

**RISENSE**<sup>®</sup>

Leading Carwash Factory



# Alliance Service Partner Policy and Regulations

2025-2027

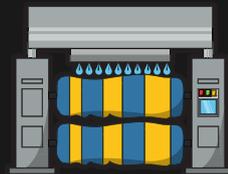
*Rise Your Sense*

**RISENSE CARWASH**

“Completely Carwash Solutions”

# OUR TARGET

Helping businesses succeed by  
providing innovative and effective  
car washing solutions



**We are a car washing machine  
manufacturing factory**



# WHO WE ARE



Risense is a leader in the design, manufacturing, and marketing of car wash solutions. Built on a legacy of cutting-edge design and operations, Risense CarWash systems leads the industry in equipment, facilities, and operations. Our products provide comprehensive supports ranging from the smallest accessories to fully integrated franchise solutions.

We are an engineering, innovation, and technology pioneer that builds, installs, and services wash systems for vehicles ranging from standard cars, up to buses and trucks. We have the knowledge and experience to handle the toughest applications in the most demanding environments.

To date, our vehicles washing systems have been sold in more than 100 countries including Russia, the United States, Canada, Singapore, Saudi Arabia, Brazil, and Spain. If you are in search of a new vehicle washing system or are looking for an agency opportunity, you are welcome to contact us.

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*... THAT MOVES PEOPLE'S DAILY LIVES*



# OUR BUSINESS

**“We offer systems that mobilizes people and boosts business, today and tomorrow.”**

- **Product Design and Innovation**

We create diverse automatic car wash machine types like Touch-less, Reciprocating, Tunnel and Bus/Truck. Our R&D team explores efficient continuous washing technology for customer needs.

- **Manufacturing and Assembly**

With advanced facilities and skilled workers, we ensure precise production and strict quality control.

- **Customization**

We offer custom solutions based on client requirements for size, functions, and appearance.

- **Parts, Chemicals and Upgrades**

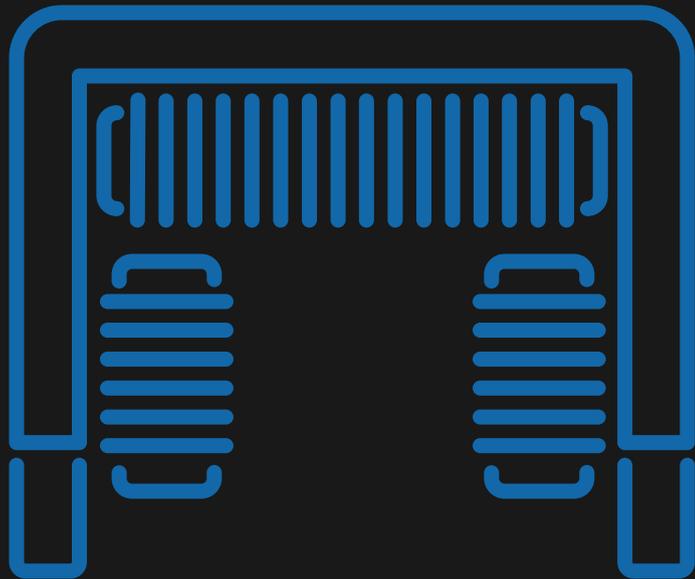
We have spare parts, chemicals and offer upgrade options to enhance machine performance.

- **After-Sales**

We provide comprehensive after-sales support, including installation, training, and maintenance.

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# SERVICE PARTNER REQUIREMENTS



Legal Entity

Financial Capacity

Market Experience

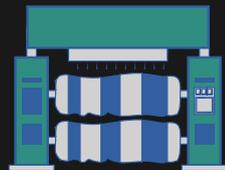
Local Network and Resources

# REQUIRED INDICATORS FOR PARTNER

# 01

## 2 Units of Machines

Equipment Investment  
- Purchase and maintain at least two operational demo units



# 02

## Sales & After-sales Team

Dedicated Personnel  
- Employ full-time sales team ( $\geq 2$  members) and certified service crew ( $\geq 2$  technicians)



# 03

## Warehouse Facilities

Logistics Infrastructure  
- Operate dedicated equipment and spare parts warehouse ( $\geq 50\text{m}^2$ )



# APPLICATION PROCESS



## APPLICATION

The applicant should complete and submit the application form along with relevant supporting documents.

## EVALUATION

Our team will review the application and conduct due diligence on the applicant's qualifications and capabilities.

## AGREEMENT

If application is approved, negotiations on terms and conditions will take place, followed by the signing of the agreement.

## SUPPORTS

Partner will receive comprehensive training on products knowledge, sales and marketing strategies, and after-sales service.

## OPERATION

Once the training is completed and all preparations are in place, the partner can officially commence operations.

# RIGHTS AND OBLIGATIONS OF PARTNER



## RIGHTS

- Market Support
  - Receive product training, updated technical documentation, and marketing collateral from RISENSE.
- Technical Support
  - Access priority response (within 48 hours) from RISENSE' s engineering team for complex technical issues.
- Supply Chain Security
  - Obtain priority supply of spare parts and equipments at agreed distributor pricing.
- Territory Development
  - Develop designated markets with first-refusal rights for new projects within territory.

## OBLIGATIONS

- Market Development
  - Execute localized sales strategies to achieve annual targets with a professional sales team.
- Brand Compliance
  - Strictly adhere to brand standards without false advertising or misleading claims.
- Service Commitment
  - Provide 24/7 emergency response with certified technicians and spare parts inventory.
- Regulatory Compliance
  - Abide by local regulations and submit periodic sales/service reports.

# OBLIGATIONS OF RISENSE



## OBLIGATIONS OF RISENSE

- Training Support
  - Provide  $\geq 2$  on-site technical training sessions annually.
- Marketing Collaboration
  - Cover 50% co-branded exhibition costs (pre-approved Tier-1 events).
- Supply Chain Accountability
  - Guarantee spare parts delivery within 15 business days.
- Dispute Resolution
  - Facilitate third-party technical arbitration for major service disputes.

# CORE BINDING TERMS



## CORE BINDING TERMS

- Regional Distributor Qualification
  - Holds authorized distributor status for defined territories, subject to performance reviews.
- Competition Restriction
  - Distribution of competing automatic car wash systems is prohibited without written consent.
- Performance Review Trigger
  - Partnership reassessment may be initiated after two consecutive quarters of unmet KPIs.
- Intellectual Property Protection
  - Unauthorized product modification or core component replication is strictly prohibited.

# INTELLECTUAL PROPERTY



## BRAND AUTHORIZATION

- The PARTNER must obtain the official authorization from the “RISENSE” brand to represent and sell products in the regional market.
- The PARTNER is prohibited from using the “RISENSE” brand and related intellectual property in any unauthorized manner. Any infringement will result in legal actions.

# SALES AND MARKETING PLAN



## MARKET PROMOTION STRATEGY

- Submit a detailed sales and marketing plan outlining strategies to promote and sell the Car Wash systems or equipments.
- Agree to meet certain annual sales targets, which may vary depending on the market size and potential.

# LEGAL AND REGULATORY COMPLIANCE



## DISPUTE RESOLUTION

- Comply with all local laws, regulations, and standards related to the sale and operation of car wash system or equipment.
- Adhere to the terms and conditions of Regional Alliance Service Partner Agreement.
- In case of any disputes, both parties will strive to resolve them through amicable negotiations. If necessary, arbitration or legal proceedings will be pursued in accordance with the applicable laws.

# TERMINATION AND RENEWAL



The Regional Alliance Service Partner Agreement may be terminated under certain circumstances, such as failure to meet obligations or violation of policies.

Renewal is subject to mutual agreement and satisfactory performance.

# STATEMENT



THIS POLICY AND REGULATIONS ARE SUBJECT TO CHANGE AND IMPROVEMENT BASED ON THE DEVELOPMENT OF THE BUSINESS AND MARKET CONDITIONS. WE LOOK FORWARD TO WORKING WITH POTENTIAL PARTNERS TO ACHIEVE MUTUAL SUCCESS IN THE INTERNATIONAL MARKETS.

# CONTACT US



**XIN'AN INDUSTRIAL PARK, ETDZ OF QINGDAO,  
SHANDONG, CHINA**



**OVERSEA@RISENSE-CARWASH.COM**



**+86-17867102089 | +86-532-80987793**



**WWW.CARWASH-SYSTEM.COM**