

Vpod Gain Share – How it Works Guide

A simple, fair and risk-free partnership
that creates value for both
Vpod and your **venue**.



No Capital
Investment



Shared
Success



100%
Risk-Free



More Value
for Visitors



A simple partnership. A powerful outcome.



**Visitors
use lockers** →

Secure, convenient
storage and peace
of mind.



**Revenue
generated** →

Rental income
generated from
locker usage.



**Income
shared** →

Income shared
between Vpod
and the venue.



**Ongoing
partnership** →

We manage and
support the service
every step of the way.



**More usage
more value**

Higher usage drives
more revenue and
greater value.

**TURN SPACE
INTO VALUE.
TURN VISITORS
INTO REVENUE.**

GAIN SHARE COMMERCIAL MODEL

A simple, fair and risk-free partnership that creates value for both **Vpod** and your **venue**.



The Vpod GainShare model allows a venue to install a complete smart-locker service **without funding the upfront capital investment**.

Vpod supplies and finances the locker hardware, installation, cloud software, payment platform, maintenance and ongoing support.

The **venue** provides a suitable location, power and network connectivity.

Visitors pay each time they use a locker. The resulting **rental income** is then divided between **Vpod** and the **venue** according to an agreed revenue-share structure.



No Capital Investment

Vpod funds the lockers and technology – you pay nothing upfront.



100% Risk-Free

No purchase cost, no ownership risk, no depreciation.



Shared Success

We succeed when your lockers are used.

HOW IT WORKS



VISITORS USE LOCKERS

Visitors pay each time they use a locker.



REVENUE GENERATED

Rental income is generated from locker usage.



INCOME SHARED

Income is divided between Vpod and the venue based on an agreed share.

Vpod
60%*



Venue
40%*

*Share percentage may vary during investment recovery period.



ONGOING PARTNERSHIP

We manage, maintain and support the service so you can focus on your guests.



MORE USAGE MORE VALUE

Higher usage means more revenue for both parties.



VPOD SUPPLIES & MANAGES



Smart-locker hardware



Installation & commissioning



Cloud software



Payment platform



Maintenance



Technical support



Remote monitoring



System updates



WE TAKE CARE
OF IT ALL

THE VENUE PROVIDES



Suitable location



Power supply



Network connectivity



Access for installation & servicing



Promotion to your visitors



A WIN-WIN MODEL

Vpod invests and operates. You provide the location and benefit from recurring income. Together we deliver a better experience for your visitors.

Vpod supplies



Smart-locker hardware

High-quality, secure locker hardware and components.



Installation and commissioning

Professional installation and full commissioning.



Cloud management software

Powerful cloud platform to manage lockers, users and performance.



Customer payment platform

Secure, contactless payments with multiple payment options.



Maintenance

Regular maintenance to keep the system running at peak performance.



Technical support

Responsive technical support whenever you need it.



Remote monitoring

24/7 monitoring to ensure reliability, security and uptime.



System updates

Ongoing system updates and feature enhancements.



The venue supplies



Suitable installation space

Provide appropriate space for the locker installation.



Power

Supply standard power within the installation area.



Network connectivity

Provide stable internet connectivity for the system.



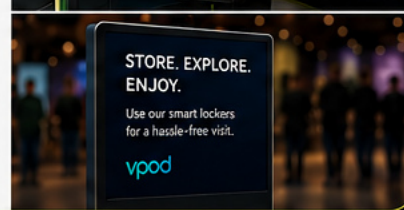
Access for installation and servicing

Provide reasonable access for installation and ongoing servicing.



Promotion of the locker service to visitors

Help promote the locker service to maximise visitor usage.



Shared success.

Vpod invests, manages and supports. The venue provides the foundations.



Shared rewards.

Revenue generated by visitors is shared according to the agreed revenue-share structure.



Stronger together.

Delivering a better visitor experience while generating value for both parties.

A simple, performance-based partnership that drives revenue for both Vpod and your venue.

1 Vpod funds the deployment

Vpod makes the initial investment required to install and launch the smart-locker service.



In the Venue Example model, this is:



850 smart-locker doors



£140,000
initial Vpod investment



No locker-purchase
cost for the venue

2 Visitors generate the revenue

The venue does not pay a conventional rental or licence fee. Revenue is created directly through visitor usage.

The model assumes:



£7
per occupied locker



160
events annually



Occupancy scenarios
of 60%, 70% and 80%

At the central 70% utilisation assumption:



595
lockers are rented per event



£4,165
gross revenue per event



£666,400
annual gross revenue



3 Initial revenue share recovers Vpod's investment

During the investment-recovery period, revenue is divided:



70% to Vpod



30% to the venue

At 70% utilisation, this produces:

Per event	Amount
Gross locker revenue	£4,165
Vpod 70% share	£2,915.50
Venue 30% share	£1,249.50

On these assumptions, Vpod recovers its £140,000 investment after approximately:



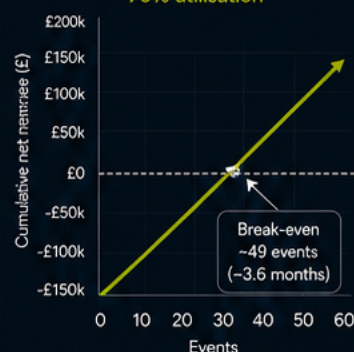
49
events



3.6
months

The venue therefore earns income from the beginning, even while Vpod is recovering the capital cost.

Investment recovery at 70% utilisation



4 The share changes after investment recovery

Once Vpod's initial investment has been recovered, the model moves to a more balanced ongoing split:



60% to Vpod



40% to the venue

At the central 70% utilisation level, an 18-month post-recovery period covering 240 events would generate:

18-month value	Amount
Total gross revenue	£999,600
Vpod 60% income	£599,760
Venue 40% income	£399,840



This equates to an average venue income of approximately

**£22,213
per month**

before any applicable deductions specified in the final agreement.



Shared success. Aligned goals.

Vpod invests, installs and manages the smart-locker service. The venue provides the location and visitor demand. Revenue is generated through locker usage and shared between both parties.



No capital
investment



Low risk



Recurring
income



Scalable
model

How vpod | GainShare Works



1 Visitor Scans QR Code

The customer scans the QR code displayed on the locker wall.

No app download required.



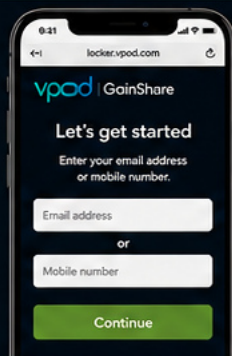
2 Identify Yourself

Enter

Email

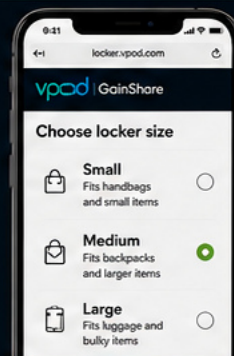
or

Mobile Number



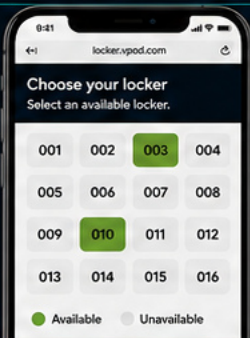
3 Select Locker Size

Choose the most suitable compartment.



4 Choose Locker

Available lockers are displayed in real time.



5 Pay Securely

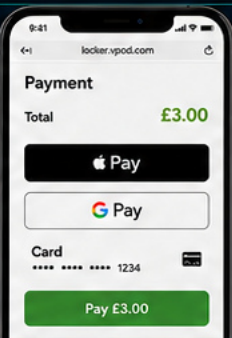
Accepted methods include:

Apple Pay

Google Pay

Credit Card

Debit Card



6 Locker Opens

The locker unlocks automatically.

Store belongings securely.



7 Enjoy Your Visit

- ✓ No queues
- ✓ No keys
- ✓ No tokens
- ✓ No staff involvement



8 Return Anytime

Re-open the locker using the same mobile device.



9 Locker Automatically Resets

Ready for the next visitor.



Secure

Your belongings are safe with every use.



Fast

Book, pay and access in seconds.



Contactless

A seamless, touch-free experience.



Smart

Real-time availability and secure cloud technology.

Administrator Workflow

Powerful tools. Complete control.
Smarter storage management.



Manage remotely.
Grow consistently.



Cloud-based. Secure. Reliable.
Access your locker network from anywhere.



Secure
Your belongings are safe with every use.



Fast
Book, pay and access in seconds.



Contactless
A seamless, touch-free experience.



Smart
Real-time availability and secure cloud technology.



1 Cloud Dashboard
Access your locker network in real time from anywhere.



2 Monitor Occupancy
View live occupancy across all locations and lockers.



3 Adjust Pricing
Update pricing and promotions to maximise revenue.



4 Review Reports
Analyse performance with detailed reports and insights.



5 Manage Users
Add, edit and manage administrator and staff permissions.



6 Configure Rental Times
Set rental durations, grace periods and auto-release times.



7 Receive Notifications
Get real-time alerts for activity, issues and overdue items.



8 View Revenue
Track revenue in real time and monitor growth across locations.

Cloud Platform

Manage. Monitor. Maximise.



Live Occupancy

Real-time locker usage across all locations.



Reports

Powerful insights and custom reports.



Pricing

Set rates, promos and dynamic pricing rules.



Notifications

Instant alerts and smart notifications.



Revenue

Track earnings and financial performance.



Session Limits

Control durations and usage limits.



Administration

Manage users, roles and permissions.



Security

Enterprise-security and compliance.



Cloud-Native

Built for scale, reliability and uptime.



Anywhere Access

Access your platform from any device.



Real-Time Data

Live insights to make smarter decisions.



Always Evolving

Regular updates and new features.

WHY THE MODEL IS ATTRACTIVE TO THE VENUE



The venue gains a new source of **recurring income** without purchasing the equipment or taking **responsibility** for operating the technology.

IT CONVERTS UNUSED VENUE SPACE INTO A REVENUE-GENERATING VISITOR SERVICE WHILE:



AVOIDING CAPITAL EXPENDITURE

No upfront purchase cost. Vpod funds the lockers, installation and technology.



REMOVING OWNERSHIP RISK

Vpod owns, maintains and updates all hardware and software – no asset or technology risk for the venue.



REDUCING MANUAL ADMINISTRATION

Reduces reliance on staff for cloakroom and storage tasks, cutting labour and operational complexity.



IMPROVING SECURE VISITOR STORAGE

Smart lockers provide a secure, auditable and self-service solution that enhances the visitor experience and peace of mind.



SHARING COMMERCIAL PERFORMANCE

Revenue is shared based on usage, aligning both Vpod and the venue around the same goal – maximising visitor satisfaction and income.



PROVIDING A SCALABLE MODEL

Easy to expand to additional locations or event spaces, unlocking further revenue opportunities over time.



NEW REVENUE. NO RISK. SHARED SUCCESS.

- ✓ Generate recurring income from day one with no capital outlay
- ✓ Enhance the visitor experience with a modern, convenient service
- ✓ Free up staff and reduce operational costs
- ✓ Partner with Vpod – we invest, you benefit
- ✓ Scale the solution as your needs grow



More value for your visitors.
More income for your venue.
Zero hassle.



TURN SPACE INTO **value**.
TURN VISITORS INTO **revenue**.



A partnership that delivers more
for your venue and your visitors.



Better experience



Revenue growth



Total peace of mind

Safety Features

Built for security. Designed for peace of mind.



Mechanical emergency override

All lockers are equipped with a mechanical override for emergency access when you need it most.



Secure HTTPS communications

All data is encrypted in transit and at rest using industry-standard HTTPS/TLS protocols.



Role-based access

Granular permissions ensure the right people have the right access — nothing more, nothing less.



Cloud administration

Manage your locker network securely from anywhere with our cloud-based administration.



Contactless payments

Secure, cashless transactions with support for cards, mobile wallets and contactless payments.



Remote support

Our support team is available remotely to keep your system running smoothly, 24/7.



Security by design. Reliability by default.

Vpod GainShare – secure storage, shared success.