)
high density area