DISTRIBUTION AND BUSINESS DEVELOPMENT AGREEMENT

Made / Entered: 02-07-2026

Party A: Principal

Party B: Distributor

This Distribution and Business Development Agreement is made between the Principal and Distributor for the promotion, distribution and sale of Electric Bikes under the **Scooty Wala** brand.

1. Appointment

1.1 Party A appoints Party B for the agreed area and other cities subject to Party A's approval. Party B will promote and sell Scooty Wala electric bikes. If Party B engages another EV bike party or company at the showroom, Party A may object or make a claim according to the agreement.

1.2 Party A will not appoint another Distributor in the agreed area during the applicable dealership arrangement.

2. Communication

2.1 The Distributor shall communicate queries, concerns, claims, warranty matters and orders to Party A.

3. Branding, Marketing and Warranty

3.1 Party A will handle branding and opening outlet support, including standees and printing materials as agreed.

3.2 Battery and motor warranties shall be provided according to the applicable policy. New batteries or motors shall be provided within 72 hours where applicable.

3.3 The first order shall be paid 100% in advance. Thereafter, payment may be made on a 20:80 basis for 30 days according to the agreed terms. Delivery shall be within four days or the specific commitment agreed for the order.

4. Commission and Termination

4.1 Distributor commission shall be 15% per Scooty.

E70 / E100 / E125: Rs. 30,000

E125 Special: Rs. 40,000

E150: Rs. 50,000

Non-refundable security: Rs. 500,000

Initial investment: 50 bikes per station.

4.2 The agreement shall continue indefinitely until terminated by either party with two months / sixty days written notice.

4.3 Immediate termination may apply for a material breach that is not remedied within fifteen days after written notice.

4.4 If Party A terminates the arrangement, Party A shall lift the applicable stock from the showroom according to the agreed terms.

5. Tax

5.1 GST shall be handled by Party A according to applicable government rules.

7. General Terms

7.1 This agreement shall be governed by the laws of Pakistan.

7.2 Amendments must be made in writing.

7.3 Supplementary agreements may be entered into where required.

7.4 Advance booking discount: Rs. 5,000 per unit.

8. Support

8.1 Party A shall bear Rs. 65,000 rent subject to a target of 22 units per month per station.

8.2 Party A shall bear Rs. 35,000 technician salary for distribution.

8.3 Party A shall provide one 1.5-ton AC and furniture according to the agreed arrangement.

_____	_____
Party A	**Party B**
Principal	Distributor

This document is provided as the dealership agreement text for the Scooty Wala application process. Final legal enforceability should be reviewed by qualified legal counsel.