



SKYNET
WORLDWIDE EXPRESS
The Partnership that delivers



SkyFranchise

WELCOME MESSAGE FROM OUR CEO – TOMMY ERASMUS

SkyNet Worldwide Express is arguably the largest global independently owned Courier company in the world with reach into over 190 countries worldwide. It is a collection of Owner-Operated domestic businesses in each local market linked together through preferential access to international airline providers, customs integrations, and a seamless global transport management system. The brand alignment and operational consistency is facilitated through a Management Company residing in Amsterdam. Our loyal customers have a single user experience where their shipment is collected in Portugal and delivered in Singapore in a SkyNet branded vehicle with online real time tracking on a single SkyNet platform.

SkyNet International Holdings has been the South African leg of this offering. I joined SkyNet in 2019 after 27 years of experience within the Courier industry. While SkyNet South Africa had a long and illustrious history, we found ourselves at that time in a difficult era in our journey. We successfully embarked on a turnaround strategy and have since been on an aggressive acquisition trail to extend our ownership in the SkyNet global network. The South African business has acquired the operations in Germany, the United Kingdom, Mozambique, Namibia and Belgium. We have started up business in the Asia Pacific region with particular focus on Australia, Hong Kong and China. And we have formalized collaborations with dominant strategic partners in China, East Africa, the Middle East & North Africa as well as the Americas. It is a true South African success story! In a market where dominant global players usually acquire operations in South Africa, we have flipped the trend by creating a global company emanating from a South African success story!

It is into this entrepreneurial and exciting environment that I invite you to become a part of. The SkyNet Franchise business is an integral part of our global strategy to activate localized pockets of excellence in extending or consolidating our presence across the globe. Whether that be through a national, provincial, regional or town franchise, the opportunities are endless, and the time is now! I look forward to welcoming you into our family. We believe that hard working, entrepreneurial and committed individuals should have a platform to turn their effort into success. But as important, we believe in having fun along the way.

Best Regards,

Tommy Erasmus



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OUR VISION

To imprint our footprint in the logistics arena with effort, energy and enthusiasm gaining recognition as the trusted solution preferred by consumers and businesses alike.

OUR MISSION

Committed to instilling a sense of pride in delivering unparalleled service excellence, connecting our employees, customers, and partners (including franchisees) for the benefit of all.

Established in 1988, SkyNet South Africa has developed a unique and customer focused approach displaying a partnership attitude with its clients to continually improve their supply chain. With a vast network servicing Africa, we can proudly say that we have become one of Africa's biggest courier businesses and mover of international traffic on the continent. In 2021, SkyNet South Africa was sold to a combination of shareholders comprising of RMB Ventures, Bopa Moruo Private Equity, New GX Capital and Management to form SkyNet International Holdings. This acquisition extended to include SkyNet UK, Belgium, Mozambique, Namibia and Germany. Since then, we have further invested in an on-demand courier platform known as Droppa which adds to our product offering. Expansion internationally has continued with operations being opened in the Asia Pacific region as well as strategic collaborations in East and North Africa, the Middle East and the Americas with major regional players.



SkyNet is an international *Courier Express Parcel* company which reaches into every corner of the globe. Our world is divided into 7 regional hubs of which SkyNet South Africa leads the sub-Saharan region. Reach is primarily achieved through SkyNet branded offices (amongst others, the Franchise offering) that are supplemented by strategic collaborations and partnerships in some areas. The countries are linked through a singular *Transport Management System* as well as centralized management of the brand and service offering.

While we have particular strength in the eCommerce vertical, the strong domestic footprints resulting from the owner operated model within each country allow for regional specific products of relevance. A good example is our *Secure Services* offering in South Africa in partnership with Fidelity. We believe this gives us a unique advantage in the market. While global players ordinarily focus on gateway operations with generic global products, SkyNet offers strength both between countries and within. This, combined with the entrepreneurial culture resulting from owners overseeing their own operations, truly makes us big enough to deliver, but small enough to care.

SkyNet's Unique Selling Proposition is achieved through:

- Controlling **Critical Gateways** through ownership or strategic collaborations to ensure seamless movement between countries on especially high-volume lanes.
- **Global Reach** via Franchises and Strategic Collaborations will give your clients access to 190 countries across the globe.
- Insourced I.T. giving agility in integrations and customized developments while providing global connectivity that results in a **seamless User Experience** on visibility and products.
- **Multi Carrier Routing** intelligence combining factors like speed, cost and carbon emissions as well as optimized injection points into large countries. This provides world class service at optimal price points.
- **Carbon Emission** Industry leader in emissions and visibility to clients.



20+ mil.



Express Shipments Per Year

190



Countries Worldwide



1000+

Flights per day



1200

Offices Worldwide

SKYNET
WORLDWIDE EXPRESS



8500+

Employees Worldwide

20

Major gateways give you access to the Americas, Asia, Europe, Oceania, Africa & the Middle East

Global Coverage

Local Customs

7

Regional Hubs serve as administration centres to ensure SkyNet's quality and performance standards worldwide



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WHY BECOME A SKYNET FRANCHISE?



We believe that part of SkyNet's competitive advantage lies in serving beyond the traditional logistic gateways. Serving Johannesburg or Windhoek is quite simple and hence, everyone does it. But, having coverage into Oudtshoorn or Ondangwa allows for a different set of opportunities that serve us well, specifically in the eCommerce world. Online e-tailers are accessible by all, whether you live in London or the outback of Australia. Having the ability to serve these areas with excellence and at an acceptable price point is important.

At SkyNet, we prefer having owners of a particular geographic area running their operations. They care more. They are vested in the success and growth of the operation far more than having an employee receiving a salary. We embrace a culture of entrepreneurialism as part of our DNA, and we want to work with like-minded operators. We believe in providing a platform that incentivizes growth that will carry a dual benefit to SkyNet as franchisor and you as the potential Franchisee. We understand that without you, there is no success for SkyNet and our model is tailored to give you every chance at achieving this success.

As a start, all SkyNet volumes into your designated area will be fulfilled by your operations on an agreed rate that creates feasibility in your business model. Beyond that, you will be provided with cutting edge online tools to grow your business. This portal imbeds all domestic and international products to ensure no manual intervention. The suite of offerings will be elaborated on later in this document but suffice to say, we understand that your success is our success, and we will be committed to ensuring that this is enabled.

The courier express parcel industry in **Namibia** is well established and can be considered a mature market. The domestic market is specifically well contested with government institutions providing services into traditionally outlying areas characterized by large distances. There is certainly critical mass in the major cities and especially Windhoek to justify dedicated assets and SkyNet can facilitate supplier relationships with courier wholesalers, customs and airline providers at competitive rates to ensure a holistic national offering. The largest opportunity lies in cross border lanes between Namibia and South Africa and to a lesser degree other neighbouring countries. Specific international lanes like Germany also attract significant traffic. These products are less contested, and we believe that a SkyNet franchise in Namibia will be able to offer a competitive product to the consumer and business market. Added to this is sufficient volumes from the SkyNet South Africa client base to contribute towards any fixed cost infrastructure required. SkyNet's client base in Namibia will be transitioned to the successful Franchisee providing a further well-established revenue line on which to expand.

In Short, the keys to our success!

- The keys to leverage off SkyNet's brand and reputation with full access to the SkyNet global network.
 - Fresh, cutting-edge social media and other advertising that works to promote your business and the brand in your territory.
 - Remote and on-site training through our SkySmart Training Academy both at induction as well as ongoing refreshment courses.
 - An extensive data base to assist with lead generation to enable your growth path.
 - A centrally managed website with regional specific content to your area.
 - Full access to the SkyNet Transport Management System including basic reporting functionality.
 - Immediate revenue streams in fulfilling SkyNet global volumes in your area.
 - Turnkey installation of a custom designed corporate identity at your premises and vehicles where appropriate.
 - Initial I.T. hardware installation of courier specific peripherals like scanners and printers.
 - Access to support staff specific to the Franchise as well as operational support.
 - A proven business model with low overheads.
 - Strong relationships with strategic partnerships including customs, airlines and regional courier wholesalers if required.
- A fit-for-purpose online portal that allows you to seamlessly attract new customers for domestic and international freight. This enables seamless transaction for your clients with automated calculation of rates and operational activity.
 - Through this portal, new product launches on an interim basis. Further support will be given on peripheral revenue products such as printing, kiosks, lockers, SkyNet Service Points, etc.
 - A SkyNet team will be onsite at launch to ensure all goes well at the opening of your new business.
 - Legal and financial assistance on all contractual matters as well as general advice.
 - Email hosting for appropriate staff contingent.
 - Access to our brand library to utilize video and photographic content as well as other business critical templates such as sales proposals.
 - Marketing support through promotional gift library and access to our in-house graphic design team.
 - A host of value-added services at globally procured rates that are available to you at request for an additional fee.

These would include:

- ERP system
- Secure Network Environment
- Hosted Services (in the cloud)
- Email Security
- Endpoint Security
- VPN Services
- No single point of failure network architecture
- Business Continuity
- Disaster Recovery
- GDPR Compliancy
- Office 365
- Customized Development
- Bespoke Reporting
- WhatsApp for Business

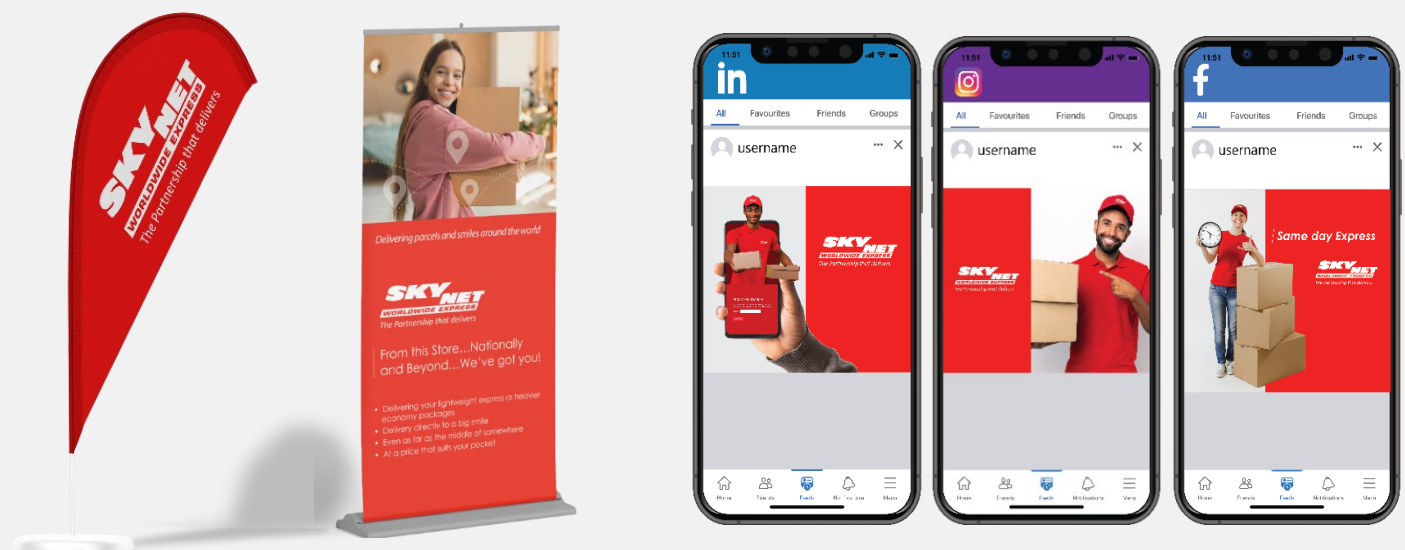


MEDIA & BRANDING SUPPORT



As part of your Franchise fee, SkyNet will install a SkyNet Franchise corporate identity that is customized to your premises layout while not compromising on the brand. In fact, 70%+ of your Franchise fee is invested back into your business in the form of system installation, training, launch, marketing and branding. Our intent is to set you up for **long term** success, a formula that results in a win-win for the Franchisee and SkyNet as Franchisor.

SkyNet has partnered with a world class marketing agency to promote your business and provide you with the benefit of global marketing initiatives. These include various platforms such as the print media, Facebook, LinkedIn and Instagram and are augmented with promotional projects supporting our carbon reduction aspirations, our company values and corporate investment projects. Together, these initiatives keep SkyNet top of mind globally and in your region.



VALUES & CULTURE

At SkyNet we believe in having a purpose, a “why” rather than just fulfilling a function. Our “WHY” is to give our PARTNERS a competitive advantage in their markets by understanding, contributing and enhancing THEIR “WHY” through innovation, technology, service excellence and vertical specific subject expertise.

Our values in achieving this purpose are built around specific pillars of excellence:

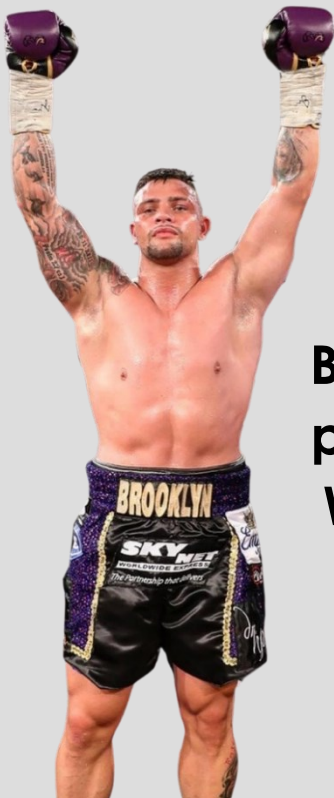
- We are **OBSSESSED** with **STAFF** and **CUSTOMERS** in equal measure.
- We **RESPECT** each other, our staff, our suppliers, our brand and our customers!
- Familia – Internally we are robustly honest with each other. Externally we believe in solidarity!
- We are accountable for the **RESULT**, not the effort.
- What We Say We Do, We Do! (**WWSWDWD**) – we execute sustainably.
- We are **ETHICALLY** and **LEGALLY** above reproach, not in fear of being caught, but because it is the **RIGHT THING TO DO!**
- We insist on **EXCELLENCE** and despise mediocrity.
- We understand that we are citizens of a global society and should leave our planet and our people in a better state than we found it.



We commit ourselves to your success. For us to be able to live up to that commitment, it is essential that we partner with the right people. People that can identify with our culture. Entrepreneurs that are committed to their business and believe in hard work. On a practical level, people that understand the industry to some degree and perhaps have some imbedded infrastructure in place within their region that can contribute to the resource requirements of a courier franchisee.

TO BE OUR PARTNER IN BUSINESS, YOU SHOULD BE:

- Passionate and service orientated.
- Ambitious and driven.
- Prepared to work in a team.
- Prepared to take initiative.
- Resilient and have a fierce determination to succeed.
- Willing to learn from others.
- Disciplined and committed.
- Supported by your family.
- Able to invest capital in your business.
- Having some understanding of and support infrastructure in the courier industry, while not essential, will assist in your application.



**Become a
part of our
WINNING
team!**

NEXT STEPS:

- Should this sound like an exciting prospect for you, we encourage you to email SkyNetFranchise@skynet.co.za as an expression of interest.
- Following receipt of your email, we will be in contact to facilitate the next steps:
- We will provide you with an application form requesting necessary details.
- This you will submit together with a registration fee of R1,500.00 or equivalent in the currency of your choice.
- After receipt of your application and proof of payment of your registration fee, we will send you a Non-Disclosure Agreement (NDA) and POPI Act 4 of 2013 Consent Form to complete.
- Following this, a Franchise Disclosure Document (FDD) will be provided that discloses granular detail on the Franchise opportunity in your area. This will include financial forecasting and historic volumes into the region together with requirements in terms of assets, staff and premises.
- We will have an information session based on the FDD in which we can entertain questions and give clarity where required.
- There will be an interview process to follow after which point the successful candidate will be appointed. All candidates that have progressed through the interview stage and were not successful in their application, will be refunded their Registration Fee in full.
- At this stage, a full project plan will be initiated including workshops, site inspections, training programs, site installation, I.T. installation, marketing plan, launch and after care.

“The gravitas that the SkyNet brand projects attracted me at first. Everyone in my area knows them! This added to the energy and spirit of partnership that accompanied their team really exceeded my expectations and what impresses me most is the support that I receive from the Franchisor and its management. I feel that I’ve acquired a true partnership with SkyNet.”

Mark & Yolanda Fisher – SkyNet Richards Bay Franchise

“Starting out with limited experience in the industry, our success has been due to dedicated support and constant professional training provided by the SkyNet’s SkySmart training academy. We are secure in the fact that we have made the right decision in choosing SkyNet.”

Sakkie Mollentze – SkyNet Bethlehem Franchise

“I joined SkyNet Couriers because of their ability to service not only major areas but provide service excellence into my rather regional areas. Their footprint is impressive. Bringing the latest technology that is being used into Greyton and its surroundings was a real step up for our clients. I believe that SkyNet is positioned to be the number 1 brand in Courier from Greyton to Johannesburg to Cairo and London!! I want to be part of the vision when it is realised.”

Carl du Plessis – SkyNet Greyton Franchise

“When I entered the courier market many years back, it made strong business sense to take advantage of SkyNet’s sheer brand presence and immense experience within the industry. As part of the family, your business interests are taken care of through unrivalled business support.”

Riaan Badenhorst – SkyNet George Franchise

