



*InXpress*®

# Redefine your career

Ready to break free  
from the 9-to-5?

Discover how the  
InXpress global shipping  
network can fuel your  
entrepreneurial dreams



# A message from our Chief Commercial Officer

Dear Entrepreneur-in-the-making,

Are you tired of climbing the corporate ladder only to find it doesn't lead where you want to go? Perhaps you've dreamed of running your own business but feel daunted by the pressures of starting from scratch. If so, you're in the right place.

Say hello to the InXpress franchise opportunity – where your ambition meets practical steps to success!

This isn't any old business prospect – it's your ticket to joining a global network of shipping experts armed with cutting-edge technology and backed by a brand that's been revolutionising the courier sector for 25 years.

Stop subscribing to someone else's routine! Explore how InXpress will help you realise your work-life dream.

I look forward to speaking with you.

**Michelle Price**

## What you'll discover in this prospectus

- ✓ The InXpress story and why we're industry leaders.
- ✓ Why the shipping and logistics sector is booming across the Oceania.
- ✓ The potential for significant earnings with our proven model.
- ✓ What makes our model and franchisees stand out from the crowd.

And more to ignite your entrepreneurial spirit!

# Your life as an InXpress franchisee



With InXpress, you're in business for yourself – but never by yourself.

Our proven model and ongoing support give you the tools to build a thriving business while enjoying the freedom you've dreamed of.

**Be your own boss:** set your own goals and work towards them on your terms.

**Flexible lifestyle:** choose when and where you work, balancing business with personal life.

**Lucrative opportunity:** tap into the booming e-commerce and shipping industry.

**Low overhead, high potential:** start with minimal investment and scale at your pace.

**Make a difference:** help local businesses flourish by solving their shipping challenges.

**Join a global network:** benefit from the support and experience of over 450 franchisees worldwide.

**Cutting-edge technology:** leverage our proprietary software to stay ahead of the competition.

**Comprehensive training:** no prior shipping experience? No problem! We'll teach you everything you need to know.

**Build a thriving business with the freedom you've always dreamed of.**

## Key attributes for success

- ✓ Strong interpersonal skills.
- ✓ Sales and marketing aptitude.
- ✓ Problem-solving mindset.
- ✓ Commitment to customer service.
- ✓ Ambition and drive to succeed.

# Revolutionary from the start

It all began in 1999 when John Thompson, along with his son Adam and daughter Zoe, saw an opportunity to revolutionize shipping for small and medium-sized enterprises (SMEs).

They recognised that while large corporations benefitted from preferential rates and services from major carriers, SMEs were often left struggling with high costs and complex logistics.

The Thompsons' vision was simple yet powerful: create a business that would level the playing field, giving SMEs access to the same shipping advantages as their larger competitors. They started by building relationships with global carriers and developing technology that would streamline the shipping process for small businesses.

As word spread about InXpress' innovative approach, the company quickly gained traction. Franchisees were drawn to the opportunity of building their own businesses while helping local SMEs thrive.

The model proved so successful that it soon expanded beyond the UK.

Fast-forward to today, and InXpress has become a global powerhouse with over 450 franchisees in 14 countries. Our growth has been driven by a commitment to innovation, customer service and supporting our franchise network.

## Our success hasn't gone unnoticed

- ✓ We ranked 6th in Elite Franchise Magazine's Top 100
- ✓ Bronze winner in the BFA's Franchisor of the Year Award
- ✓ Highly commended in the Global Franchise Awards' Best White-Collar category

These accolades aren't just feathers in our cap – they're a testament to the robust business model and support system we offer our franchisees.





**The online retail industry is expanding at an incredible rate. In 2024, more than 2 billion people shopped online worldwide, with total online sales surpassing US\$6.3 trillion. That's a lot of deliveries to track!**

# Courier logistics: a tide of opportunity

## Surprise Fact



In 2024 a parcel was sent through InXpress every

# 4 seconds

At InXpress, we're not just participating in this boom – we're leading the charge. We're uniquely positioned to service businesses across more than 1,000 industries, from manufacturers to fine art dealers and everything in between. In fact, in 2024, a parcel was sent through InXpress every 4 seconds!

What makes this opportunity even more exciting is the lasting relationships our franchisees build. Businesses don't just ship with us once – they keep coming back because we consistently save them time, money, and hassle. By building a loyal customer base, you're not just creating a business; you're generating income that can grow with every shipment.

## Why customers stay with InXpress

- ✓ Access to wholesale shipping rates.
- ✓ Time-saving shipping platform.
- ✓ Personal, local support.
- ✓ Multiple carrier options under one roof.
- ✓ Long-term partnership approach.

# Breaking it down: the InXpress advantage

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**We are primarily a technology provider.**



Our franchisees operate as Freight Consultants, growing their business through our custom-built and maintained software platform.

This platform allows easy quoting, comparison, and booking with top-tier carrier companies, saving our customers time, money, and hassle in their shipping.

As a Franchisee, your role combines Sales, Marketing, and Customer Service. You promote your Franchise locally while building a nationwide customer base. You're responsible for your own customers, growing your portfolio through traditional means and your ability to market your Franchise effectively.

Thanks to our high shipping volumes, we secure wholesale rates from our carrier partners. Through our easy-to-use booking platform, your customers gain access to these discounts and incredible carrier flexibility while you serve as their personal advisor for all things shipping.



# Our recipe for success

At the heart of the InXpress model is our commitment to simplifying shipping for SMEs while empowering franchisees with the tools they need to succeed.

Our specially designed platform is the cornerstone of this promise.

## *webship<sup>+</sup>*

- ✓ Simplifies shipping processes for you and your clients.
- ✓ Creates intuitive and effortless workflows.
- ✓ Provides real-time tracking and reporting.
- ✓ Offers instant quotes from multiple carriers.
- ✓ Automates many administrative tasks, freeing up your time.

## The InXpress franchise model: a step-by-step approach

### 01

#### Client acquisition

Leverage our proven marketing strategies to attract SMEs in your area.

### 02

#### Needs assessment

Consult with businesses to understand their shipping requirements.

### 03

#### Solution provision

Use **webship<sup>+</sup>** to offer tailored shipping solutions at competitive rates.

### 04

#### Relationship building

Provide ongoing support to become a trusted shipping partner.

### 05

#### Business growth

Expand your client base and even hire a team as your business scales.

## How the model works



# Our comprehensive carrier network

At InXpress, we're proud to partner with leading freight and logistics providers. Our strategic relationships mean better rates, more choices, and seamless shipping solutions for your clients.



## Global carriers



Your worldwide logistics powerhouse, making international shipping feel as simple as local delivery.



Whether it's economy or priority service, they've mastered the art of getting things where they need to be.



Combining cutting-edge technology with sustainability to transform global shipping challenges into opportunities.



Custom-focused solutions for International & Sea freight Shipping Services.

## Local Carriers



Setting the standard for same-day delivery with live tracking and exceptional service.



On demand same day, urgent deliveries regardless of the size of your shipment.



Australia Post's premium freight service, offering unmatched domestic coverage and reliable solutions.



Expert efficiency in transportation and tracking, ensuring your shipments are never just a number.

## Domestic Services



Global innovation meets extensive network coverage for worldwide shipping success.



Conquering the unique challenges of northern Australia's logistics with expertise and reliability.



Speed meets reliability in this express courier service focused on Australian business needs.



Fast and flexible courier champions, making urgent and scheduled deliveries look easy.



Nationwide logistics experts committed to timely, trackable deliveries.



Your community's shipping partner, delivering local knowledge with every package.



Crafting tailored transport solutions for both local and interstate deliveries.



Where transparency meets efficiency in advanced freight management.

## Specialised Services



General & Express road transport for palletised and full truck load solutions across Australia.



Australia's largest independent sensitive freight specialist.



Providing express services across Melbourne and Victoria for urgent heavy weight shipments.



Rail Freight: Daily freight departures direct from purpose built Logistics terminals.



Tasmanian Freight Services, door to door delivery to anywhere in Australia.

**This diverse carrier network ensures you'll always have the right solution for your customers, whether they're shipping across town or oceans.**

**You bring  
ambition –  
we'll provide  
the expertise.  
Join a network  
of entrepreneurs  
making a real  
impact.**

# Is franchising right for me?

We're not just looking for anyone to join our network. We're seeking motivated individuals who are ready to take charge of their future and make a real impact in their local business community.

Don't worry if you lack logistics experience – what matters most is your drive and determination. If you bring the ambition, we'll instill the expertise.

Our franchisees come from diverse backgrounds – from corporate sales executives to teachers and everything in between. What unites them is their entrepreneurial spirit and desire to build a business that makes a difference to them and their clients.



## The ideal InXpress franchisee

- ✓ A natural relationship builder with a talent for sales.
- ✓ Passionate about delivering exceptional customer service.
- ✓ Eager to learn and adapt in a rapidly evolving industry.
- ✓ Committed to personal and professional growth.
- ✓ Ready to lead and build a successful business.
- ✓ Enjoys problem-solving and helping others succeed.

# All the training and advice you need

At InXpress, we believe in setting our franchisees up for success from day one.

Our intensive two-week business training programme will transform you into a shipping industry expert, regardless of your background.

## Week 1

### Lay the foundations

- Introduction to InXpress and the shipping industry.
- Deep dive into our purpose-built software, **webship+**.
- Sales techniques and customer acquisition strategies.

## Week 2

### Build up your business acumen

- Advanced shipping solutions and carrier relationships.
- Business management and financial planning.
- Customer service excellence and problem-solving.

### Followed by endless support

- Our online university – packed with resources to help you grow.
- Regular check-ins with our dedicated support team.
- Networking opportunities with fellow franchisees.



### You're never alone in our network

When you become an InXpress franchisee, you're joining a community of like-minded entrepreneurs, which offers countless practical and emotional benefits:

- ✓ Mentorship from seasoned franchisees.
- ✓ Regular regional meetings for knowledge sharing.
- ✓ Annual conferences combining learning and celebration.
- ✓ A collaborative culture where success is shared.

This combination of initial training, ongoing advice and support, and peer networking ensures you have all the tools and knowledge needed to build a thriving InXpress franchise in the Australia.



Let's talk financing.

# Money talks: investment and earning potential

**The initial franchise fee is \$85,000 + GST, which covers everything you need to get up and running:**

- ✓ Comprehensive two-week training programme.
- ✓ Access to our unique **webship+** software.
- ✓ Initial marketing materials and support.
- ✓ Ongoing business support and mentoring.

We recommend having a budget to cover 18 months of living expenses while you build your business. This ensures you can focus on growth without immediate financial pressure.

The beauty of the InXpress model lies in its scalability and the recurring revenue it generates. So you can tap into this booming industry and live out your dreams... new home, new car, exciting travel – it's all possible with InXpress!

# Balance isn't just a buzzword

As an InXpress franchisee, you have the opportunity to create a successful business that aligns with your personal goals. However, it's important to understand that this isn't an easy path – it requires dedication, hard work, and a drive to succeed.



## The most successful InXpress franchisees are those who:

- Commit fully to building their business, especially in the crucial early years.
- Are willing to put in the hours and go the extra mile for their clients.
- Continuously learn and adapt to industry changes and client needs.
- Have a strong work ethic and a desire to achieve significant financial success.
- Aim to create a thriving business that can support their ideal lifestyle.

## As your business grows and stabilises, you'll see opportunities to:

- Shape your work schedule to suit personal and family commitments.
- Choose a work environment that fits your preferences and productivity.
- Build a team that complements your skills, allowing you to focus on business growth.
- Create a valuable asset that contributes to your long-term financial goals.

**While the journey requires effort, many of our established franchisees have found that their hard work pays off.**

# Beyond business: make a difference



At InXpress, we believe in the power of business to create positive change.

As a franchisee, you'll have the opportunity to become a valued contributor to your local economy and community.

## Supporting local SMEs

- Help Australian businesses compete on a global stage by providing affordable, efficient shipping solutions.
- Become a trusted advisor, helping local companies grow and expand their reach.
- Contribute to job creation and economic growth in your community.

## Community involvement

- Sponsor local events or sports teams.
- Participate in or organise charitable initiatives.
- Offer internships or mentoring programmes for young entrepreneurs.

## Environmental impact

- Help reduce the carbon footprint of shipping through efficient logistics.
- Educate clients on sustainable packaging options.
- Participate in local environmental initiatives.



**Supporting you means supporting your community and local economy.**

## Leave a legacy

- ✓ Establish yourself as a respected business leader in your community.
- ✓ Create a valuable asset that can be passed down to future generations.
- ✓ Potentially sell your franchise in the future, funding your retirement or next venture.

By joining InXpress, you're embarking on a journey that goes beyond personal success. You're becoming part of a global network committed to empowering businesses and enriching communities across the Australia.

# Take control of your future with InXpress

Don't let another day pass without stepping towards your dreams. There are several ways to explore this exciting opportunity and find the perfect fit for your entrepreneurial aspirations!

## Attend a discovery day

Get an in-depth look at the InXpress opportunity and meet our team in person.

## Speak with current franchisees

Hear firsthand experiences from those who've already taken the leap.

## Explore available territories

Find out about opportunities in your preferred area.

## Contact us today!

Phone:

**0401 058 607**

Email:

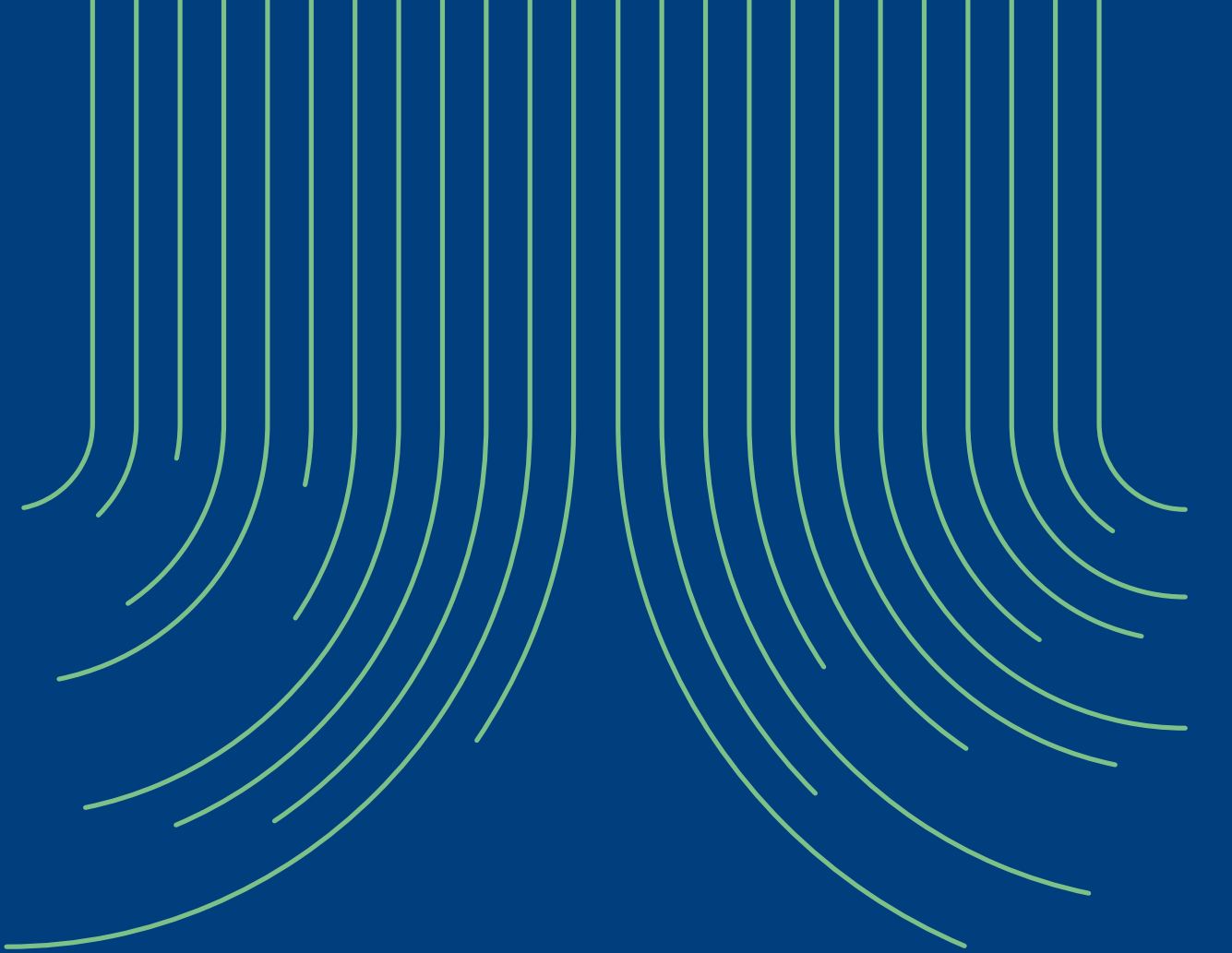
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Website:

**[au.inxpress.com/franchise-opportunities](http://au.inxpress.com/franchise-opportunities)**

Your journey to business ownership and financial freedom starts here.

**Let's make it happen together**



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