



## The NuHuman Franchisee Journey

### Step 1 - The Decision Is Made

As a potential franchisee, the first step of your journey is to make the decision to join the NuHuman family. Once you have made the decision, all you need to do is make contact with our Franchise Manager via email on [franchising@nuhuman.co.za](mailto:franchising@nuhuman.co.za) expressing your decision to move forward. You will then be furnished with an invoice for the full franchise amount of which you will be required to put down a R1,000,000.00 (one million rand) deposit. The balance of R3,000,000.00 (three million rand) will be due once your lease agreement has been signed. It is at this point that our business management company, Level Up Business Optimizers, will register your company at CIPC, do your VAT registration & ensure that your accounting software is registered. This, as well as your first annual basic accounting fee is included in the R1mil deposit. This means that monthly, your facility payroll, VAT & all relevant SARS returns are done on your behalf.

### Step 2 - The Pre-Approved Location Is Identified

NuHuman employ professionals to ensure that the perfect location is sourced for you to build your NuHuman. This process is the one of the most vital and can take some time. Once the perfect location is identified for you, the lease negotiation commences. Our team of professionals will handle the entire process with the landlords up to the point where the lease is signed. NuHuman have pre-approved locations in our roll-out plans that will be offered to every franchisee. We have specifically chosen these locations based on research, brand appropriateness & public demand amongst a few other factors. The fees for negotiating the lease, drawing up the lease and professional retail services is included in the R1mil deposit so you will not carry unforeseen or additional costs. Once the lease is signed, the location team will ensure that the shopfitting team receive all CAD drawings, tenant criteria documents & copies of the lease agreement are distributed to the shopfitting team for the 3D renditions, layouts, designs & council submissions process to begin. The location deposit & first months' rent is also covered within the deposit paid so once again, there are no hidden or additional costs to the franchisee

### Step 3 - The Design Process Commences

NuHuman have a standard approved facility design, however, no two locations are identical when it comes to the layout. Our team ensure that your layout is functional. Our shopfitting team are well versed in the NuHuman way and deliver the best service to our franchisees. The 3D Renditions, Designs, Layouts & Council Submission fees are also covered by the deposit so there are no hidden or additional costs to the franchisee. Once the renditions are complete, they will be sent to you, the landlord & NuHuman head office for final sign off & approval. Once the approval has been given, the building process begins on the set Beneficial Occupation date permitted by the landlord



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### Step 4 – Shopfitting Commences

Once the above is completed & approved & the Beneficial Occupation date arrives, shopfitting will commence. This is a full turnkey service & everything you require in the facility to operate is covered within the total franchise fee. This includes appliances, lights, flooring, gym equipment, stationery, furniture, branding, signage & more. This ensures that again, there is no additional or hidden costs in getting your facility operational. The shopfitting team allow 3 (three) site visits in total to the franchisee before they hand over your facility. The first site visit would be the initial site visit, the second site visit would be 2 weeks later when they are halfway with the build and the final site visit is the reveal site visit when they hand you your keys.

### Step 5 – Operational, Staffing & Uniforms

NuHuman Academy train potential facility staff for months at a time to ensure that every facility have the best possible trained staff. The potential employees are then presented to you as a franchisee for you to interview and choose which Trainer & Biohacker you would like to employ in your facility. This is done at no extra cost to you. The facility will receive their first set of custom NuHuman uniforms for all staff and this is again covered in the franchise fee.

NuHuman Supplement division will prepare your R150,000.00 (one hundred & fifty thousand rand) worth of stock (at wholesale price) which will be delivered & merchandised for you at the facility once the build is finalised. Your POS (point of sale) system will also be installed & ready for you to use when you start trading. This stock allocation is included in the franchise fee so there is no hidden or additional cost to the franchisee

### Step 6 – Getting Ready To OPEN!

NuHuman have partnered with Franchising Plus to design a business & franchise training course specifically for our franchisees. The aim of this course is to equip our franchisees with the best possible tools to be successful. This course is a 4-day course (Monday to Thursday) and this is done at least 2 (two) weeks prior to opening. There are occasions when this course will happen sooner too, however, our team will notify you timeously.

We have also negotiated that we extend the BO (beneficial occupation) period by an additional week in order to accommodate a “dry run” in the facility prior to opening. This dry run is done with the franchisee & staff prior to opening and is imperative in the day-to-day operational requirements of your facility. You will be trained in facility processes and the NuHuman client experience. We ensure that you do not require to purchase or pay for anything additional in getting your facility up and running. NuHuman will also return R150,000.00 (one hundred & fifty thousand rand) from the R4,000,000.00 (four million rand) prior to you opening as running capital to assist in cashflow

NuHuman management have a very strong hands-on approach with every facility and franchisee. We are of the firm belief that your success is ultimately our success!