



## Licensing Frequently Asked Questions

### **Q: How do I become a Contra Vision licensee?**

**A:** If you would like to become a Contra Vision licensee please contact Eve Wright, Head of Licensing and Special Projects at Contra Vision. You will be asked to complete a Prospective Licensee Form providing information on machine capability, key customers and sales resources. This form will then be reviewed internally. A draft licence will be posted or emailed to you for your review. At this point, a meeting may or may not be appropriate. If a meeting takes place you will be asked to sign a Standard Confidentiality Agreement. Once you have indicated that you are happy to agree to the terms of the standard licence, we will send you two bound copies for your signature and ask you to return both to Contra Vision for countersignature. Once the licence has been fully executed we will return one copy to you for your records. Following this we will provide you with confidential Know-how and guide you through the technical process.

### **Q: What are the general obligations under a standard licence?**

**A:** The licence we offer is standard. Contra Vision are unable to vary many of the terms, due to obligations Contra Vision have because we license in some of our Intellectual Property in addition to standard legal requirements included in intellectual property licences. General obligations within this standard licence relate to Royalty Reporting and Payment, Record Keeping, Quality Control, Product Marking, Improvements, Confidentiality, Warranty and Insurance.

### **Q: How much do I have to pay?**

**A:** You will be obligated to pay a percentage of the Customer Net Invoice Price of Licensed Product. This percentage varies depending on the type of product. You are only expected to pay royalties on products sold.

### **Q: Do I have to pay an upfront sum?**

**A:** Typically no for a non-exclusive licence, yes for any exclusivity.

### **Q: Am I limited to a territory?**

**A:** Yes. Contra Vision North America, Inc. grants sub-licenses for manufacture and sales in USA, Canada and Mexico, Contra Vision South Africa (Pty) Ltd grants sub-licenses for manufacture and sales in Sub-Saharan Africa. Contra Vision Supplies Ltd may grant sub-licenses for manufacture and sales in Europe and the rest of the world with the exception of Japan, licences being typically for the European Union.



**Q: Do I have to use specific trade marks?**

**A:** Yes. It is a term of the standard licence that Licensed Trade Marks are applied as appropriate.

**Q: How long does a licence last?**

**A:** Typically 5 years.

**Q: What level of support can I expect?**

**A:** Once your licence has been fully executed you will be provided with Confidential Know-how to guide you through the technical process. Throughout your licence, you are encouraged to contact Eve Wright, Head of Licensing and Special Projects for any further support you may require on the licence provisions. Contra Vision Ltd has a brochure, a website and other promotional material, as well as undertaking "global marketing" to complement and support your sales efforts.