

PARTNERSHIP PROPOSAL

Authorized Regional Partner — Sales, Service & Spare Parts

To	ASTRAUX — International Sales / Export Department
From	Dimitris Kaloutsidis — Homs E.E. / Hospitality Management Group
Territory	Kavala – Thassos – Keramoti (Eastern Macedonia & Thrace, Greece)
Models in scope	AL6 / AL6 Pro / AL6 Ultra / AL7 / AL7 Pro
Target season	2027
Date	12 August 2026

Executive Summary

Homs E.E. is a hospitality management group operating in one of Greece’s fastest-growing tourism corridors: Kavala, Thassos and Keramoti. We propose to act as ASTRAUX’s authorized regional partner, combining a dedicated showroom and B2B sales channel with a fully equipped local service and spare parts centre.

Our value to ASTRAUX is not only order volume, but market credibility: in the hospitality sector, zero vehicle downtime during peak season is the single decisive purchase criterion. Local technical support turns the AL6/AL7 range from an attractive product into a dependable fleet asset — and that is what unlocks repeat B2B orders.

1. Cooperation Model & After-Sales Focus

1.1 Showroom & B2B Sales

We will market and sell the vehicles directly through our extensive B2B network of hotel owners, resort operators and mobility fleets across Kavala, Thassos and Keramoti, supported by a permanent showroom display and a demo/test-drive programme.

- Direct access to decision-makers in resorts, hotels, rental and shuttle operators.
- Year-round demo fleet used inside our own hospitality operations as a live reference.
- Seasonal campaigns aligned with the pre-season procurement cycle (Nov–Mar).

1.2 Service & Spare Parts Centre

Our biggest competitive advantage in the region is the ability to offer immediate local after-sales service, scheduled maintenance and fast spare parts availability.

- Local workshop with trained technicians and ASTRAUX diagnostic tooling.
- Fast-moving spare parts stock held locally to guarantee same/next-day repairs.
- Preventive maintenance contracts for hospitality fleets, scheduled off-peak.

- Warranty handling and technical reporting back to ASTRAUX R&D/Quality.

1.3 Local Financing

We acknowledge your policy on financing. End-customer financing, leasing and subsidy applications will be arranged independently by us through our local banking and funding channels, at no exposure to ASTRAUX.

2. Initial Order Plan & 2027 Projections

Phase 1 — Showroom, Demo & Service Setup

Item	Quantity	Purpose
ASTRAUX vehicles (AL6 / AL7 mix)	3–5 units	Showroom display, customer test drives/demos, integration into our own flagship hospitality operations
Fast-moving spare parts package	1 initial package	Immediate local service readiness from day one
Diagnostic & service tooling	1 set	Authorized service point setup and technician training

Phase 2 — Estimated Sales Target (2027 Season)

Period	Target volume	Primary channel
First full operational year (2027)	15–25 units	B2B hospitality fleets, resorts, shuttles and rentals; secondary retail through the showroom

Volumes are based on current market indicators and confirmed local demand signals; final commitments will follow receipt of wholesale pricing and terms.

3. Market Data & Strategic Context

3.1 National EV Growth (Greece)

- Pure electric vehicle (BEV) market share has risen to approximately 7.2%.
- Around 1,300+ new BEV registrations per month.
- Over 35,000 BEVs on the road nationwide.

3.2 Regional Hospitality Demand

In the Kavala – Thassos – Keramoti region, the strongest growth driver for Light Electric Vehicles is B2B hospitality fleets — resorts, shuttles and rental operations.

- Hotel units are rapidly installing wallbox charging infrastructure.
- Strong inbound driving tourism from the Balkans (Romania, Bulgaria, Serbia) increases demand for on-site micro-mobility.
- Short intra-resort and town distances match the AL6/AL7 range and 45–90 km/h profile precisely.

3.3 Product Fit

The range is well positioned for this use case: LFP battery with up to 180 km range, 3.3 kW AC charging, heating/cooling air conditioning, 360° surround view and driver airbag on AL7 — features that matter for guest-facing fleets and for insurance and safety expectations in a professional operation.

4. Next Steps & Information Needed

To finalize our purchase plan and dealership agreement, we kindly ask you to provide:

#	Requested information
1	Wholesale pricing and tiered discount structure — vehicles and spare parts
2	Standard purchasing terms and payment conditions
3	Delivery lead times and production capacity for the Phase 1 order, ensuring delivery well ahead of the 2027 season
4	Dealership / distributor agreement guidelines and requirements for authorized service points
5	Technician training programme, warranty policy and homologation documentation for the EU/Greek market

Upon receipt, we will confirm the Phase 1 order and schedule a call to finalize the agreement.

Best regards,

Dimitris Kaloutsidis

Homs E.E. / Hospitality Management Group
Kavala – Thassos – Keramoti, Greece