mobivIVe

LICENSEE OPPORTUNITY | NOVEMBER 2026

Introduction to the mobivIVe Licensee Opportunity

Run your own mobile IV therapy business, in your own territory, under the mobivIVe brand and with the systems, suppliers and medical support we have built since 2021.

Who we are

At mobivIVe, we're all about giving: giving happiness, energy, health and hope, and helping people recover from the burdens of stress. We want to take that spirit of giving further and make it accessible to more people, in more places.

That is why we offer registered nurses the opportunity to run their own mobivIVe business as a licensee. We have done the groundwork: the brand, the treatment protocols and IV formulations, the booking and client systems, the supplier agreements and the medical oversight. You bring your clinical skill, your drive and your local relationships, and you grow your own client base with an established brand behind you.

Why we started mobivIVe

mobivIVe started as a result of our own first-hand experience of stressful work environments. We know how the hustle and bustle leads to low energy and hurried, unhealthy meals. It even puts a strain on our relationships.

When the global pandemic hit, it became even more apparent that we need to pay attention to our health. The big question was simple: how do we look after our energy, our stress levels and our general wellbeing, quickly and conveniently?

Our answer was mobivIVe: a range of IV therapies administered by registered nurses, at a lounge or in the comfort of the client's home.

Our footprint

We opened our first lounge in Camps Bay in May 2021. Since then, more than 15,000 IV treatments have been administered under the mobivIVe brand. mobivIVe licensees currently operate in five territories:

- Camps Bay, Cape Town
- Stellenbosch
- Durbanville, Cape Town
- Sunninghill, Johannesburg
- Queenstown, Eastern Cape

We are now accepting applications for new territories across South Africa.

How the licensee model works

Your business, your clients

As a licensee you are an independent contractor, licensed to operate the mobivIVe business within your territory. You are not an employee or agent of mobivIVe. The contract for each treatment is between you and your client, and you run your own business: your staff, your hours, your vehicle and your finances.

A registered nurse, without exception

You must be a Registered Nurse in good standing with the South African Nursing Council (SANC), and every nurse who administers a treatment in your business must be too, for the full term of the agreement. This requirement is non-negotiable.

Term

The licence runs for one year from the Effective Date. Continuing after that is done by signing a new agreement, provided you are in good standing.

Your territory

Your territory is exclusive: during the term, mobivIVe will not appoint another licensee in it. Because a good relationship matters more than a map, a client may sometimes ask for a particular nurse from another territory. In that case the requested nurse may treat the client, provided the treatment is recorded on Zoho and the licensing fee is invoiced in the normal way. The same applies when a client from elsewhere asks for you.

Mobile, fixed premises, or both

You can operate as a mobile home-visit service using your own vehicle, from a fixed premises in your territory, or both. A fixed premises needs mobivIVe's prior written approval and must meet the mobivIVe operational and branding standards before it trades.

What it costs

Upfront

Item	Details
Territory Licence Fee	R150,000 excl. VAT (R172,500 incl. VAT). Once-off, paid in full before or on the date of signing. Non-refundable. The agreement takes effect once the fee has cleared.
Mobile Operations Kit	Invoiced separately at onboarding and payable before the kit is delivered. Quoted at onboarding. Ownership of the kit passes to you on payment.
Fixed Premises Setup (optional)	Only with mobivIVe's written approval. A separate once-off invoice based on the size of the premises and the infrastructure required, quoted at onboarding and paid before setup starts. Ownership of the installed items passes to you on payment.

The Mobile Operations Kit includes:

- An initial allocation of vitamin stock, IV solutions and related products
- Single-use consumables for treatment administration
- A medical-grade call-out bag and equipment
- A portable mobile fridge for temperature-sensitive stock
- Transportation containers, including a drawer unit
- The full mobivIVe uniform
- Medical equipment for IV therapy
- A fully stocked first aid and emergency bag
- System setup, onboarding and administration on the mobivIVe platform

Ongoing

Item	Details
Licensing Fee	20% of your Turnover, plus VAT. Invoiced twice a month, on the 15th and on the last day of the month, and payable within 3 business days of the invoice.
Platform fees	Your Zoho platform cost, charged at cost with no mark-up, monthly in advance as a line on the month-end invoice. There is no WhatsApp fee on standard booking messages.

Your own running costs

You collect all client payments directly, on your own point-of-sale facilities and into your own bank account. You buy your stock directly from the Approved Suppliers and carry your own running costs:

- Stock: Rausa-Kem (IV products and vitamins) and Transpharm (consumables), ordered and paid by you
- Medical waste collection through Compass
- Nurse salaries and staff costs
- Your vehicle, fuel and insurance
- Rent and running costs, if you operate a fixed premises

Minimum performance

Licensees are expected to complete at least 25 successful treatments a month (completed, paid and fully recorded on Zoho). A new licensee has a ramp-up period: the minimum does not apply during the first three calendar months after the Effective Date.

Peptides and GLP-1

Peptide and GLP-1 therapies are not part of the licence. They need a separate written agreement and mobivIVe's written approval.

What the 20% covers

The Licensing Fee gives you the following ongoing rights and benefits for the term of the agreement:

1. **Medical treatment licence:** access to mobivIVe's medical treatment licence, protocols and authorisation framework for IV therapy
2. **Brand licence:** the right to trade under the mobivIVe name and branding
3. **Booking channels:** bookings for your territory from mobivIVe's central booking channels. No booking volume is guaranteed; marketing your business in your territory is your responsibility
4. **On-call doctor:** access to a mobivIVe on-call medical doctor for clinical support
5. **Approved products:** the mobivIVe IV product range through the Approved Suppliers
6. **mobivIVe IV formulations:** our own drip formulations and treatment recipes
7. **Research and development:** new formulations, updated protocols and product improvements
8. **Trade agreements:** the pricing and terms mobivIVe has negotiated with its suppliers
9. **Zoho booking system and CRM:** bookings, scheduling, client records, medical history and consent
10. **Supplier and platform accounts:** mobivIVe maintains the supplier relationships and manages the platform accounts
11. **Zoho WorkDrive:** training materials and training videos for running the business

A worked example

Treatment prices are set by mobivIVe. On a R1,000 treatment:

	Amount
Treatment price paid by the client to you	R1,000
Licensing Fee (20%)	R200
VAT on the Licensing Fee (15%)	R30
You pay mobivIVe	R230
You keep, before your own stock and running costs	R770

How to apply

Email your application to **jan@mobivive.co.za** with the following documents:

1. A copy of your ID
2. An up-to-date CV
3. A motivational letter
4. Proof of banking details
5. Proof of address
6. Your SANC registration

We will review your application and get back to you within 5 business days. If we go ahead, you receive the Licence and Services Agreement and the invoice for your Territory Licence Fee. Once the fee has cleared, we start onboarding and prepare your Mobile Operations Kit.

> **Get in touch:** 061-509-6038 | jan@mobivive.co.za | www.mobivive.co.za

We look forward to hearing from you.

Kind regards,
Team mobivIVe

This introduction is a summary for prospective licensees. The Licence and Services Agreement (Version 5, November 2026) sets out the full terms and prevails over this document.