



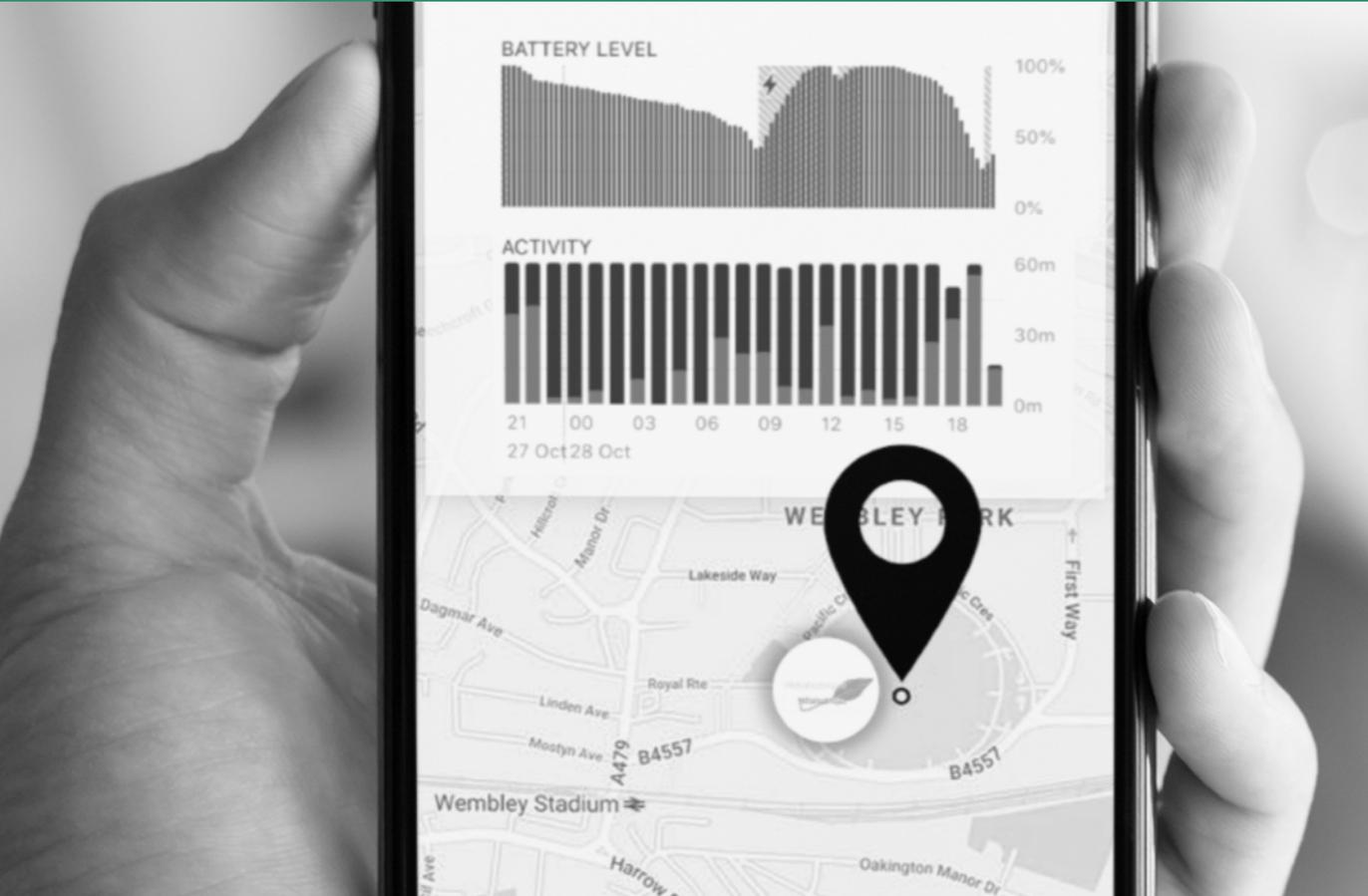
Station Licensing | Sell Car Conversion Services

MAL Research and Development Limited





#1 Sell service tokens from day-one as nearby suppliers are prepared



Your station licence will enable you to:



Order installation kits and refuelling packs directly according to your customer demand and stock levels



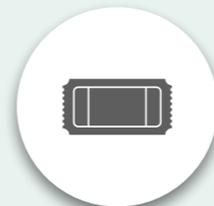
Provide an app to your clients to monitor power levels and explore your paid service options



Sell vehicle conversion services under your own pricing for solutions such as a range extender, or full replacement of the original power system



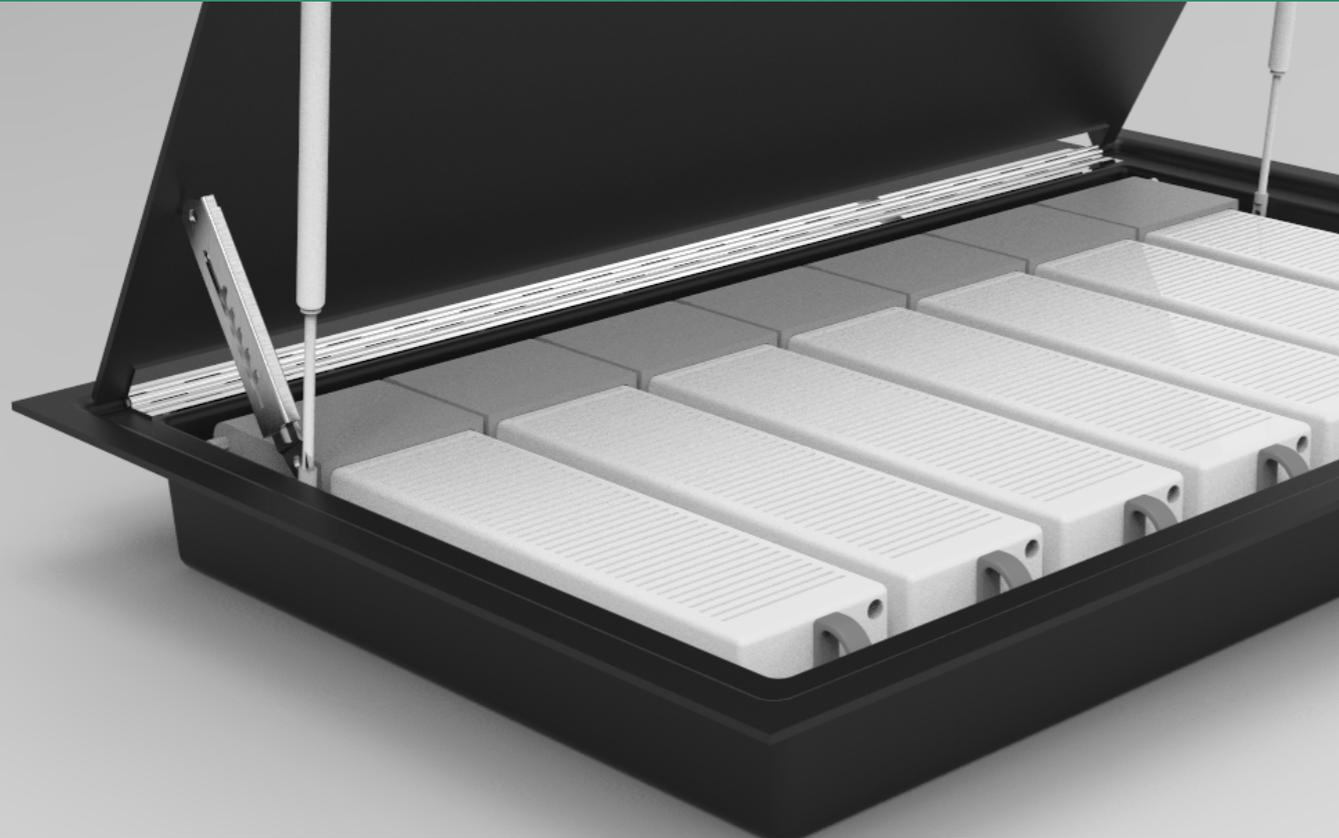
Sell vehicle refuelling services with unique options such as a dispenser machine, and other related services common during each visit



Sell service tokens to your visitors, enabling you to sell pre-orders for car conversion services as manufacturing is prepared with local suppliers



#2 Sell CO₂-free car conversion services to your customers



Each delivered installation kit will include:



An instructions leaflet with step-by-step diagrams to guide your technician in installing the power system into the vehicle



The pack case (see black) and attached connector for installing into the vehicle



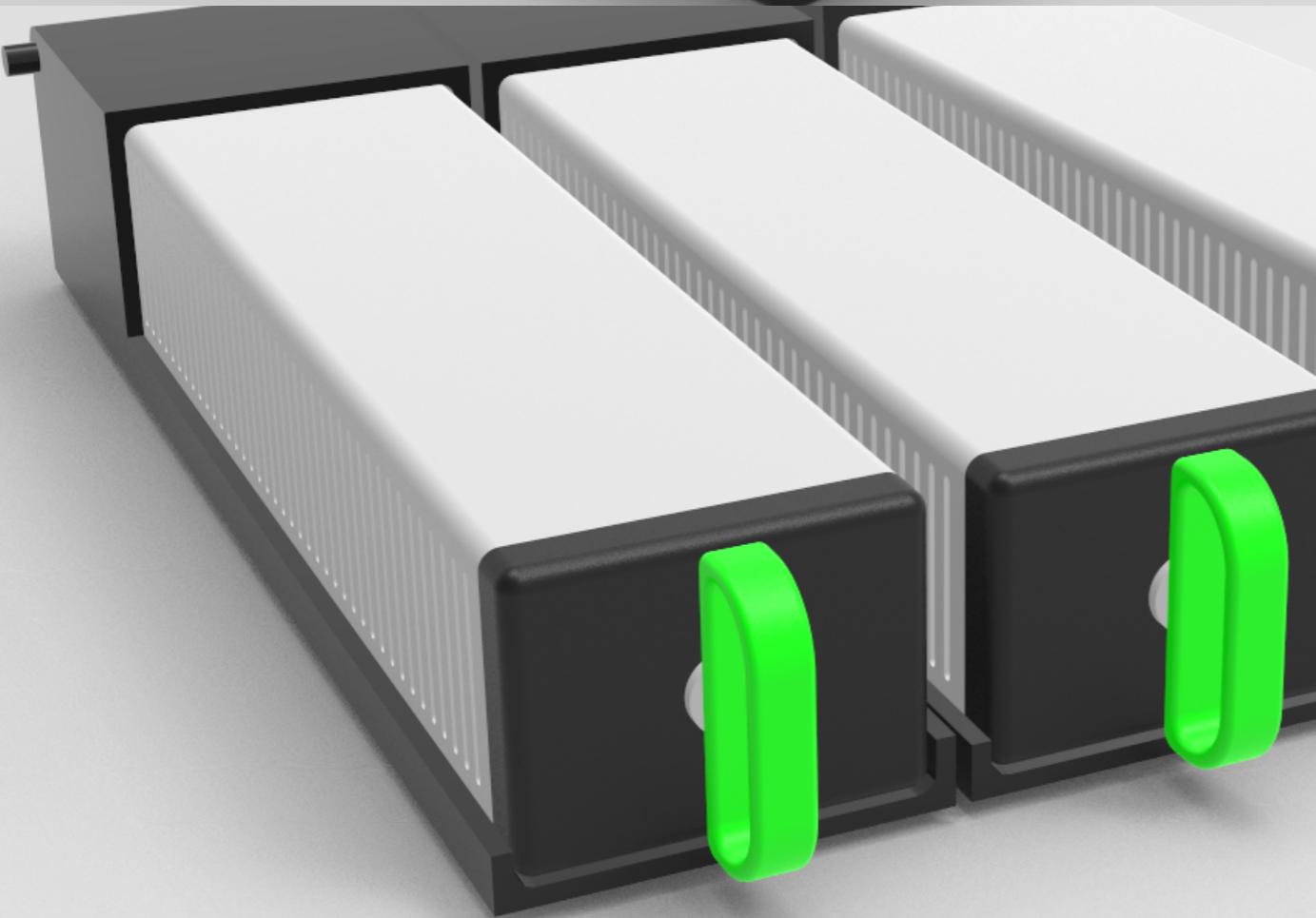
The set of outer module cases (see white), which are then inserted into the pack case



An instructions leaflet for complying with the inserted module safety mechanism, and how this final component has been inserted during the refuelling process



1 refuelling pack (see below), which includes a 1) a set of inner module cases, each with a set of cells inside; 2) the electrolyte liquid contained within the module; and 3) an instructions leaflet for module swapping and removal for recycling



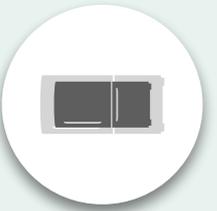


#3 Sell regular refuelling options and related services

Each delivered refuelling pack will include:



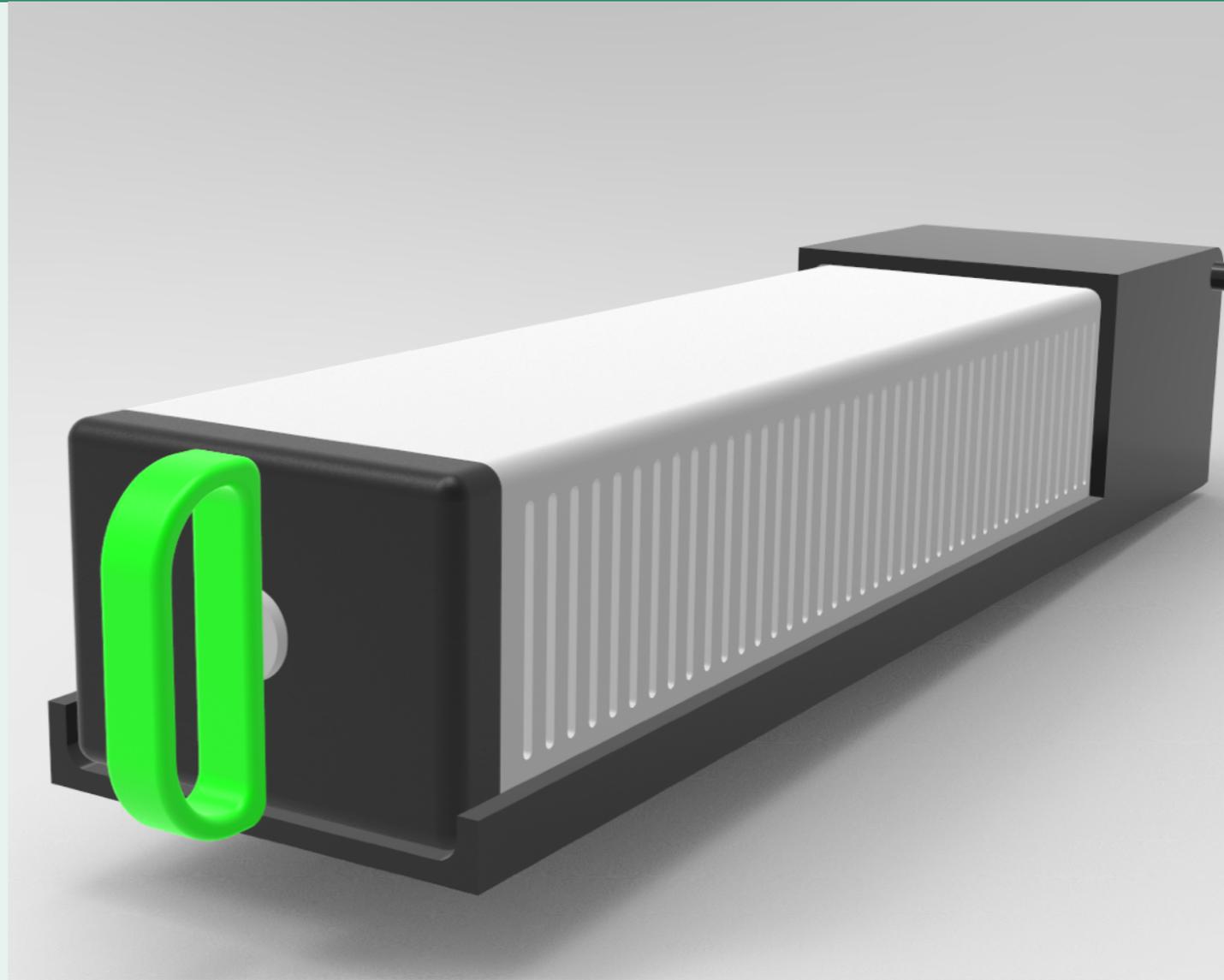
An instructions leaflet with step-by-step diagrams to guide your technician in swapping and recycling each module



The set of inner module cases, each with a set of cells inside



An instructions leaflet for complying with the inserted module safety mechanism, and how this final component has been inserted during the refuelling process





Your Station Licensing Payments will be charged as follows:



Your licensing payment is paid prior to your scheduled onboarding date. Your licence fee ranges from **£3,000-£10,000 per station per year**, and is renewed every 5 years



Your monthly payment after this stage is based on 1) the total required number of installation kits required for the following month; 2) the total required number of refuelling packs for the following month; and 3) the total number of service tokens sold and their pre-order value



As a Station Licensee, you may charge whichever price you feel is appropriate for car conversion services, though we would recommend charging a small margin on your refuelling services to ensure a competitive cost-per-kilometre, with the focus on driving sales to your other items



Each invoice will be sent in PDF format, with your receipt processed electronically through our CRM portal. Payment advice slips are requested for transfers from overseas



Gauge profits on future conversion and refuelling services



Visit our private page <https://www.metalectrique.com/station-licensing> to access our interactive tools Conversion Service Profit Calculator



1 Select the services you would like to sell to your customers (tokens only or physical kits)



2 Enter the average number of services you would like to sell per month and the estimated frequency of refuelling for your customers



3 Enter your answers for the other factors and estimate the total profits you could make per month as a franchisee

Conversion Service Profit Calculator

Choose your conversion and installation kit format
None- Tokens for a nearby supplier

Estimated number of first-time installations per month
100

Choose your refuelling kit format
Manual swap procedure with kit

How often will users refuel per month?
[Slider]

Average number of additional small items sold per visit
[Slider]

Average profit per small item (i.e., beverages) (£)
0.6

If currently unavailable, how many local cell manufacturers you can recommend?
[Slider: 1, 10, 20, 30, 50]

How much will labour cost per installation? (£)
[Slider: 0, 50, 100, 200, 300, 400, 500]

Estimated monthly profit: £5,000

Estimated power system (km)

Estimated user drive per year? (km)

Estimated power system (years)

Estimated replacement?

Estimated option

Lithium charging. Est. £23/charge

Request a technical call and provisional start-date

If you are considering starting with a licence for your station within the next 30 days, you may schedule a technical call to establish the following:

1

We will discuss the same **metrics and estimations** provided by our online calculator tools, but within the context of your planned project

2

We will discuss the **information provided in your pre-qualification form** completed when scheduling the call: this will touch on your existing service capabilities, and its implications for the next phase

3

We will establish:

- The start date of your Station Licence agreement
- The services you will be able to licence
- Your relationship to other partners in the local network

