



Built for Generations



# FRANCHISEE

INFORMATION PACK



# ABOUT US

The **Safal Group** is Africa's largest supplier of Building Solutions that offer superior quality and lasting value to millions of customers on the continent. Businesses in Eastern and Southern Africa supply a diverse range of markets and customers with brands that are trusted to perform, and are market leaders in their field.

The **Safal Group** has two fields of core expertise:

- Safal Technology, used in its Metal Coating businesses
- Safal Engineering, used in its Building Solutions businesses

**Safal Building Systems Ltd (SBS)** is a member of Safal Group that sells a range of brands which include:

- **ULTRASPAN®**: Designed, manufactured & supplied light gauge steel trusses.
- **SAFBUILD®**: The world-class pre-engineered steel building (PEB) system; designed, manufactured and supplied as complete buildings. SAFBUILD® PEB's are fast to erect, optimised, durable, and convenient to construct.
- **SAFCOOL®**: Our novel and premier cold rooms

offer a range of leading solutions with cooling and preservation products to serve the cold chain segment. Manufactured at MRM, our **SAFCOOL®** products use world-class **SAFBUILD®** Insulated panels, while the refrigeration units are sourced from industry-leading partners.

**SAFBUILD®**, the world-class pre-engineered steel building solution is prefabricated cold-formed light gauge steel structures that are easy to assemble on site. SAFBUILD® structures are delivered as a complete solution, effectively reducing the overall cost of construction and project duration, from procurement to construction. We use optimised high-tensile galvanized steel on our pre-engineered structures to ensure durability and maximum strength; and also assist in installation when the need arises.

**SAFBUILD®** is perfect for commercial, industrial and institutional buildings. SAFBUILD® standard building options include: warehouses, different sizes of sheds, horticultural and agri-processing buildings, classrooms, workshops, worship centres and more.

# HOW IT WORKS

Franchising for SAFBUILD® is simple. Our SAFDESIGN® software seamlessly allows you to quote and design PEBs for your customers.



# THE MORE BUILDINGS YOU SELL THE MORE YOU EARN



## SUPPORT

SBS is committed to providing Franchisees with backend support to help grow their business. These include:

- State of the art quoting and design software
- Telephone and email support
- Signage for your business
- Dedicated resources to follow up on your orders

## START MAKING MONEY

As a Franchisee, you shall receive an agreed percentage of the purchase price for every building sold. The more you sell, the more you earn.

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## FAQS

**Q: What is the total investment and ongoing costs?**

**A:** There is an initial Franchisee investment of Kshs.10,000 which covers SBS's comprehensive online training package, administrative and processing costs. There are no additional costs apart from your operational costs.

**Q: Do I need to have an office or a store?**

**A:** No. Safal Building Systems Ltd is building a mobile network of agents.

**Q: Do I need to have previous experience in the steel building industry?**

**A:** While experience in the steel building industry is not necessary, it is an advantage. We are looking for local businesses with a proven track record that relate to our range of products. Businesses that may find a really strong match with our product offering are licensed builders and construction companies

**Q: Are you interested?**

**A:** Contact us today for more information

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• Warehouses



• Churches



• Unit Block Classrooms



• Single Unit Classrooms



• Agribusiness Chicken Houses



• Commercial Stalls



• Commercial Kiosks



• Car Parks



• Single Car Parks



• Bus Stops



• Gazebos



• Guard Houses

