



Franchise Expression of Interest Form

Relating to the possible grant of a Thrifty Car Rental franchise

Strictly confidential

**Motoka Rentals Ltd -
T/A Thrifty Car Rental
NZBN: 9429034430798
(Thrifty)**

Privacy – Note

Motoka Rentals Ltd, trading as Thrifty Car Rental (Thrifty), complies with the Privacy Act 2001. You can access all information collected from you on request by contacting the New Zealand General Manager at tony.mortensen@thrifty.co.nz

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 Motoka Rentals Ltd 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.



Who is Thrifty Car Rental?

The Thrifty business is operated by Motoka Rentals Ltd (Motoka - Trading as Thrifty & Dollar Car Rentals), a wholly-owned subsidiary of the National Roads Motoring and Services Limited (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 Australasian car rental market.

Our vision – Drive – it's the constant desire to make things better. We are committed to driving every aspect of our business to wipe out frustrations in our industry and give our customers the best experience. Meeting expectations is a given. Exceeding them is our goal. We want to be the easiest rental company to deal with, delivering exceptional service in the quickest way possible to get our customer's on their journey quickly. Our promise is to drive our customers happy.

Our Purpose – Everything we do, we do to help our customers have the best possible experience and a safe and happy journey. Our mission is to exceed our customer's expectations and drive a new norm for the New Zealand car rental industry, where rental experiences are straightforward and hassle-free, and the customer service is top notch.

Our purpose and vision are the foundation of our organisation. Our values are the driving force behind our team staying true to them.

Our Values:

ENERGY
COURAGE
HUMILITY
OWNERSHIP

These values define how we work together, inspire our relationships with customers and anchor our reason for being.

The local vehicle 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. International brand and a well-established parent company

- Thrifty is a global brand recognised for its quality of service and fleet. The ultimate parent company to Motoka is a house hold name in Australia and represents trust, safety and support in the motor vehicle industry

2. Sales team

- Committed to customer service
- Business Development Managers and Partnership Manager build long lasting and profitable relationships

3. Extensive nationwide network

- A network that services throughout New Zealand and
- An international presence in over 70 countries worldwide

4. Diverse range of vehicle for rent

- A modern fleet of passenger, light commercials and, soon to be, heavy commercial vehicles
- Fleet is constantly updated to address the needs and demands of our customers
- 24 hour roadside assistance New Zealand 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
- Access to major corporate & wholesale accounts
- Marketing support
- Market relevant systems and technology

What does Thrifty look for in a franchisee?

- Business experience
- Leadership in the relevant location
- 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 location
Royalty fees:	Subject to 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 fit out, including all office furniture, equipment such as counters, décor, branch layout, painting and signage in accordance with the Thrifty Identifications Standards Manual
- Pre-opening expenses such as launch, advertising and promotional material
- Staff recruitment, induction, training
- 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.

Rental Vehicle Classification

Please tick relevant areas of interest:

Passenger Vehicle	
Light Commercial (Vans, Utes etc)	
Heavy Commercial (Trucks etc)	
Other (please specify)	

Personal Details

Surname:

Given Names:

Address: _____

City: _____

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.



Location or locations of interest

Please describe or list the specific location 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 location 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	_____
Bonus or Commission After Tax	_____
Dividends	_____
Real Estate Income	_____
Other	_____
Total Income	_____

Mortgage Repayments	_____
Loan Repayments	_____
Other	_____
Other	_____
Other	_____
Total Fixed Outgoings	_____

Other Financial Information

What capital do you have available for this 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	Witness
Name: _____	Name: _____
Signature _____	Signature _____
Date: _____	Date: _____

Please send completed Expression of Interest form to:

Tony Mortensen - General Manager New Zealand
 Motoka Rentals Ltd – T/A Thrifty Car Rental & Dollar Car Rental
 P O Box 39010,
 Harewood
 Christchurch 8545

Email: franchisesupport@thrifty.co.nz

