



Your exciting and rewarding future

Inside, discover your exclusive tech-enabled business opportunity in logistics.

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Many people dream about running their own business. But, for various reasons, they never fulfil their ambition. They're content to just plod along in their nine-to-five job, wondering 'what if'? By enquiring about a franchise, you have already shown you are different and ready to change your life.

Hit the ground running!

We are excited to introduce the InXpress opportunity to you and trust our prospectus will answer any questions you have about franchising with us. However, we also understand your due diligence research can lead to further questions. So, our Franchise Development Team, who are franchisees themselves, are on hand to guide you. They will answer your queries and give you real insight into life as an InXpress franchisee, based on their personal experiences.

Once you have had a chance to read through this prospectus, we would love to hear from you. We would welcome the opportunity to take you through our 8 Step process and introduce you to some of our existing franchisees.

Are you ready to take the next step to an exciting new future?

Kind regards,
Sam Orders



A long and reliable history

Founded in 1999, in Manchester, InXpress provides SME businesses with consultative shipping services and innovative software.

Our established relationships with world class carriers that our business-to-business customers already know and trust, means that we can leverage significant carrier cost discounts which are passed directly to our customers. With automated shipping preparation and superior account management, customers can easily manage their shipments, in one unique and powerful online portal.

InXpress gives you the opportunity to build your own successful and profitable start-up business, with the security of one of the world's largest franchisors of global courier services. We have a long history of providing a solution to the global express needs of successful businesses, around the world.

This, combined with our bespoke facilities, industry know-how, training and 'by-your-side' support, gives our franchisees the confidence and freedom to run a successful sales and business management franchise.

InXpress are independently ranked in Elite Franchise Magazine's Top 10 Franchises, alongside brands like McDonalds and Subway, and number 12 in Franchise Direct's list (one of only two companies in the top 12 which were founded in the UK). This reflects our status within the franchise industry globally.

Located in 14 countries, with over 350 franchisees – and growing – find your corner in a global network. As we extend our reach, to positively support SME businesses, be a part of the solution with your own InXpress business.



An expanding industry

The 'Total Logistics 2020' report from Ti Insights indicates the total global logistics market size in 2019 amounted to 6 trillion euros and that Asia Pacific accounted for nearly 45% of that global logistics spend (2.6 trillion euros). Asia Pacific ecommerce retail sales grew at 25% last year topping \$2.27 trillion USD the highest growth of any region with global sales in 2020 forecasted to top \$4.2 trillion USD according to the Global Ecommerce 2019 report from eMarketer. This huge increase of an already booming market, translates to rapid growth in the courier sector.

At InXpress, we are not only uniquely positioned to service the online retail market though. Businesses across more than 1,000 industries – from manufacturers to fine art dealers, and everything in between – are customers of InXpress. In fact, in 2018, a parcel was sent through InXpress every seven seconds!

Businesses don't just ship with us once – they keep coming back to us, because we consistently save them time, money and hassle. Our franchisees are in the business of building long-term people-to-people relationships with their customers. By building a loyal customer base, they build a solid business. Being of this same mindset, will translate into residual income for you...

**So you can enjoy
the work-life
balance you've
always
dreamed of**



Start-up made easy

No experience is necessary to become an InXpress franchisee. You just need to be sales-oriented, with an aptitude for business. We are looking for highly motivated individuals with an entrepreneurial spirit. Our highly acclaimed trainers teach you everything InXpress knows about sales and the shipping industry! With low-overheads and high-earning potential, we give you a secure foundation to build a successful business. This gives you a highly flexible business, helping you achieve your lifestyle goals.

Access our fully-integrated system, the training and our ongoing support, and watch your business flourish. Build your franchise however you want. The only equipment you need, are a laptop and a mobile phone, meaning you really can work from anywhere – as long as you can access WiFi! Start out agile, working from home with a laptop and a phone. If you want to expand your business, you can progress to premises and a workforce if and when you're ready. Your business. Your way.

InXpress has your back!

As we've already established strong and lasting relationships with trusted courier partners, you don't need to. Concentrate on building sales, and work towards your goals. Carriers pick-up, transport and deliver the pre-booked consignments. All you need to do is deliver the VIP customer service. Your customers save money, while you profit from every shipment and are free to create the lifestyle you want!



*"InXpress offered me a low-risk entry into running my own business."
Edmond Leung*



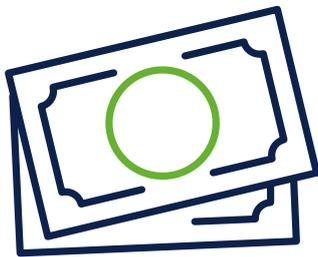
The benefits of franchising

Starting a new business can be fraught with unexpected problems. If a start-up is going to fail, it will usually happen within the first year, often as a result of underestimated start-up costs, or not enough research. The good news? It doesn't have to be this way with a franchise. Franchises have a proven higher success rate than independent start-up businesses and can lead you to achieve a higher level of performance, much sooner. This comes down to a number of factors, including those listed below. When you join a franchise, a lot of the hard work for starting a business has already been done for you:



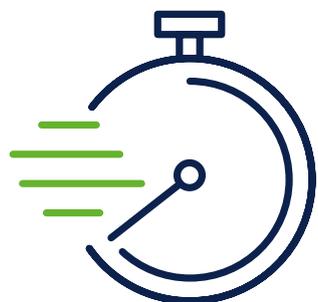
Researched the market

The franchisor has already established a brand which consumers appreciate and have come to rely on, and they have learnt what makes it work. They have tried-and-tested the products, systems and services, to strengthen what their customers want. Because a franchise is a proven business model, you can confidently look at the brand's track record and network, to gain insight for your future.



Accurate start-up fees

The franchisor has experienced setting-up wherever your new venture will operate from, be this an outlet, office-space, or home office. They know what works best for marketing their brand and finding customers. They have also supported every franchisee within their network, through their own start-up process. All of this means that you will have an accurate idea of what set-up costs and on-going expenses are required – especially for the crucial first year.



Established tools at your fingertips

The franchisor has experienced what makes their business work most efficiently, and how to build success. They have searched for, generated, and created the best tools for the job including how to free up time to focus on customer service. By providing you with the right tools, you can hit the ground running with your new business.



Your business, but not alone

The real beauty of joining a franchise, is maintaining your independence as a small business owner, whilst having access to all the benefits of being part of a big business network. You are in business for yourself, but not by yourself. Providing you adhere to your franchisor's operating standards, you are your own boss, making your own decisions for the future success of your business.

With the strength of the brand, the training and guidance of the franchisor, and the support of the whole network, the likelihood of failure in your new business, is greatly reduced.



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"The tried, tested and proven business/sales model we have with InXpress, definitely helped us to hit the ground running with our new business". Eric Lin



2020 Vision – Innovative training and support

Innovative and constantly evolving, InXpress delivers comprehensive training designed to put you ahead of the competition. Benefit from our Business Training, which covers:

- ✓ **Sales**
- ✓ **Customer service**
- ✓ **Utilising our software**
- ✓ **Effective sales management**
- ✓ **Motivation skills**
- ✓ **Product and industry knowledge**
- ✓ **Managing your time, territory and customers**

We train you in all aspects of your new business, so that you can confidently hit the ground running from day one. Sales are a huge part of our business. We give you the knowledge and best practice for speaking with new customers. Successfully start selling your services, and there is no limit to what you can achieve.



We train and support you as you deliver your customers with a VIP service. We arrange preferential rates for you, help you to handle invoicing, accounting and the collection of payments through our dedicated credit control team.

Access everything you need when you need it, throughout the lifetime of your franchise, including:

- ✓ **InXpress' online university**
- ✓ **Our community of established franchisees**
- ✓ **Franchise Support Team, including regular visits**



Training doesn't stop with you

We know your success depends on how well your team sells your services. When you employ staff, we provide a framework for you to train and retain the best people for your business.



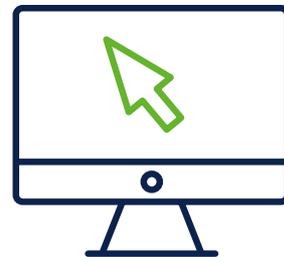
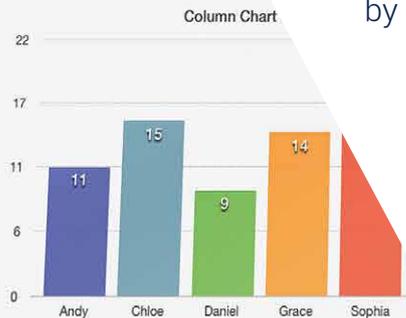
Tech-enabled business opportunity

InXpress is different! Our franchisees stand out from the competition. Not only do we give customers a VIP service, retaining on average 80% of them year-on-year, we are also technology disruptors in our industry.

By constantly innovating new ways to improve our services, we keep our franchisees the number one choice with customers. Our technology is regularly updated, meeting growing demand and industry changes. By making the process as easy as possible, you will have more time to network, securing more recurring customers.

Our powerful, award-winning proprietary software includes an automated shipping platform for customers, and a franchisee business management and performance tool. This means that InXpress customers save hours on their shipping, whilst franchisees are empowered by insights into their business performance.

Column, bar, and single category, such as sales value as a percentage





Delivering the full package

Within your franchise package, we include everything already outlined in the prospectus, to give you a strong start to build a profitable business. Your investment also includes:

- ✓ **Intensive onboarding support & training**
- ✓ **Marketing support**
- ✓ **Social media /online support**
- ✓ **Dedicated business coach**
- ✓ **Access to regional days with other franchisees in your local area**
- ✓ **The InXpress Annual Conference & Awards**



Next steps

Having read through this prospectus, you may want to learn more about the InXpress business model and what it could mean for your future if you decide to pursue this opportunity.

Your next step is an invitation to speak to us directly. We will discuss with you your goals and give you an overview of who InXpress is and how we do business. We will be working with you through your decision criteria to determine if InXpress is the right fit for you.

When you are ready to take the next step on your exciting business ownership adventure, just call: +852 2388 7101 or email: sales.hk@inxpress.com

YOUR PROMISE. OUR BUSINESS.

InXpress[®]



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