



# mobivIVE

## WHO WE ARE

At mobivIVE, we're all about giving — giving happiness, energy, health, hope, and restoring lives from the burdens of stress. But why stop there? We're committed to taking this spirit of giving to new heights, making it even more accessible to those who need it most.

We're offering businesses and like-minded people the opportunity to become a proud business owner of their own mobivIVE IV Drip lounge.

We're committed to ensuring your venture is not only successful but also fulfilling. How? By cutting costs, establishing efficient management systems, and researching the best compounded IV cocktails on the market. Whether you integrate our services into your existing practice or establish a standalone lounge, we've got your back.

## WHY WE STARTED mobivIVE

mobivIVE started as a result of our first-hand experience dealing with stressful work environments.

We know how the hustle and bustle leads to lack of energy, hurried and unhealthy meals. It even puts a strain on our relationships.

When the global pandemic hit, it became even more apparent to pay attention to our health.

The big questions were: how can we boost immune systems, increase energy levels, relieve high stress levels, feel, and look young again, AND keep mentally sharp, quickly?

With mobivIVE's range of IV therapies, **the solution is simple, fast, and effective.**



Contact Number: 061-509-6038

Email: [info@mobivive.co.za](mailto:info@mobivive.co.za)

Web page: [www.mobivive.co.za](http://www.mobivive.co.za)

Company Name: Mobivive PTY LTD

Comp Registration: 2021/454217 / 07

VAT Number: 4340304361

Address: Shop 5A, 1<sup>st</sup> Floor, The Promenade, 87 Victoria Road, Camps Bay 8005

## JOIN THE mobivVe FAMILY

At mobivVe, we're not about franchises; we're about partnerships. Joining forces with us as a **Joint Venture Partner**, means joining the mobivVe family. We've done the legwork, the research, and the development. Now, it's your turn to reap the rewards. We're not just setting the bar; we're raising it together.

We work with you to unlock the potential in your area. We're all about fostering lasting, fruitful relationships that resonate with your clientele. Our approach? It's simple: what's good for you is good for us.

- Say goodbye to the headaches of setting up. We handle everything from setting up your IV Lounge to managing your stock.
- Worried about cashflow? Let us take that burden off your shoulders.
- We equip you with all the tools you need to create an immersive, holistic experience for your clients.

## mobivVe's GROWING FOOTPRINT

We started our journey in May 2021 with our flagship mobivVe lounge in Camps Bay. Fast forward to today, and we've expanded to include 5 x Joint Venture Partners, totaling six mobivVe facilities across the Cape area.

But hey, we're not stopping there. The Cape was just the beginning — now we're spreading our health revolution nationwide and open for applications across the country.

1. The Promenade, Camps Bay
2. Table Bay Mall, Blouberg
3. Cobble Walk, Durbanville
4. Paardevelei, Somerset West
5. Eikestad Mall, Stellenbosch
6. Frater Square, Paarl

## THE BENEFITS OF PARTNERING WITH US

1. **Your voice matters:** Your insights are golden to us. We're all ears for your thoughts and ideas because, hey, we're in this together. Your input shapes our decisions, driving our collective success.
2. **Tailored to you:** One size doesn't fit all, especially in business. We tailor our approach to fit your target market like a glove, enhancing your offerings for a truly tailored experience that speaks directly to your customers.
3. **Strength in numbers:** Joining the mobivVe family means tapping into the power of scale. As our group grows, so do the benefits for everyone involved. With zero profit margins on stock and supplies, we're all about boosting your profitability as we expand together.



Contact Number: 061-509-6038

Email: [info@mobivve.co.za](mailto:info@mobivve.co.za)

Web page: [www.mobivve.co.za](http://www.mobivve.co.za)

Company Name: Mobivve PTY LTD

Comp Registration: 2021/454217 / 07

VAT Number: 4340304361

Address: Shop 5A, 1<sup>st</sup> Floor, The Promenade, 87 Victoria Road, Camps Bay 8005

4. **No royalties, no problem:** Say goodbye to pesky royalties. Instead, we opt for a percentage of turnover to cover expenses, aligning our success with yours for a win-win partnership.
5. **Turn-key solution:** No hidden fees, no surprises. With mobivVe, you receive a turn-key business solution, fully equipped and ready for action, empowering you to hit the ground running without any additional costs.
6. **Franchise-fee-free zone:** Forget about those hefty franchise fees. With mobivVe, it's all about a reasonable licensing fee that goes straight back into your business, whether it's decking out your mobile revive minibus or setting up shop in a fixed location.
7. **Territory protection:** Our licensing fee ensures exclusive territory rights, giving you the first dibs on expanding within your purchased area.
8. **Welcome to the family:** You're not just a partner; you're family. We value your skills, expertise, and resources, working hand in hand towards our shared success.

## THE BUSINESS OPTIONS

### 1. Mobile revive minibus

**Roll with the times:** This is a fully equipped mobivVe lounge on wheels, ready to bring rejuvenation directly to your clients. Say goodbye to waiting for clients to come to you — now you can cater to events, festivals, corporate gatherings, and more.

Secure your territory with a licensing fee, reinvested into your mobile minibus for state-of-the-art upgrades. As you sell IV treatments in your area, earn a fixed amount per IV, while enjoying the flexibility of managing your operational costs.

The purchasing of the Mercedes Sprinter or Volkswagen Crafter bus together with its operational cost is your own responsibility and can currently be purchased through mobivVe.

**Licensing fee:** R287,500 (excl. VAT) (Based on a VW Crafter or Mercedes Sprinter with 4 chairs)  
**Cost of bus:** POA

### 2. Fixed mobivVe lounge

**Set up roots:** Opt for the Fixed mobivVe Lounge model and establish a flagship hub for wellness in your area. With a licensing fee, you'll secure your operational territory, with funds reinvested into launching your fully equipped mobivVe IV Lounge that can also offer the services in the comfort of a client's home.

You will be financially responsible for the trained registered nurse that mobivVe will provide you with, together with your rent of the premises. mobivVe will pay you a fixed amount for every IV that you sell in your territory.

**Licensing fee:** R287,500 (excl. VAT) (Based on 40 – 60 sq facility)



## TERITORY ALLOCATION

At mobivVe, we prioritize fostering strong partnerships with our Joint Venture (JV) partners, ensuring mutual success, and avoiding unnecessary competition. Here's how we determine your territory:

- 1. Demographic analysis:** We meticulously study the demographics of an area to assess its potential and define the radius of your territory.
- 2. Exclusive rights:** Within your territory, all bookings are exclusively allocated to your booking system. No other MobivVe partner can establish a branch there, ensuring your market dominance.
- 3. Expansion opportunities:** As a JV Partner, you're given the first opportunity to open a second branch within your territory, further solidifying your presence and profitability.
- 4. Mobile revive minibus:** If you're operating the mobile revive minibus, you hold exclusive rights to all bookings within your agreed territory. Additionally, you can enter other territories if specifically requested by clients.

## THE R 287,500 (excl. VAT) LICENCING FEE

mobivVe provides you with a turn-key solution that includes everything required to have a fully operational mobivVe IV Lounge. This includes your shop fitment, marketing material, software systems, website, leather recliners, coffee bar, virtual reality units, medical equipment, working station, décor, stock, training, recruitment and much more.

## WHAT'S COVERED BY THE MONTHLY 20% PARTNERSHIP FEE

1. Trading as a business owner under the mobivVe brand
2. Stock management
3. Client relationship management
4. Cashflow management
5. Medical waste management
6. Marketing management
7. Purchase orders and deliveries
8. Personalised artwork design (Social media, flyers, and posters excl. printing costs)
9. Designing and printing of IV stickers
10. Designing and updating of menus (excl. printing cost)
11. Custom design IVs for your clients & target market
12. Training of new staff
13. Industry regulatory updating
14. Market research on improving compounding formulas
15. Access to on-call doctor
16. Reduced operational costs on vitamins and material due to economies of scale
17. Zero banking fees to business owner
18. Access to a booking system
19. Access to CRM system
20. Hiring of registered nurses
21. Search engine optimisation updating (SEO)
22. Google Ads specialist support and updating



Contact Number: 061-509-6038

Email: [info@mobivive.co.za](mailto:info@mobivive.co.za)

Web page: [www.mobivive.co.za](http://www.mobivive.co.za)

Company Name: Mobivive PTY LTD

Comp Registration: 2021/454217 / 07

VAT Number: 4340304361

Address: Shop 5A, 1<sup>st</sup> Floor, The Promenade, 87 Victoria Road, Camps Bay 8005

- 23. Design of creative marketing campaigns (Excl. paid advertisements and paid boosts)
- 24. Referrals to your business
- 25. Ancillary services to be offered at your facility

## THE MONTHLY PAY-OUT CALCULATION

100% of the sales is paid towards the mobivVe account, 15% VAT is paid, 20% partnership fee gets deducted to cover all mobivVe financial commitments as mentioned below, less cost of vitamins and material (Cost of Sales), the remaining balance is paid to you as the Joint Venture Partner.

## EXAMPLE OF PAYMENT STRUCTURE FOR A JOINT VENTURE PARTNERSHIP

Name of IV sold	The V8
Selling price	R1,650
- 15% VAT	(R215.22)
- 20% Partnership Fee	(R330.00)
- Cost of vitamins and consumables	(R380.00)
Amount paid to JV Partner	R724.78

\*Detailed financial model will be shared on application.

## YOU'RE RESPONSIBILITIES

As our Joint Venture Partner, you'll oversee your business's operations and extend your care to your clientele. Your responsibilities include:

1. Covering the salary of your Registered Nurse. We only onboard highly experienced nurses who can also serve as a manager.
2. Managing all operational expenses related to your facility.
3. Providing beverages for your clients.

## HOW WE HELP

1. Zero profit margins on materials, vitamins, and operational expenses.
2. Streamlined managerial duties, freeing you to focus on your business's growth.
3. Enhanced profit margins through economies of scale within our network

## READY TO JOIN OUR mobivVe FAMILY?

**Step 1:** If you've got the skills, the drive, and the financial backing to dive into the world of mobivVe, complete our online application form by following the link below. Make sure your form is filled out completely and accurately.

Contact Number: 061-509-6038  
 Email: [info@mobivive.co.za](mailto:info@mobivive.co.za)  
 Web page: [www.mobivive.co.za](http://www.mobivive.co.za)  
 Company Name: Mobivive PTY LTD  
 Comp Registration: 2021/454217 / 07  
 VAT Number: 4340304361  
 Address: Shop 5A, 1<sup>st</sup> Floor, The Promenade, 87 Victoria Road, Camps Bay 8005



<https://www.1tick.co.za/indemnity/mobivive-partnership-application/>

**Step 2:** After you've submitted your application, drop us an email at [info@mobivive.co.za](mailto:info@mobivive.co.za). Be sure to attach the following documents:

1. Copy of ID
2. Up-to-date CV
3. Motivational letter
4. Proof of banking details
5. Proof of address

We'll carefully review your application and get back to you within 5 business days.

Yours Sincerely,

Team mobivive



Contact Number: 061-509-6038

Email: [info@mobivive.co.za](mailto:info@mobivive.co.za)

Web page: [www.mobivive.co.za](http://www.mobivive.co.za)

Company Name: Mobivive PTY LTD

Comp Registration: 2021/454217 / 07

VAT Number: 4340304361

Address: Shop 5A, 1<sup>st</sup> Floor, The Promenade, 87 Victoria Road, Camps Bay 8005