

Territory Details	Area Number:	409
	Name:	Dundee/Kirkcaldy
	Trading Since:	1993

Size of Business	Annual Sales:	£103,200
	Gross Profit (note 1):	£41,100
	Net Profit (note 2):	£32,700
	Number of Outlets Trading:	108

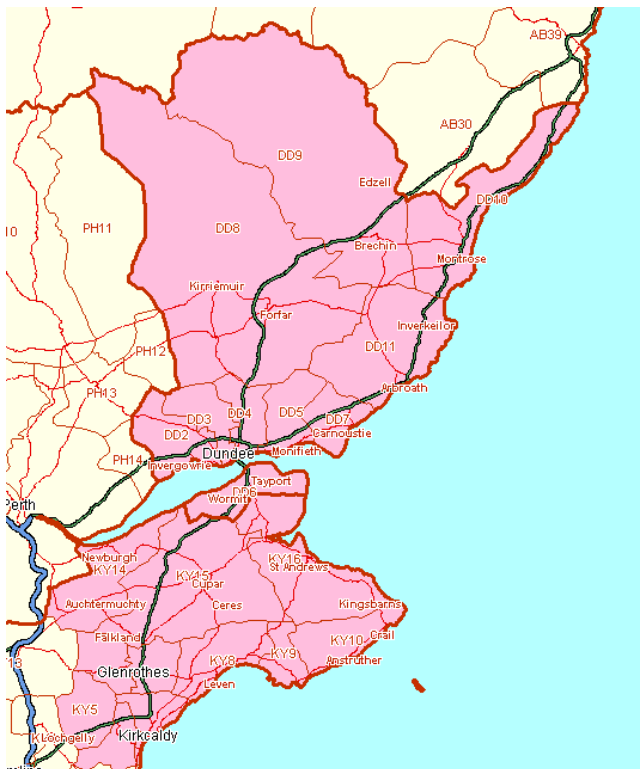
THE ABOVE FIGURES ARE FOR GUIDANCE ONLY – FRANCHISEE ACCOUNTS WILL BE PROVIDED WITH EXACT NUMBERS AT A LATER STAGE

Investment Required	Goodwill (note 3):	£19,500
	Stock & Display Equipment and HHT (notes 4 & 5):	£33,200
	Other (inc CC training, area licence fee, stationery):	£5,800
	Total (note 6):	£58,500

CARD CONNECTION IS WELL KNOWN TO ALL THE MAJOR BANKS' FRANCHISE UNITS AND FUNDING IS AVAILABLE SUBJECT TO YOUR STATUS.

Quick Ratios	Goodwill relative to Gross Profit:	6.1 Months
	Goodwill relative to Net Profit:	7.7 Months
	Average sales per outlet per annum:	£956

This area has shown significant growth in the past 12 months yet still has lots of potential for further improvement. A very well run territory which presently trades in 108 outlets, has shown an increase in turnover of more than 20%. There remains plenty of scope for further development and to increase both turnover and profitability for the right applicant.



Important notes:

1. Gross Profit is based on draft 2008 accounts. If proceeding to the next stage you will need to verify the figures from the selling franchisee's accounts, which will be made available to view.
2. Net Profit is based on the franchisee's operating costs contained in their accounts. It excludes franchisee drawings (and/or labour), depreciation, and any interest costs.
3. Goodwill price is calculated according to the level of Gross Profit achieved and is subject to final negotiation between yourself and the selling franchisee.
4. The value of stock and display equipment is an estimate only, and a full and accurate stock take is carried out at time of sale. We have strict criteria on what stock can be transferred to ensure that it is current and appropriate in quantity.
5. This excludes cost of an electronic hand held terminal for invoicing which can be purchased from the outgoing franchisee.
6. This figure excludes working capital. For guidance, allow around 10% of Annual Sales Turnover. A detailed cash flow will need to be prepared (we can assist in this process if required).
7. VAT is payable on items in Note 5, but is fully recoverable from HM Revenue & Customs. (VAT is not payable on Goodwill and Stock).
8. These particulars are for guidance only and do not form part of any contract.