



Thank you very much for your interest in our new PROTON freezing & FUSION thawing technologies. Like you, we think that these technologies have great growth potential, as happened in Japan and the rest of Asia and how it is now beginning to happen in Europe and America.

We would be very happy if you could help us develop this business in your territory of influence.

Despite the fact that it is a technology with a higher cost than normal freezers, its multiple advantages in terms of quality, production, financial, sanitary and environmental make its price really very competitive and above all, it is a very investment profitable for the customer.

I would like to explain our way of working with whoever wants to be a **PROTON DISTRIBUTOR**.

To obtain the DISTRIBUTOR category, our manufacturer marks the acquisition of experimental equipment (PF15 or higher) as an essential requirement in order to be able to show future clients all the advantages of PROTON technology and to carry out freezing tests with different products. .

A 10% discount is included in the purchase of this experimental equipment.

Our experience indicates that potential customers want to know and examine the results of the freezing with this technology personally, which is why we consider it essential to have a PROTON equipment.

Along with the purchase. A **PROTON Training Course** (face-to-face or on-line) is provided so that the Distributor knows the freezing in general and the PROTON technology in depth, including a technical analysis, advantages, models, applications, installation and all the necessary information so that, later, you can accurately transfer it to your future clients.

Of course, we support the Distributor in all matters related to future commercial management and other implicit tasks (orders, shipments, documents, etc.)

Our manufacturer is Japanese and we faithfully follow their instructions on how to work and conduct business.

Of course, any relationship with the client will be carried out by the Distributor, informing PROTON EUROPE in parallel so that we can contribute our knowledge for any possibility that materializes in a sale.

Regarding the economic conditions, the Distributor will have a **discount** that we will personally communicate to you if you are still interested.

We will provide you with our PVP at all times, although the Distributor will be free to establish their final PVP (never below the PROTON EUROPE PVP).

You should not be fooled by the percentage, since being machines with prices that are not low, the benefits in monetary terms for each operation are very important. This percentage is established by the manufacturer in Japan and we believe, like him, that a higher one would trigger the final retail price, hindering commercial operations.

In any case, all operations will be analyzed in a particular way and we are open to study possible changes (together with our manufacturer) of the general condition in cases that require it due to their volume.

In addition, we offer the Distributor a sales **exclusivity** in its territory of influence for 1 year without establishing any minimum sales objective. At the end of the year, we will study the situation and decide whether or not to extend this exclusivity. We are not interested in going on the continuous search for distributors, so we do consider that the work of the Distributor has been serious and honest and we will prolong the exclusive relationship.

The Distributor, in turn, can expand their local network, while having Sub-Distributors who can work with a smaller part of the commission.

Of course, all these conditions and others are included in writing in a "**PROTON Distribution Contract**" to be signed between both parties at the time of purchase of the experimental equipment.

In short, we seek a profile of people who are respectful, tolerant, educated, ethical, honest, generous, loyal, kind and ultimately, with high ethical and behavioral standards and better if they have a social orientation of service to the community in its way of think.

Our sincere opinion is that we are offering a different business with a great expansion in exchange for a minimum investment and that this will also help you essential for the development of the business.

Obviously, our idea is to work with a single person or company in your territory and we would like you to become our **PROTON DISTRIBUTOR**.

Contact us at proton@innovafish.com and we will expand all this information.