

Franchise Capital Requirements

Malaysia

SIBV-Regions of Asia/ Latin America/Middle East (Excluding Mexico and India) Effective S/2019 US Dollar



| | Lower Cost | Moderate Cost | Higher Cost | Method of payment / When Due |
|--|----------------|----------------|----------------|---|
| Initial Franchise Fee* | 10,000* | 10,000* | 10,000* | Lump sum upon signing Franchise Agreement |
| Real Property | 4,000 | 12,000 | 24,000 | Lump sum upon signing Intent to Sublease |
| Non-Traditional Location | 4,000 | 12,000 | 15,000 | |
| Leasehold Improvements | 33,000 | 58,500 | 88,750 | As incurred pro-rata during construction |
| Non-Traditional Location | 24,500 | 50,500 | 75,750 | |
| Equipment | 41,100 | 69,360 | 90,780 | Lump sum upon place order |
| Non-Traditional Location | 30,820 | 56,100 | 69,360 | |
| Security System (not including monitoring) | 2,500 | 4,500 | 7,500 | Lump sum upon place order |
| Non-Traditional Location | 1,250 | 3,000 | 5,000 | |
| Freight Charges (varies by Location & method) | 4,000 | 5,000 | 6,000 | Lump sum upon place order or on delivery |
| Non-Traditional Location | 3,000 | 4,000 | 5,000 | |
| Outside sign | 4,000 | 5,800 | 8,200 | Lump sum upon place order |
| Non-Traditional Location | 3,000 | 3,500 | 6,200 | |
| Opening Inventory | 4,500 | 6,050 | 7,480 | Lump sum within one week of opening |
| Non-Traditional Location | 3,800 | 5,280 | 6,820 | |
| Insurance | 1,200 | 1,600 | 2,000 | As incurred before opening |
| Non-Traditional Location | 1,200 | 1,600 | 2,000 | |
| Supplies | 1,100 | 2,200 | 3,300 | As incurred before opening |
| Non-Traditional Location | 1,100 | 2,200 | 3,300 | |
| Training Expenses (including travel & lodging) | 3,500 | 4,500 | 5,500 | As incurred during training |
| Non-Traditional Location | 3,500 | 4,500 | 5,500 | |
| Legal & Accounting | 1,000 | 2,000 | 3,500 | Lump sum before opening |
| Non-Traditional Location | 1,000 | 1,500 | 2,000 | |
| Opening Advertising | 2,000 | 4,000 | 6,000 | Lump sum around opening |
| Non-Traditional Location | 1,500 | 3,000 | 5,000 | |
| Miscellaneous Expenses (business licenses, utility deposits, small equipment & surplus capital) | 2,800 | 6,000 | 10,000 | As incurred when required |
| Non-Traditional Location | 2,800 | 6,000 | 10,000 | |
| Additional Funds - 3x months | 9,000 | 18,000 | 25,000 | As incurred when required |
| Non-Traditional Location | 6,000 | 9,000 | 20,000 | |
| Total | 123,700 | 209,510 | 298,010 | |
| Non-Traditional Location | 97,470 | 172,180 | 240,930 | |

