

# JANI-KING NEW ZEALAND

Changing people's lives, one business at a time



## JOIN THE JANI-KING SUCCESS STORY

When you invest in a Jani-King franchise, you're partnering with the **global leader in commercial cleaning**.



**50+ years** operating internationally.



**25+ years** of trusted service in New Zealand.



The **world's leading** commercial cleaning franchise company.



More than **7,500** franchise business in 10 countries worldwide.



Over **500** franchisees servicing over **3,000** client locations nationally.

## WHY CHOOSE JANI-KING?

- **Guaranteed Initial Business:** We will kick start your business by securing your initial clients for you. Then let's work together to achieve your business goals.
- **Affordable Investment:** Affordable options with financing support to suit your budget.
- **Comprehensive Training:** Online modules, practical sessions, and ongoing business development support to set you up for success.
- **Continuous Support:** Regional teams provide guidance every step of the way.
- **Eco-Friendly Solutions:** Embrace sustainability with probiotic cleaning and green practices.
- **Proven Growth:** Expand your business with new customer opportunities.

At Jani-King, we're committed to "Changing People's Lives, One Business at a Time." Whether your goal is to earn \$5,000 or \$20,000 per month, we'll tailor a business plan to help you succeed.

**Take the first step today!** Become your own boss and build a better future for yourself and your community with Jani-King.



## WHY COMMERCIAL CLEANING?

New Zealand's commercial cleaning industry is worth over \$2.4 billion and projected to grow. Businesses are increasingly outsourcing cleaning to cut costs and focus on their operations.

Demand spans beyond offices to hotels, schools, medical facilities, and more, creating endless opportunities for growth.

As a Jani-King franchise owner, you can tap into this growth and thrive in a market that continues to expand.

### Competitive Advantages

Many building managers are dissatisfied with their current cleaning services, often provided by small local companies or franchises that lack the expertise and professionalism required today.

Jani-King offers the perfect balance – combining the experience and resources of a large company with the personal service and motivation of an independent business owner.

## OUR JOURNEY TO SUSTAINABILITY

**The Problem:** New Zealand's commercial cleaning industry introduces over 350,000L of chemicals into the environment monthly, many of which harm people, animals, and ecosystems.

**Our Solution:** Jani-King is replacing harsh chemicals with probiotic-based cleaning products, promoting safer, eco-friendly cleaning.

**How It Works:** Probiotics use beneficial microbes to deeply penetrate surfaces, breaking down dirt, grime, and odours while staying active for up to 72 hours.

### Why It Matters

Traditional cleaning chemicals kill good and bad bacteria, contributing to Antimicrobial Resistance (AMR) – a global health concern making bacteria harder to eliminate.

Probiotic cleaning protects health, reduces environmental harm, and aligns with a sustainable future.

### Client-Approved Approach

Our clients value this innovative cleaning solution, helping us create a healthier environment for businesses and the planet.





## PIONEERING INDUSTRY LEADERSHIP

### Sustainability Certifications:

- Toitū Enviromark Diamond Certified – Exceeds international environmental standards like ISO 14001.
- Toitū Carbon Compatible – Measures, manages, and reduces our carbon footprint, helping clients contribute to a greener future.

### Health & Safety:

- ISO 45001:2018 Certified – Robust health and safety system.
- Health & Safety App – Tracks staff training, cleaning commitments, and safety reports with optional client notifications.

### Community Contributions:

- Partnering with Trees That Count – Over 1,000 native trees planted to restore New Zealand's environment.
- Charity and sponsorships – sponsoring sports teams and multiple charities.

### Diversity & Inclusion:

- Proud members of Diversity Works, reinforcing our commitment to workplace diversity and inclusion.

By choosing Jani-King, you're not just investing in a cleaning service – you're contributing to a greener, safer, and more inclusive future for Aotearoa, New Zealand.





## WHY OWN A FRANCHISE:

### Comprehensive Training

- **Online Courses:** Start from home with an easy-to-complete module.
- **Hands On Training:** Receive practical training at a Jani-King regional office.
- **Mentorship:** Pairing with an experienced franchisee for guidance on working smarter.

### Lifelong Learning

- **Training Videos:** Ongoing access to training resources for continuous development.
- **Employee Training:** Learn how to train your team for long-term success.

Joining Jani-King means becoming part of a supportive family, with everything you need to succeed in your commercial cleaning franchise.

### Probiotic-Based Solutions

Our eco-friendly cleaning products utilise probiotics for effective, safe cleaning.

### Harsh Chemical Alternatives

We choose probiotic-based solutions over traditional harsh chemicals for safer, top-quality results.

### Safe for All Surfaces

Gentle on surfaces, people, and the environment, ensuring no harmful residue.

### Environmentally Responsible

By adopting probiotic cleaning, we actively contribute to a healthier planet while maintaining high cleaning standards.



## Low Cost Entry

Affordable startup with low entry costs compared to other businesses.

### **Inclusive Start-Up Package:**

The initial franchise costs include Jani-King's extensive training program, all equipment, uniforms, and account offerings.

### **Financial Assistance:**

The GST on your franchise purchase is refundable from the IRD.

### **Flexible Franchise Plans:**

Options available to suit any budget, making business ownership accessible to more people.

Jani-King provides the support, resources, and training needed to succeed in the franchise world, with lower barriers to entry and various plans to fit your financial goals.

## All-Inclusive Initial Franchise Costs

Your initial franchise investment covers more than just the franchise rights; it includes quality uniforms, cleaning equipment, and products.

Access to advanced systems and technology simplifies business management.

We partner with leading suppliers to ensure your franchise benefits from the best resources.

Jani-King's all-inclusive package ensures you have everything you need to operate a successful business, from high-quality tools to efficient management systems.



## Run Your Business From Home

Owning a Jani-King franchise means no need for an office. Skip the hassle of setting one up and enjoy a simple, straightforward business model. Our Head Office handles customer invoicing and payments, while you gain access to an online system to keep everything in order.

We provide training, tools, and support to help you manage your team. With Jani-King's extensive support, the only thing left for you to do is provide exceptional service, all from the comfort of your own home.

## Extensive Support Network

Starting your own business can be daunting, but Jani-King provides extensive support to help you succeed. With regional support offices located across New Zealand, our experienced team is here to guide you every step of the way.

## Be Your Own Boss

Grow your business at your pace and meet your personal goals.

**Build Relationships:** Develop strong customer connections and create a lasting family tradition.

**Create Local Jobs:** Provide employment opportunities while growing your business.

**Support & Security:** Starting a business is easier with the security and support of a proven franchise model.

**Freedom to Succeed:** Be in business for yourself, but never by yourself; Jani-King has your back!

Start your journey with Jani-King and take control of your future today!



## WHAT IS IT LIKE TO BE PART OF THE JANI-KING FAMILY?

It is important to know what other people say about a company you are interested in. Here is what some of our franchise owners say about their experience at Jani-King. You can learn more at [janiking.co.nz/franchises/](https://janiking.co.nz/franchises/)



"We did our homework and we found out that Jani-King was one of the best in franchisee fees, and friendly faces. We went to another company but we felt they were not welcoming. All our clients, they don't look at us as cleaners, they look at us like we are family, we talk to them and have a laugh about things. Working with Jani-King, we grew in the business sense and the finance as well, we have got properties around, we've got nice looking cars."

**Zak & Zafie, Owners since 2013**



"We started out earning extra income by working at night and now we have grown to 30+ staff working in our business. We did our research back then and Jani-King ticked all the boxes for what we wanted. We went ahead and it proved to be one of the best decisions I have ever made. Jani-King gives great support, they teach you, they hold your hands and they show you how to run your business and how to do your job, that made it much easier at the beginning. Jani-King find all the customers for us and I don't have to worry about marketing".

**Harold Han, Owner since 2013**



"I chose commercial cleaning as it was the best option for me when starting a new business to grow and learn about running a business without extreme stress. It also provides you with flexibility and time to take care of your family when needed. My first meeting with the Jani-King Regional Manager was very exciting and transparent. The best of all was the use of probiotics for cleaning instead of chemicals. Sustainability is something which I really like and appreciate. Being a Franchisee with Jani-King has been really satisfying in every way for me. I have enough time to spend with my family and take care of the kids without having to make too many changes to my daily routine. The pace at which I have grown with Jani-King is impressive. I have never felt the pressure of not being able to handle the amount of work I have. The support from the head office team has to be appreciated as they are always approachable and ready to help you when needed."

**Abbin Peter, Owner since 2021**

## FREQUENTLY ASKED QUESTIONS

Whether you have experience in commercial cleaning and running your own business, or are completely new to being in business by yourself, we are here to help you make a well-informed decision. Do not hesitate to contact us at [franchisesales@janiking.co.nz](mailto:franchisesales@janiking.co.nz) or phone 0800 526 454.

### **What is the financial investment required for a Jani-King Franchise?**

Depending on the plan you choose, investment levels vary. Visit the franchise calculator on our website to estimate your earning potential:

[Franchise Calculator | Jani-King](#)

### **How can I finance my new business?**

We offer help with obtaining finance and applying for bank loans. No need to worry, we helped hundreds of people to achieve their business goals, we will help you too!

### **What hours am I expected to work?**

Most Jani-King franchise business is scheduled between the hours of 6:00pm and 11:00pm, Monday through Friday and occasionally on weekends.

### **What do I do if I want to employ staff?**

When the time comes for you to employ other people in your business, arrange to meet with one of our franchise support team. They will guide you and provide you with all the necessary tools and knowledge to help you hire and manage your employees.

### **How do I decide which plan works for me?**

There are important factors you should consider when deciding which Franchise Plan to select:

- how much money you have set aside for your investment?
- how much time and commitment will you make for the franchise?

These, and other questions, are explored in more detail in the early stages of the franchise process, and in particular the initial discussion you will have with regional office personnel at the disclosure meeting. This is a “no obligation” meeting.

### **What does Initial Business mean?**

Franchise Plans include initial business purchased at the time of signing your Franchise Agreement. When you invest in one of these plans, you will be provided with customers up to the monthly initial business amount specified in your Franchise Agreement. For instance, if you invest in a D-5 plan, this is \$5,000 of initial business being the total dollar value of the customer monthly contract amounts, excluding GST.



#### HEAD OFFICE

Level 1, 14 Birmingham Drive, Middleton, Christchurch 8024  
PO Box 1031, Phillipstown, Christchurch 8145

#### REGIONAL OFFICES

Auckland  
North

Auckland  
South

Hamilton

Wellington

Christchurch

For more information on becoming a franchise business owner, please visit our website or call 0800 526 454.

**JANIKING.CO.NZ**