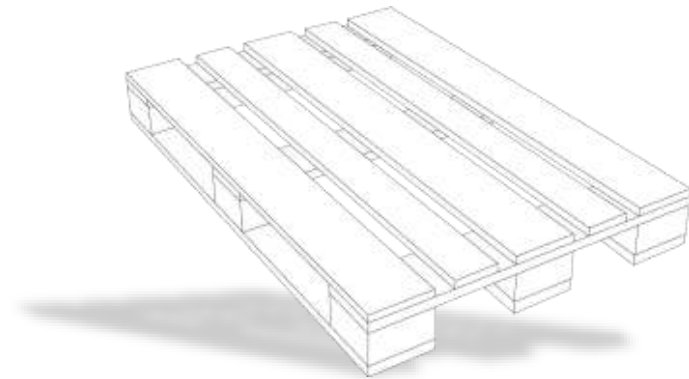


Franchise Network in Packaging & Handling Materials



What is PalletBiz®



"A network of "the best"

"An EMEA industry
service provider"

"A growing player in
Pallets, Packaging and
handling industry"

"An efficient Supply
Chain network"

"A one-call-for-all provider of
Wood & Metal Packaging
and related services"

"A win/win & all in all unique
business concept"



Some Key Indicators

- Currently represented in 4 regions and 6 countries with PalletBiz partners in:
 - **Northern Europe:** Denmark,
 - **Central Europe:** Poland, Hungary
 - **South East Europe:** Romania
 - **Middle East/GCC:** Saudi Arabia, United Arab Emirates
- ***Acceding Franchisees during 2017 (by March)***
 - South Africa
- Annual Network Sales more than M€ 17.
- More than 170 employees.

Strategy in brief

- Quality branding & Premium Products & Services
- Expanding the network of "the best" to more countries for better service coverage as well to PalletBiz International Key Account clients and the ones to come
- Market penetration by franchising in co-operation with local market entrepreneurs & experts
- Supply Chain optimization across borders
- Expanding product mix and purchase power



Why join PalletBiz®



GUIDING PRINCIPLES

In PalletBiz, we believe in a very simple set of core values that guide our approach to doing business across countries and cultural differences:

We do our utmost to apply these corporate core values in all PalletBiz business activities and relationships with our Clients, Suppliers, Franchise Partners, Employees and other relations.



THE 4 VALUES:



OPENNESS

Only if we communicate openly will we be able to build relationships, meet challenges, and take advantage of opportunities

LOYALTY

Whether we consider internal relations (HR) or external (Clients/Suppliers/Partners) relations, we will be looking to create team work and long term relationships

PRO-ACTIVENESS

We must think and plan ahead – and apply “timely attentiveness”

WIN/WIN ATTITUDE

In all business relations we will endeavor to generate “wins”; but also to share these with those that help us generate them



Why join PalletBiz®

The value or benefit of being a PalletBiz franchisee can be split into 4 categories:

Marketing | Supply Chain | Financial | Management

Marketing benefits

- PalletBiz brand becoming more and more known among big potential multinational clients, who need the same quality of packaging & handling regardless of geographical region. So belonging to the network will generate many leads and requests.
- Growing marketing presence – with many language web sites – active SEO and google AdWords campaigns etc. the franchisees will benefit from lower internet based marketing costs – because of the size of our combined use of these services. Our own marketing/IT Team is available to support implementation of your own (country) PalletBiz website as well maintain the overall marketing policy and support of the network.
- PalletBiz has a global CRM system (PCRM) that allows franchisees easy cooperation on sales leads – both internally in a country as well as across the network. The benefit of this is that – together – the network is acting as a very efficient “selling machine”.



Why join PalletBiz®



Marketing | Supply Chain | Financial | Management

Supply Chain benefits

- Purchase power of the combined Network meaning timber/pallet elements, nails, nail guns, metal packaging etc. at very competitive prices to the Network.
- PalletBiz will guarantee manufacturing orders (MO's)– and expect a guarantee in return of a certain share of the production capacity. Usually PalletBiz provide production orders that cover everything from 15% to 50% of the total capacity of the franchisee.
- Due to the diversity of the network PalletBiz will be able to supply a variety of products that you might not produce yourself like: Special Pallets & Packaging, Pallet Collars, Particle Boards and Metal Pallets & Crates. You might also experience some increase of related business, that you are already involved in.
- Finally we provide technical guidance and support for the ExportPack concept which is a new range of products that is interesting in case of export goods needing specialized packaging.



Marketing | Supply Chain | Financial | Management

Financial benefits

- Due to the purchase power we have with suppliers of machinery – we will be able to support franchisees with production investments, machinery upgrade etc.
- Due to the size of the network we will in many cases be able to assist with receivables financing – so that you will be able to provide your customers with better payment terms.

Management benefits

- As we have been involved in the establishment of a number of franchisees, and helped hundreds of clients with optimization of their supply chain – our Supply Chain Management Consulting department is available for the franchisees with very experienced staff to assist with customer paid projects or internal optimization projects to gain the regional franchisee.



Requirements for becoming a franchisee



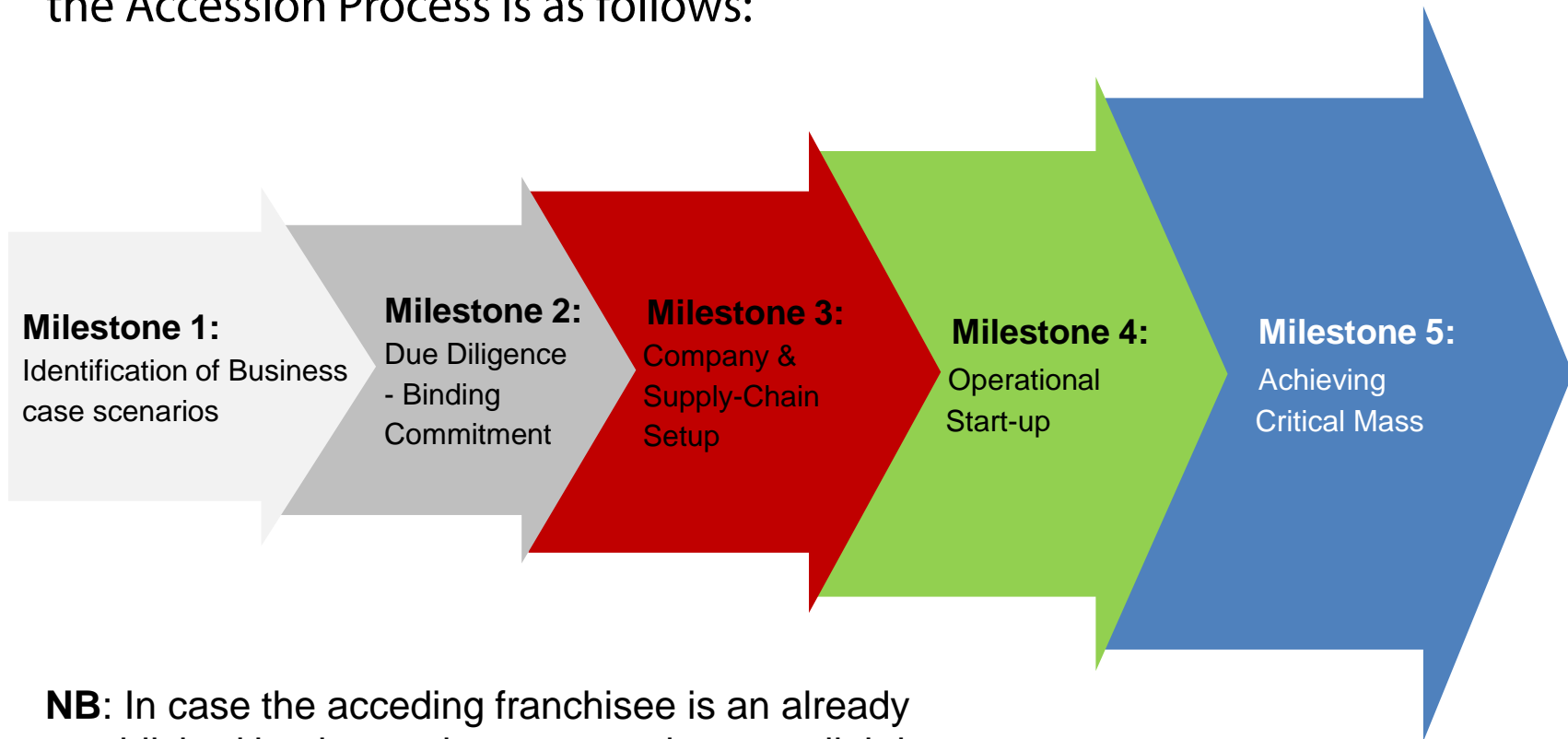
- Min. €50.000* free cash funds to invest
- Access to min. €200.000* in other financial means, stock of wood, pallets, machinery, or other collateral.
- From 15–50 % of product volumes available for Network Clients in the country - at market conditions.
- Franchise Agreement with the Franchisor
- Franchise Fee of €50.000* covers the full franchise set-up and operational training
- Shareholders Agreement with the Franchisor in case of co-investment
- Efficient Management structure that will work in accordance with the PalletBiz Way: Core Corporate Values, the Corporate Social Responsibility codex, and Green Growth Principles.

***NB:** Above figures can vary depending on experience and overall level of business implementation of the acceeding franchisees*



Franchise Accession Process

After initial contact and completion of Questionnaire – the Accession Process is as follows:



NB: In case the acceding franchisee is an already established business, the process changes slightly



What next?

Based on Your continuous interest, we ask You to proceed with the following steps:

1. Complete the **Accession Questionnaire** that you have received or that can be found on www.palletbiz.com website on the Franchising page.
2. Send the completed Accession Questionnaire to info@palletbiz.com
3. Someone from PalletBiz will get back to you within 1 week on the further steps.

