

## **FRANCHISE DISCLOSURE DOCUMENT**

Sixt Franchise USA, LLC  
a Delaware limited liability company  
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As a franchisee, you will rent cars, pickup trucks, SUVs, and vans to the public. Renting refers to transactions of 30 days or less. The total investment necessary to begin operation of a Sixt Rent A Car franchised business ranges from \$614,100 to \$6,670,600. This includes \$37,750 to \$1,275,000 that must be paid to the franchisor or its affiliates.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive the disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale or grant. Note, however, that no government agency has verified the information contained in this document.

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Craig Olson at 1489 SE 17th Street, Suite 2E, Fort Lauderdale, Florida 33316, or at (954) 874-1786.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, N.W., Washington, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: April 5, 2013

## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit I for information about the franchisor, or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY LITIGATION ONLY IN THE STATE IN WHICH OUR HEADQUARTERS IS THEN LOCATED (CURRENTLY FLORIDA). OUT-OF-STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO LITIGATE WITH US IN OUR HOME STATE THAN IN YOUR HOME STATE.
2. THE FRANCHISE AGREEMENT STATES THAT THE AGREEMENT IS GOVERNED BY THE LAWS OF DELAWARE, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. WE MAY REQUIRE AT OUR SOLE DISCRETION THAT THE OWNERS OF THE FRANCHISED BUSINESS AND THEIR SPOUSES SIGN PERSONAL GUARANTEES MAKING THEM JOINTLY AND SEVERALLY LIABLE WITH YOU FOR ALL OBLIGATIONS OF THE FRANCHISE, WHETHER OR NOT THEY ARE INVOLVED IN THE OPERATION OF THE FRANCHISED BUSINESS. THIS REQUIREMENT PLACES THE PERSONAL ASSETS OF THE BUSINESS OWNERS AND THEIR SPOUSES AT RISK.
4. YOU MUST PAY US A MINIMUM ANNUAL ROYALTY FEE EVEN IF THE FRANCHISED BUSINESS HAS NO REVENUE.
5. IF YOU PURCHASE A SINGLE POINT FRANCHISE, YOU WILL NOT BE GRANTED AN EXCLUSIVE TERRITORY. REGARDLESS OF THE TYPE OF FRANCHISE YOU PURCHASE, WE AND OUR AFFILIATES MAY ESTABLISH COMPANY-OWNED AND FRANCHISED LOCATIONS AND OTHER CHANNELS OF DISTRIBUTION AND SELL OR DISTRIBUTE ANY PRODUCT OR SERVICE TO THE GENERAL PUBLIC UNDER THE SAME TRADEMARK OR A DIFFERENT TRADEMARK IN COMPETITION WITH YOUR FRANCHISE.
6. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

**We may use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the franchise.**

Effective Date: See the next page for state effective dates

## STATE EFFECTIVE DATES

This Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

STATES	EFFECTIVE DATE	EXPIRATION DATE
California		
Hawaii		
Illinois		
Indiana		
Maryland		
Michigan		
Minnesota		
New York		
North Dakota		
Rhode Island		
South Dakota		
Virginia		
Washington		
Wisconsin		

This disclosure document is exempt from registration in the following states having business opportunities laws, with the following effective dates:

STATES	EFFECTIVE DATE	EXPIRATION DATE
Florida	10/22/2012	10/22/2013
Kentucky	10/23/2012	N/A
Nebraska	11/13/2012	N/A
Texas	11/08/2012	N/A
Utah	10/23/2012	10/23/2013

In all other states, the effective date of this disclosure document is the issuance date: April 5, 2013.

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