

## Business Model Options

	<b>Host Owned Purchase</b>	<b>Blink as a Service Subscription</b>	<b>Hybrid Owned Shared Revenue</b>	<b>Blink Owned Turnkey Solution</b>
Equipment Ownership	Host	Blink	Blink	Blink
Installation Costs	Host	Host	Host	Blink
Electricity Costs	Host	Host	Blink*	Blink*
Support & Maintenance Costs	Host	Blink	Blink	Blink
Charging Revenue	100% to Host	100% to Host	40% to Host	95% to Blink
Pricing Controls	Host	Host	Blink	Blink
Contract Term	Not required	Contract Required	Contract Required	Contract Required
Network Fees	\$12-18/month*	\$0	\$12-18/month*	\$12-18/month*
Transaction Fee	8% deducted from gross revenue			
Monthly Subscription Fee	\$0	Starting at \$99/month	\$0	\$0

\*Deducted from gross revenue