



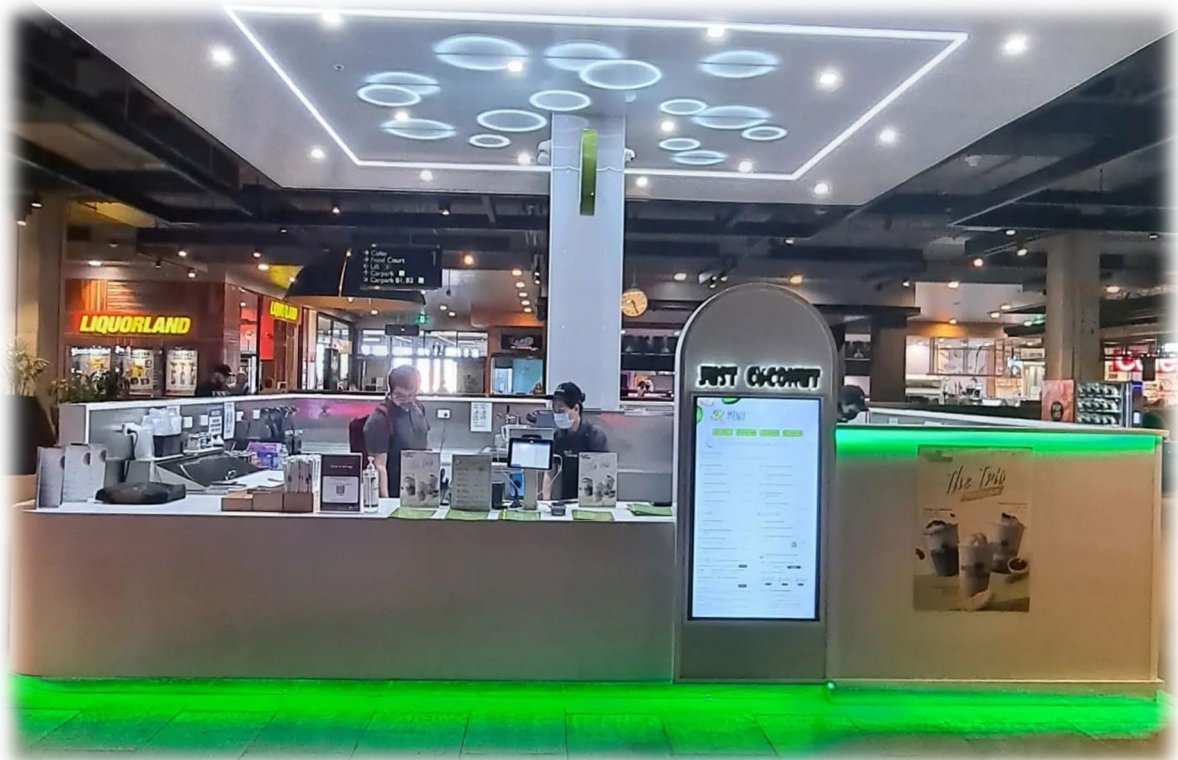
Investment Guidelines

Grab & Go Format – Kiosk Style

Typically, our Grab & Go concept is presented in the form of a kiosk, which can be run by a smaller team and doesn't include seating. This setup is ideal for placement in a shopping mall or food court.

Investment Breakdown

Franchise Fee	\$ 35,000
Fitout (excluding CAT 1) 20 – 30 sqm	\$ 120,000 – 160,000
Design Fee	\$ 8,000
Equipment, Appliances, & Utensils	\$ 36,000 – 38,000
POS & Self-ordering Machine (excluding monthly subscriptions)	\$ 4,000 – 5,000
Marketing	\$ 3,000
Opening Stock	\$ 5,000
Legal Fee	\$ 3,000
Training	\$ 1,000
Total	\$ 215,000 - \$ 258,000 + GST



Grab & Go Format Example: Just Coconut Westfield Mt. Gravatt

Sit & Sip Format – Café Style

The Sip & Sip generally takes the form of a café that provides sit-in facilities. Customers typically spend longer here to hang out. This format features a more extensive menu for customers to choose from.

Investment Breakdown

Franchise Fee	\$ 42,000
Fitout (excluding CAT 1) 70 - 85 sqm	\$ 230,000 – 280,000
Design Fee	\$ 8,000
Furniture	\$ 3,000
Equipment, Appliances, & Utensils	\$ 52,000 – 55,000
POS & Self-ordering Machine(excluding monthly subscriptions)	\$ 4,000 – 5,000
Marketing	\$ 3,000
Opening Stock	\$ 7,000
Legal Fee	\$ 3,000
Training	\$ 1,000
Total	\$ 353,000 - \$ 407,000 + GST



Sit & Sip Format Example: Just Coconut Sunnybank

Disclaimers:

- The total investment cost, including pricing and associated expenses, may vary and does not include GST.
- Please use the figures provided as a guide and seek advice from your business consultants.
- These figures represent Just Coconut's best estimate for the presented categories.
- The point-of-sale software requires a monthly direct debit that will be confirmed upon opening.
- The pricing listed for equipment and appliances is based on an outright purchase. Franchisees may opt for a lease-to-own arrangement, wherein monthly payments are made over 2 - 3 years.
- The pricing listed for fit-out does not cover any associated CAT 1 costs that may apply to the site.
- The franchisor will negotiate with the landlord for incentives such as fit-out contributions (up to 50% of the total cost) or other benefits such as rent discounts, free rent periods, etc., whenever feasible.