



VALUATION ESTIMATE ROYALTY RATES

STAR COMPANY

Report based on the statements of Mr Anthony Stark



Your internal code: Jarvis



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This report is strictly confidential and is meant for the sole use of STAR COMPANY.



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SUMMARY

This valuation report is meant to give you a relevant royalty rate range applicable to the proposed licensing agreement which will be described in this document.

This is an exclusive license of a patent and associated know-how in the field of logistics.

METHOD USED AND DISCLAIMERS

This report is based **on the statements** made by Mr Anthony Stark, who is responsible for the truthfulness and accuracy of the information provided through the IP'VALUE web service. **These statements have not been validated by an independent expert** during the estimate process. This process uses self-reported information covering the legal, technical, marketing, strategic and economic aspects of the Industrial Property rights to be valued. It should be noted that the figures given in this report should only be interpreted as an indication of rate or value, based exclusively on the information provided by the Client, who is solely responsible for its accuracy and relevance.

The reference royalty rate is determined by comparing different information.

First, we consider the royalty rates that are usually applied in the field concerned and for similar licenses on similar assets. This first approach provides an indicative range of common practices.

In a second step, we reconcile these values with economic data for the sector, and with the assumed role of the asset in the licensee's business model, so as to adopt a royalty rate appropriate to the situation presented by the Client.

We disregard other license remuneration parameters (entry fees, milestones, minimum annual royalties, progressive thresholds, etc.), which may modify this reference rate depending on negotiations between the contracting parties.

Additionally, this royalty rate determination is only valid for the date on which it was issued, and only to the extent that the statements on which it is based are truthful, accurate and current.

This study, based on declaratory information only, cannot be accepted as it stands in any context where the critical eye of an independent third party is required, i.e. any accounting, financial, legal, tax or capitalistic context.



CONCLUSION

Thus, given the data declared by the Client, **the recommended reference royalty rate is xx%**.

**GOING
FURTHER**

If you are looking to deepen your understanding and need a complete and independent evaluation of your intangible assets as a complement to this report, please reach out to us using the following contact information:

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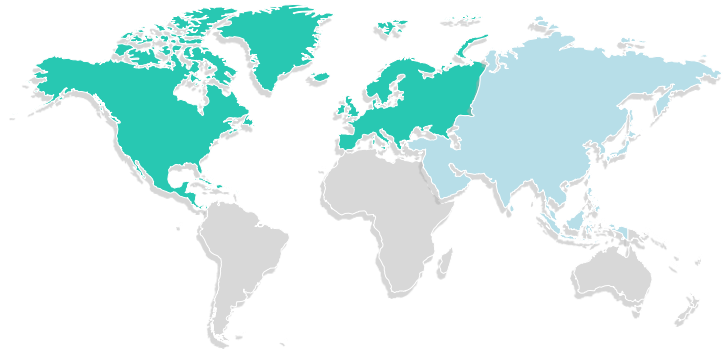
ASSESSMENT OF THE LICENSING AGREEMENT

The contract we are considering here is an exclusive license agreement for a patent and associated know-how in the field of logistics, for a period of 5 years.

More specifically, the assets at stake consist of :

The contract covers the following geographical areas: Europe, USA, Asia.

- USA
- Europe
- Asia



The license includes the following special features:

xxxxxx

BENEFITS FOR LICENSEES

The licensee operates in the logistics sector and is positioned as a mid-range player in its market.

This license will enable the licensee to increase its sales margins and diversify its business.

For the licensee, this license gives access to a central element that is essential to its business.

SETTING A ROYALTY RATE

The most relevant comparable licenses in the sector, for comparable assets, indicate a range of royalty rates between x% and x%.

Taking into account the sector's average economic data, and information about the licensed asset, the licensee and the asset's role in its business, we recommend using the reference royalty rate of xx%.

According to this information, we recommend adopting **the following reference royalty rate:**

X %.