

An aerial photograph of a large, octagonal pavilion with a steep, thatched roof. The pavilion is situated on a wooden platform over a pond filled with lily pads. It is surrounded by dense tropical vegetation, including many palm trees. The ocean is visible in the background under a clear sky.

Become Part of our
Success Story.



waves of enthusiasm
since 1985

What makes us the World's Market Leader

Since being established in 1985, Biotop and its partners have built over 8,000 swimming facilities worldwide that operate without the use of chemicals. With its products, the “Swimming Pond” and the “Living Pool”, Biotop reproduces nature by using only ecologically sustainable components or recyclable products.

Many decades of experience, continuous research and development efforts as well as the support from our large partner network allow us to offer our customers a technically sophisticated and high-quality product.

Our philosophy: 100% nature. No chemicals. No chlorine. For the benefit of people and their environment.

Over 90 partners in 17 countries around the world contribute to Biotop's success. All members of our partner network are part of a continuously growing community with a mutual goal.

*We're looking for partners
who share our passion
for getting even more people excited
about swimming in natural water.*

Reasons for a Biotop Partnership

- » Continuously growing market demand for natural pools and swimming ponds
- » A lucrative area of business, which ideally complements gardening and landscaping
- » We offer a system of perfected and patented technology, which is reliable and easy to understand at the same time
- » The versatile technology is suitable for new projects as well as for conversions of chlorinated pools
- » You profit from the Biotop brand awareness, the strong advertising network and our superregional marketing
- » You are assigned a contractually guaranteed sales area with limited licence partners, all enquiries from your region are forwarded to you



**Jasmin Nöbl &
Marion Hanek**
Managing Directors

What we offer

Our goal as a licensor is to provide you with everything you need to acquire customers and construct Biotop facilities.

- » Comprehensive training programme for new partners and their staff
- » Technical support and assistance during the construction of your first projects as well as during planning, construction, operation and maintenance of complex facilities
- » Ongoing technical support throughout the partnership
- » Continuous research and development work and an in-house lab for rapid water analyses
- » Occasional visits by Biotop experts for feedback, discussion and project inspection
- » Annual partner meeting to exchange experience and discuss new developments regarding the current state of the art
- » Professional superregional marketing and press work
- » A wide range of image material showing reference projects is available for your use
- » Support with advertising material like catalogues, trade show flyers, information folders, etc.
- » Partnerweb full of info material for partners and customers, as well as a discussion forum



Requirements

We strive to extend our worldwide partner network to satisfy the constantly rising demand of natural pools and swimming ponds. This is why we are always looking for suitable pool builders and landscapers who meet the following requirements:

- » You are a renowned landscaping or pool construction company with high quality standards and share Biotop's philosophy
- » You have the necessary resources to familiarise yourself with this new area of business and incorporate it
- » You will build facilities according to the Biotop quality standards
- » You are able to perform the annual maintenance of the facilities you construct
- » You can conduct regional marketing to promote the sale of natural pools and ponds
- » You are ready to share your experience and knowledge during partner events and other meetings
- » You seek a long-lasting partnership with Biotop



Terms and Costs

The terms of the Biotop Know-How Agreement include a one-time initial fee, an annual licence fee and an annual advertising contribution.



The one-time initial fee of € 10,000 includes:

- » Comprehensive basic training for the new partner
- » Full documentation of the Biotop system and products
- » Intensive support by Biotop during the construction of the first few facilities



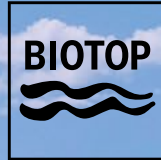
The annual licence fee depends on the facilities built:

- » The annual licence fee is based on the number, size and construction method of the facilities you built
- » It amounts to around 3 to 5 percent of the revenue made with Biotop products. From the third contract year onwards the minimum ann. licence fee is € 5,000.



In addition, partners contribute an **agreed amount** of currently € 2,100 per partner to jointly planned advertising activities and campaigns each year.

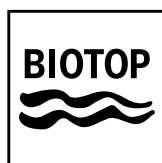
Become a Biotop License Partner.



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Interested?
Contact us.



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