Speedy Freight

DELIVERING YOUR FUTURE

FRANCHISE SALES PACK

speedyfreight.com

Founded in 2006, Speedy Freight emerged from **a desire to simplify logistics.**

We have now expanded to over 60 branches across the UK, Spain, and the US, achieving an **annual turnover of over £70 million** and experiencing consistent year-on-year growth.

THE SPEEDY FREIGHT JOURNEY

2006
Speedy Freight founded

2009
Opened first regional office in Stoke



2010
Became a franchisor with franchises in Stoke & Blackburn

2011
Launched Chester and Preston franchises

2012 - 2014
Franchising role out across the UK, managed from a new Support Centre in Knutsford.

Obtained waste carriers licence

2015
Became a full bfa member

2016
Achieved ISO9001 accreditation

2017
Became a member of the RHA

Eddie Stobart Logistics bought a 50% stake in the company in July

Opened 50th franchise in November 2017

50

2018
Branch expansion continued and first overseas franchise in Dublin in August

2019
BFA Franchisor of the Year finalist

2020
Retail Supply Chain Excellence and Multimodal Road Freight Operator of the Year.

Became a member of UKWA, BIFA & FIATA

2021
Separated from Eddie Stobart with new ownership, backed by minority shareholders BGF.

Launched our first branch in Spain in the Levante region.

2022
Launched our second Spanish branch, in Madrid.

Opened two new 40,000 sq ft warehouses.

39% compound growth – turning over £70m

2023
Over 60 franchised territories across the UK and EU

60

2023
Opened our first USA office in Dallas in June. Offering FTL, LTL and Fulfillment solutions.

2023
Launched Speedy Parcels and Speedy Fulfil In July

Parcels

Fulfil

2024
Achieved ISO27001 accreditation

OUR VISION & VALUES

As we grow in the UK and beyond, our goal is to change the logistics industry worldwide by using people led, technology enabled solutions for every sector.

Our global expansion plan focuses on offering a wide range of reliable, efficient, and customer focussed services, ensuring smooth and secure deliveries that help our clients succeed and add value for everyone involved. This plan is all about growth, innovation, and positioning ourselves as the leading solutions-based logistics provider.

Vision

To be recognised as leading logistics experts that provide tailored solutions for customers every single time.

Mission

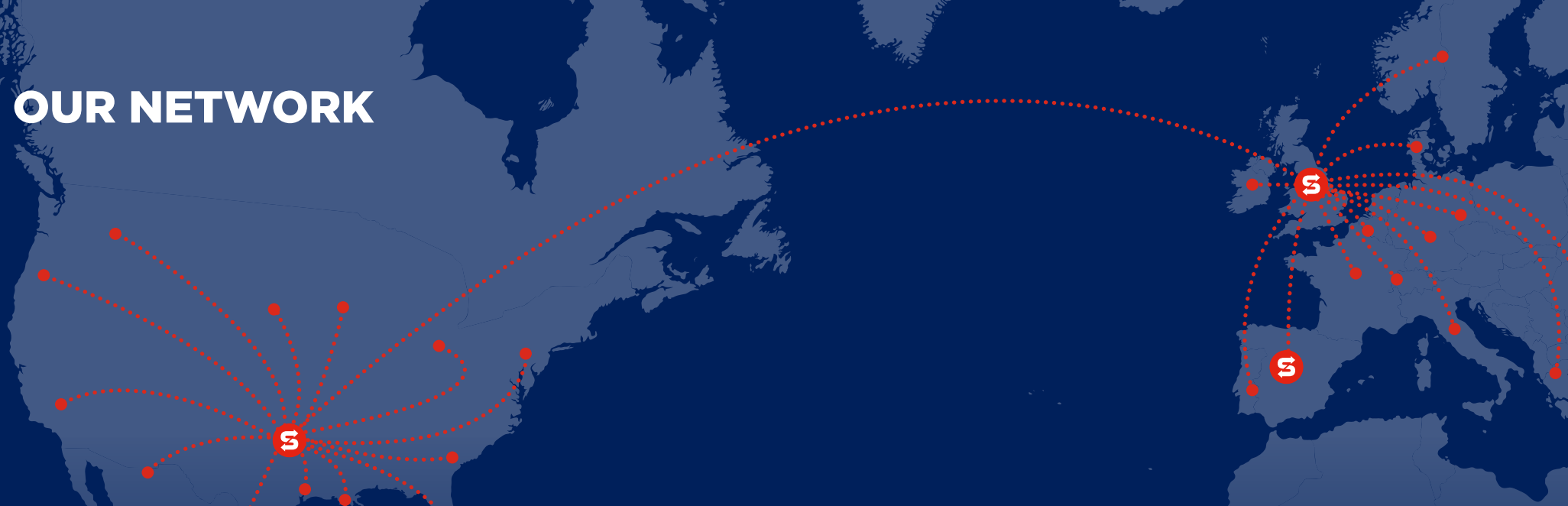
To be the first choice to deliver every single time.

To always be there for our customers and our team.

Our friendly service is centred around the customer, never one size fits all. Our drivers are dedicated to carrying only that customer's goods on board so they can rest assured that their delivery will be taken directly - safely, securely and right on time.



OUR NETWORK



NATIONAL & INTERNATIONAL
Coverage

SERVICE EVERY POSTAL CODE
in the UK

300+
Colleagues

2,800
Average Monthly Customers

4,200
Drivers Paid per Month

24,000
Jobs Processed per Month

OUR CULTURE

Supporting and developing our Franchisees and colleagues is key to our success.

At Speedy Freight we believe that **culture is important in any business,** but none more so than in a franchised network.

We have a focus on the wellbeing of our Franchisees, **enabling them to put a structure in place,** so they can take the time to enjoy their commercial success.



Brew for Two

Mental Health Support

Speedy Stars Annual Awards

Training Academy

Environmental Champions

Colleague of the Month

Freight Ideas

Work Life Balance

Franchise Business Coach

Franchise Council

Career Progression

Regional Meetings

speedyfreight.com

OUR CORPORATE SOCIAL RESPONSIBILITY

Each Speedy Freight branch is part of a community they serve, comprised of businesses, livelihoods, and people. Our aim is to build closer, stronger relationships within the communities we interact with, giving back, and supporting.

Environment

We recognise the importance of environmental protection and continue to look for opportunities to reduce our carbon footprint.

For several years, we have been monitoring our operational carbon footprint and environmental impact based on calculations in line with DEFRA guidelines.

Our managed office estate has secured ISO 14001 and our network achieved carbon neutral status in 2023 in partnership with Carbon Neutral Britain.

Carbon Neutral Britain™
CERTIFIED CARBON NEUTRAL BUSINESS

People

Our people are the lifeblood of Speedy Freight, the friendly team at the end of the phone for every customer, day or night, weekday or weekend, and our dedicated courier drivers and partners across the UK, Europe and the USA.

We aim to support all our colleagues, support them to develop and grow and be there for them when they need us.

That's why we're a member of Able Futures, providing mental health support for all colleagues.

Society

At Speedy Freight, we care about the people in our society.

Our business has at its core local people, working with local businesses to enhance local communities.

We make sure that integrity is at the heart of our business, our people and throughout our entire supply chain.



Moving **urgent, sensitive, and difficult to handle** cargo is our bread and butter.

Our fast paced business delivers **24/7, 365 days a year...**



WHY CUSTOMERS CHOOSE SPEEDY FREIGHT

Flexible Fleet

We transport anything, any size or weight.

We have a unique and premium service that very few others can offer, all under one roof.

A vast range of 4000+ vehicles at our disposal with the ability to carry refrigerated and hazardous goods

Lower Overheads

Our customers costs are reduced.

Customers with their own fleet and drivers still bear costs if they either aren't being used or fully utilised.

By using Speedy Freight, they only pay for what they need

Dedicated Drivers & Vehicles

We never co-load.

Customers enjoy the same service as if they were using their own vehicles and can plan for when the goods are collected and delivered.

We help manage our customers' expectations as the goods are 'load and go'

Tailored Solutions

We offer bespoke solutions to logistical challenges.

We can link with manufacturing systems, shipping, warehousing and final mile delivery across multiple industries from retail to industrial


Full Storage & Delivery Solution


Warehousing Capacity

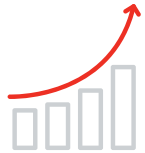

Access to Warehouse Management System


Dedicated Vehicles


Track and Trace Capability


Customer Dashboard


Robust KPIs


Continuous Improvement

OUR SERVICES AND THE GOODS WE MOVE

Speedy Freight offer the below and additional bespoke logistical solutions to suit our customers' needs across the UK, Europe & North America.

- Same Day Dedicated Delivery
- Regular Planned Routes
- Multi Drop Delivery
- Day & Half Day Rates
- Garment Distribution
- Import & Export Services
- Warehousing & Fulfilment
- Temperature Controlled
- Vehicle Transportation
- Full Load Solutions
- Two-Person Delivery Crews
- Parcel Service


URGENT


DELICATE



FRAGILE


HEAVY


TIME SENSITIVE


HIGH VALUE


ABNORMAL


DIFFICULT

OUR INDUSTRIES OF EXPERTISE

Our customers' benefit from our logistics solutions to strengthen their supply chain.
Speedy Freight work with companies of all sizes across a whole host of sectors, whatever their speciality.



ENGINEERING & MANUFACTURING



MARKETING & PRINT



HAULAGE



CONSTRUCTION



HOSPITALITY & EVENTS



PHARMACEUTICAL & MEDICAL



HAZARDOUS GOODS



RETAIL & E-COMMERCE



AVIATION



HORTICULTURE & OUTDOOR

OUR DEDICATED TRANSPORT SOLUTIONS & PREFERRED DRIVERS

Speedy Freight offer a sub-contracted Preferred Driver (PD) Network, ensuring all drivers maintain Speedy Freight's high standards and service levels removing the need to employ your own drivers and costly fleet. **We are very proud of our relationships.** We recognise the challenges of operating a dynamic network and understand that every delivery made, represents a promise made by us to our customers.

Personal
Drivers briefed in relation to any bespoke requirements

Efficient & Faster
Direct delivery or collection - no deviation

Secure
Greater protection from loss, theft or damage

Communication
Direct, regular two way phone calls, texts and emails

Flexible
Ability for client to make changes at short notice (inc. vehicle changes if necessary)



CASE STUDIES

Trustpilot



Scale at pace due to network strength

Scaling up amongst the Franchisees, with 925 vehicles on the road when the pandemic hit, and retail closed its doors. Delivering direct to consumers homes for a high street and online retailer.

Speedy Freight are agile enough to scale up & down to meet our fluctuating demands. The support throughout the pandemic has been invaluable to us and our customers.

Operations Manager
High Street & Online Retailer



End-to-end solutions

Delivering a 3 year logistics solution including import and export process, container unpacking, warehousing and delivery to retailers and direct to customers' homes with our white glove service.

Speedy Freight have offered a tailored, trusted and cost effective national delivery proposition for our business that drives efficiency and customer satisfaction.

Furniture Retailer



Team work – making the dream work

Mobilising Franchisee's across the UK to support a Belfast client get Covid test and release kits from NI to 4,000 addresses in the UK within 24 hours, with an hour notice.

No other delivery company could have fulfilled this last minute requirement with such short notice. Speedy Freight are exactly what they say- Speedy and operate 24 hours a day, every day of the year.

Director of Logistics
Pharmaceutical Manufacturer

WHAT OUR CUSTOMERS' SAY

Both the communication and the delivery itself **were of the highest standard,** very polite and very helpful.

Our delivery was heavier than expected but the **two drivers didn't hesitate** to help out and get the furniture where it needed to be.

Reliable and responsive service, been using Speedy Freight for a while and never been let down by their service, even when something goes wrong they are driven and find the perfect solution.

Would recommend to anyone.

I had an issue with another courier. I rang Speedy Freight thinking it was a long shot. However, within minutes they told me how long it would take to fix the issue.

Would highly recommend.

OUR ACCREDITATIONS



Every member of the Speedy Freight team has a **positive ‘can do’ mentality and the ‘sky’s the limit’ attitude’**


Speedy Freight
same day
your way
when you need to deliver
we're there.
Find your local branch at
speedyfreight.com
03333 440 703

So... **Fancy joining us on this journey?**

At Speedy Freight, we've done the hard work for you and created a **strong brand name that clients recognise and trust.**

The Speedy Freight Management Franchise offers you the opportunity to **launch and manage a highly profitable business** within the same day courier and express freight industry and benefit from our extensive experience within it.

The commercial returns of a Speedy Freight Franchise would rival some of the largest Franchised systems in the UK.

As one of the 6 BFA Franchisor of the Year finalists, Speedy Freight has once more been setting the standards in the Franchise sector.

Pip Wilkins, CEO
The British Franchise Association, Franchisee Awards 2022



WHY JOIN SPEEDY FREIGHT

Unique asset light business model with low overheads

Straightforward sales process to follow

Proven business model, tried and tested concept

Low investment with high return

Backed by BGF (Business Growth Fund)

Scalable and flexible

Recognisable award winning brand within logistics

British Franchise Association (bfa) Franchisor of the Year Finalist 2019, 2020, 2022

Robust support system

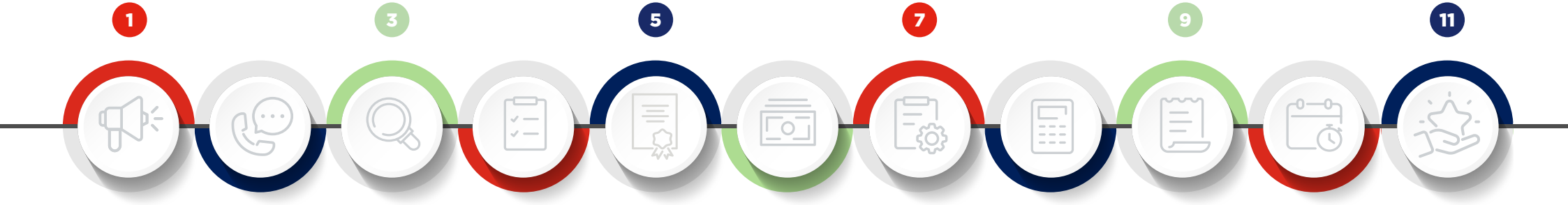
ISO9001 Management Systems, ISO14001 Environmental accreditations & ISO27001

RHA and full BFA membership

17 years+ of successful growth

speedyfreight.com

FRANCHISE PROCESS



1 Submit Expression of Interest, Request Information & Research

We provide information to allow you to build a good understanding of the business

2 Initial Call

Discussion with the Franchise Team to see if you are the right fit for Speedy Freight, and vice-versa

3 Discovery Day

Visit to our Support Centre in Knutsford for a one-to-one meeting to learn more about the business, meet key franchise stakeholders and see our marketing and operational systems

4 Viability Study

We provide guidance to focus your initial research of:

- Competition within the proposed territory
- Quality of the competition's product / service
- Identifying potential sites for the office
- Meet and talk to current franchise owners on their experiences within the business

5 Heads of Terms and Franchise Agreement Review

We draw up a simple Heads of Terms document that covers the main commercial points of any proposed transition. This is agreed and signed by both parties, at which we make available our franchise agreement for you to review and get legal advice oncanvassing on patch etc, alongside a comprehensive marketing package

6 Initial Deposit Paid

Depending on the size of the territory that is being considered for purchase, we ask for a minimum deposit of £10,000.

7 Business Planning

We send you a Business Plan and Financial Projections template to help you assess the business

8 Finance Application

Once you are happy with the business plan, and you still want to move forward, the application is presented to potential lenders to raise any finance required

9 Franchise Agreement

Once finance has been approved, the franchise agreement is prepared for your completion, which is the first real step on your franchise journey with Speedy Freight

10 Training

Intensive 5-6 week training programme split between our Support Centre and franchised offices

11 Launch

Minimum of one week's onsite support will be given, assisting you with recruitment of staff, operational systems, canvassing on patch etc, alongside a comprehensive marketing package

WHAT'S REQUIRED TO START A BUSINESS WITH SPEEDY FREIGHT

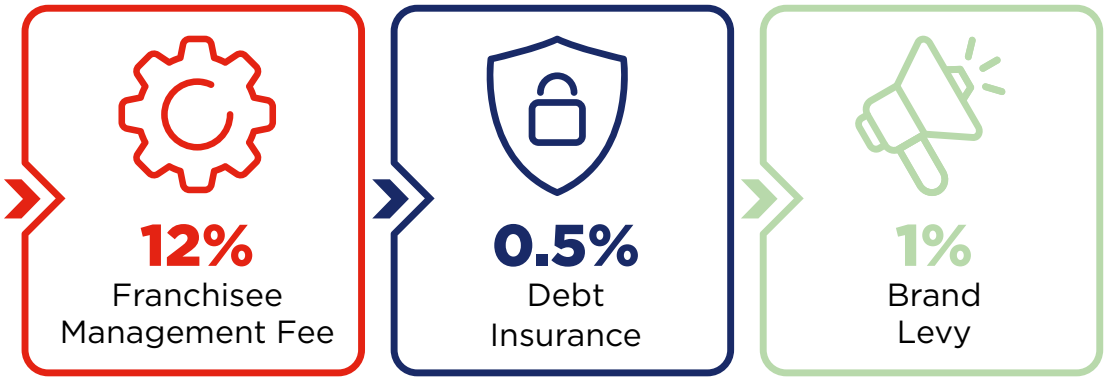
If your application is successful, you will need to ensure the following steps are taken

- An office run by a sole Franchisee or Joint Partnership, who will be involved every day in the business
- A bricks and mortar office in the territory you are purchasing
- A business plan and financial forecast for the first 12 months
- Working capital for 6 months post opening of the franchise
- A Business Development Manager to canvass and generate sales on the territory and ideally, a Customer Service Advisor to organise the drivers and deal with the customers



FRANCHISE AGREEMENT

A Speedy Freight Franchise agreement sets out the obligations of both the Franchisee and Franchisor. Each term is 5 years.



- Parties to the agreement PVL, Ltd Company Trading the Franchise, the principal (named individual)
- The client contracts with the Franchisor, not the Ltd entity trading the franchise
- Exclusive Marketing Territory Defined by Postcode
- Cannot trade with clients outside of their area
- Booking Office of the Client is how the territory is defined
- Minimum Performance Criteria – 70% of the National Average based on Revenue Per business Count
- Post Termination Non Compete Clauses – cannot trade in a competing business for 12 months

As well as the initial purchase fee, Speedy Freight levy a 12% Franchise Royalty Fee which covers ongoing support and training, back-office support, POD management, driver payments and credit control facilities.

In addition, there is a Speedy Freight levy of a 1% National Brand Marketing Fee. Both fees are deducted monthly in arrears from commission statements and are based on gross turnover.

The monthly commission payable to Franchisees is paid a month in arrears and will include any deductions as required.

Speedy Freight pay all drivers in line with our payment terms, which helps you, the Franchisee, to manage your own cash flow and doesn't restrict your growth.

Associated licences are applicable for software and insurance.

WHAT DO I GET FOR MY MONEY?

- A dedicated, exclusive territory with a postcode/s of your own
- 5-6 weeks of intensive on and offsite training on systems and operations, best practice for your launch and ongoing training with our Training Academy
- Assistance to secure financing for your business if necessary. Given there is a proven business model, financial institutions are likely to offer up to 50%
- Help with identifying suitable business premises (a small office)
- Back-office services including invoicing and credit control, managed by the Support Centre
- Ongoing Development Support from your assigned Franchise Development Manager
- Initial startup, inclusive of:
  - Computer suites – hardware & software for 2 people
  - CRM system
  - Uniform*
  - Launch marketing pack including stationery
  - Launch marketing plan
  - Office furniture for 2 people
  - Franchise Agreement
  - Operations Manual
  - Full training for Franchisee & team members
  - Intensive 2 week site support from launch
  - Recruitment support to grow your team

*Year 1 only



SUPPORT SOLUTIONS

Credit control

Debt factoring

Weekly driver payments

Invoicing management

Opportunities for internal and external training

Support Centre assistance

Franchise Support team including Operational Expert, Sales Coach and Training Manager

speedyfreight.com



SUPPORT CENTRE TEAM

Development Team
Dedicated network support team including a systems expert and sales coach.

Business Intelligence
Team dedicated to data analysis to chart patterns and trends and provide business insights.

IT Support
24 hour support & bespoke software

Marketing
National brand communications from emails and SEO to event and community activations

Freight Forward
Dedicated team imports and exports

National Accounts
Team specialising in national tenders driving new business.

Managed Offices
Testing concepts and providing feedback

Elected Franchise Council
Elected by the network, ears and voice of Franchisees

Training Academy
An award winning in house training team running regular courses for Franchisees and colleagues.

Internal Comms
Landing the right message at the right time, to the right people via the right channel

Finance Team
Back office support. Invoicing and credit control.

LAUNCH MARKETING

- Maintained branch web page/s within the Speedy Freight website
- Launch marketing campaign
- Local Search Engine Optimisation
- Local marketing planning support
- Tool kit of promotional items
- Seasonal tailored marketing campaigns which can be upweighted with your local budget



MARKETING BUDGET

National Brand Levy - 1% of Turnover. Set the brand strategy and guidelines. Build brand awareness and lead generation.

Website, SEO, Search & National Digital Advertising

National Emails - Newsletter & Targeted Campaigns

National PR & Local Support

National Social

Core Asset & Advert Design

National Award Strategy & Entry

National Event Strategy, Stand Development & Sponsorship



SPEEDY FREIGHT ACADEMY

Our training doesn't stop once a Franchisee is trading and in their territory.

All Franchisees have access to the Speedy Freight Academy, supporting the provision of a Learning & Development pathway running through the entire network.

Drawing on feedback from the network, the Academy provides a range of bespoke training opportunities which have been created including a Leadership and Management Programme, Sales and Customer Experience training and targeted Logistics, Transport and Operational Development and specialist training delivered by external experts.

Our Academy is now being recognised by professional bodies which includes the NEBOSH Endorsement of H&S Site Safety Representative training and BIFA Highly Commended status in Staff Development.



LAUNCH TRAINING PROGRAMME

Week 1

Support Centre (Knutsford)

- Spend quality time with each department, to gain a greater understand of what they do and how they will support you

Weeks 2-4 (minimum)

In the Field

- Shadow a handful of offices to fully understand how you will operate your new branch including:
- The safety culture of Speedy Freight
- Recruitment tactics
- Managing an incoming enquiry from start to finish, including prioritisation of response times and finding the right solution
- Booking jobs on the Speedy Freight Transport Management System and tactics to find drivers
- In depth knowledge of vehicle types, matching loads and commodities to vehicles and pricing jobs
- Mastering why customer service is so important and finding solutions to issues is paramount
- Business Development planning and prospecting



MEET THE FRANCHISEES



Damian Pacitti
Glasgow

Franchisee Since: 2014

Previous Role: 20+ years in the Hospitality industry

“I investigated several different franchises before I settled with Speedy Freight as I felt the company was the right “fit” for me. As a Franchisee, I work for myself and create jobs and opportunities for others. I wish I’d tried this earlier in my career!”



Simon Chorlton
Doncaster, Hull and York

Franchisee Since: 2016

Previous Role: 27 years in the Royal Air Force

“When I saw an opportunity to own a management Franchise with Speedy Freight, I decided to go for it. It was an enormous step for me to take, but being my own boss, with support as and when I required it, was the perfect mix for me and I wouldn’t change a thing.”



Noel Goreham
Brighton

Franchisee Since: 2023

Previous Role: Househusband

“I don’t have any logistics experience and found out about the opportunity from a current Franchisee. I was attracted to the opportunity because of the potential to make money in a fast paced environment. The whole onboarding process has been very professional and thorough.”

The support we provide our Franchisees is tailored to each of their requirements, **helping them reach their full potential,** with the majority experiencing **financial reward that has significantly exceeded their expectations.**



Speedy Freight

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