INVESTMENT SUMMARY

**BUDGETING & PLANNING TOOL
AS A DEVELOPMENT PARTNER**
November 18, 2025

CONFIGURA

1. OVERVIEW

Founded in 1990, Configura Sverige AB creates software solutions that help businesses and people around the globe design spaces and sells configurable products in the commercial interiors, material handling and kitchen and bath industries. Configura's software products include CET Commercial Interiors, CET Material Handling, CET Kitchen & Bath, Design Studio and Stage. Configura also has a growing user community of thousands of designers, engineers' salespeople, dealerships and manufacturers around the globe that use Configura's products.

Headquartered in Linköping, Sweden, Configura has grown to seven offices with commercial operations in Grand Rapids, Michigan, United States; Cincinnati, Ohio, United States; Kuala Lumpur, Malaysia; Shenzhen, China; Tokyo, Japan; and Berlin, Germany. Configura is privately owned with over 280 employees worldwide and annual sales of more than $30 million USD.

Based on technology created by Configura, CET is an intelligent, highly visual and intuitive space-planning software as a service (SaaS) that simplifies specifying and selling of products in a variety of industries. It's a complete solution that quickly and accurately handles every step of the sales and order process. With environments developed for commercial interiors, kitchen & bath and material handling, the software components represent manufacturers' products look and behave like actual products. Users drag and drop components into 2D and 3D virtual environments and behind the scenes, the software tracks components, calculates pricing and prevents user errors. Users can create and generate layouts, quotes, photorealistic renderings, movies, installation drawings, reconfigurations and bills of materials – in other words, everything needed to propose on work and place orders. CET is the future of space planning

With this exciting software as our platform, we welcome you to our Development Partner Community. This document was created to provide your organization with the necessary steps to set your business up for success. While it's not meant to be all-inclusive, it will highlight the foundation necessary for investment.

We look forward to growing our community with you!

Cheers,

Your Partner Program Team at Configura

2. ONBOARDING INVESTMENT

The following items listed below outline the initial investment you should plan for as a Development Partner with Configura. This is the core foundation for success on your first CET project and should be planned appropriately.

2.1. Annual Partner Subscription fee

To remain an officially recognized and published Development Partner on Configura's website the annual partner fee of $5,000USD must be paid at invoice. The fee includes 3 annual developer licenses of CET Developer bundle or Content Developer bundle, or a mix of the two. Any additional developer license can be purchased at 30% off as long as you retain your certified partner status. The incentive program described below is active as of January 1, 2024. Deals made prior are not eligible for royalty.

> **Who:** Development Partners
> **Duration**: Calendar year, enrollment year prorated per quarter.
> **Cost in USD:** $5,000

2.2. Benefits

- The annual fee for all Development Partners is $5K, including 3 free developer licenses, CET Developer or Content Developer (new bundle, CET industries incl. libs, creator, and Spec).
- Announcing an opportunity for our Certified Development Partners to earn royalty on Publishing, Stage and and purchased licenses by same manufacturer.
- 30% discount on all new developer licenses, any Configura Services and events.
- Partners receive 2 free tickets to Excelerate (Partner/Manufacturer Meeting).
- Basic CET training courses is free for Development Partners.
- All self-paced developer training is free for Development Partners, with the first certification attempt being complimentary for all developers that have gone through training.
- All discounts are applied to the current list price.
- No discount on the annual partner fee.

2.3. General setup & responsibilities

- Development Partner is responsible to report any new published manufacturer to Partner Manager at partners@configura.com
- Quarterly business review sessions with your partner Manager
- Maintaining all its developers certified.
- Any conflicting agreements are superseded by the signing of the Partner Agreement.
- The partner agreement is one size fits all, but any other situation not covered under the program will be handled case by case per separate agreement.
- For participation in Partner Program and to be named as a recognized Partner to Configura, signed partner agreement is required.
- Only authorized Partners or customers to Configura will have access to CET Developer. Exceptions may occur by authorizations by Partner Managers (expected to be implemented latest 2026 Q1)

2.4. Royalty Payments

2.4.1. Publishing Program

A royalty of 20% will be paid for a onboarding a new manufacturer. Meaning partner is taking a new manufacturer that has no previous developed extensions on to the platform. This includes educating the customer on how the publishing program works and what the cost covers. For royalty to be paid no discount can be offered on the publishing fee which is $12KUSD in 2025. Royalty will be paid in line with Configura's normal royalty payments and requires Configura to have received payment from customer before royalty is sent to partner and extension published on Marketplace. Payments are electronic and banking information will be requested from the partner to execute payment. The publishing royalty is for first publishing year only, first 4 quarters from account registration and signing in MyConfigura by manufacturer.

Report sold publishing to partners@configura.com customer must be registered in line with the lead registration

policy so we can assure customer is eligible for partner claiming credit.

2.4.1. Stage

A royalty of 20% of the annual Fixed Fee will be paid for onboarding a manufacturer to Stage (first year only). Onboarding includes educating the customer on how the Stage works and the pricing models. For royalty to be paid no discount can be offered and it's only applicable for manufacturers who are new to Stage.

Royalty will be paid in line with Configura's normal royalty payments and requires Configura to have received payment from customer before royalty is sent to partner. Payments are electronic and banking information will be requested from the partner to execute payment. The publishing royalty is for first year only.

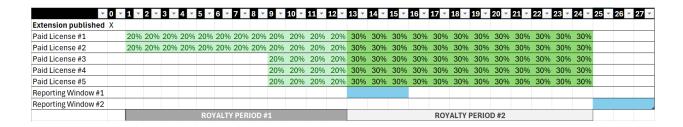### 2.4.2. CET License Sales to Extension Owners

When an extension has been approved for publishing through the extension review process, the partner responsible for developing and launching the customer's extension is entitled to royalties on any licenses purchased by the manufacturer. Licenses acquired within twenty-four months of launch are eligible for royalty, this is measured in two 12-month periods. Licenses bought during the initial period generate 20% of royalty on total recognized revenue for the period. After the second 12-month period renewed licenses generate 30% of royalty on total recognized revenue for that period. Note that all royalty calculation is always based on, without exception, Configura's revenue recognition rule. I.e., only licenses that have been paid and where Configura have received the funds are eligible for royalty.

Example:
- Manufacturer ABC orders 5 licenses in conjunction with their extension launch.

- 12 months later, the manufacturer renews the same 5 licenses.

- The partner will receive 20% of license revenue for the first 12 months and 30% for the renewed licenses, but only if the renewal occurs within the 24-month window counted from extension launch. Note, royalty is calculated on the paid license within the afore-said license period.

Invoicing:
- At the 12-month anniversary of the original availability of the extension, Partner to notify Configura Partner Manager that CET License Royalty is due.

- The partner is responsible for invoicing Configura within 90 days after the recipient of total royalty amount due from Partner Manager.

	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Extension published	X																											
Paid License #1		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%			
Paid License #2		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%			
Paid License #3										20%	20%	20%	20%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%			
Paid License #4										20%	20%	20%	20%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%			
Paid License #5										20%	20%	20%	20%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%			
Reporting Window #1																												
Reporting Window #2																												
		ROYALTY PERIOD #1												ROYALTY PERIOD #2														

2.4.3. Partner Payment Royalty Policy

Partner Payment Royalty Policy is available under the Developer Partner Agreement section on Configura website at https://www.configura.com/agreements/developmentpartners

3. Onboarding

As a new Development Partner, you are welcomed into the Configura ecosystem with comprehensive onboarding experience. All Development Partners receive **free introduction** to both the Partner Program itself and to Configura's suite of products at the beginner level. This ensures you and your team are well-equipped to understand the platform, its capabilities, and your role within the community from day one.

You will also have **free access to all resources and materials at our Development Academy**. This includes documentation, tools, and support to help you succeed in building and publishing extensions and solutions within the CET ecosystem.

Below is a summary of the specific training courses available for free or at discount to Development Partners:

Partner Program Introduction

Training Name	Type	Audience	Price	Discounted Price
Development Partner Program Introduction	Virtual	Leadership & Sales	-	Free

Academy

Training Name	Type	Audience	Price	Discounted Price
Development Partner Program Introduction	Virtual	Leadership & Sales	-	Free
Setting Up CET [CI]	Self-Paced	All CI Team Members	$150/pp	Free
Beginner CET [CI]	Self-Paced	All CI Team Members	$350/pp	Free
Introduction to CET Material Handling	Self-Paced	All MH Team Members	$150/pp	Free
CET Material Handling Fundamentals	Self-Paced	All MH Team Members	$350/pp	Free
Advanced training	Self-Paced & Virtual			30% discount for development partners

Developer Academy

Training Name	Type	Audience	Price	Discounted Price
Developer Courses	Self-Paced	Developers	600$/pp (Onboarding)	Free
Basic Certification CET Developer	Self-Paced	Developers	300$/pp	First attempt free
Catalogue Creator Courses	Self-Paced	Developers, Catalogue Specialists	500$/pp (Creating a catalogue)	Free
Quality Assurance Courses	Self-Paced	Quality Assurance Analysts	500$/pp (Introduction)	Free

This structure ensures that Development Partners are set up for success from the start, with no barriers to accessing essential training and development resources.

3.1. Development Partner Program Introduction

This is an overview call between Development Partner Leadership and Key Contacts at Configura. It describes how the Configura ecosystem works and the role Development Partners play. It also covers the types of services Configura offers to supplement and aid in the assistance of your projects.

Who: Leadership & Sales
Duration: 1 hour

3.2. CET Introduction Courses

These training courses cover all topics for using the software: navigation, drawing architectural items, placing furniture, rendering, printing, interface with Auto CAD and using SPEC symbols in CET.

Who: All Team Members
Duration: 10 hours

3.3. Developer & QA Courses

Both Developer training and QA training are highly recommended and certification in mandatory and there to increase quality, performance, safety and there to secure best possible user experience.

Students will learn the basics of the CM programming language and CET extension-focused programming. The course is taught with a "tell-show-do" methodology, and each topic will be presented in lecture, followed by demonstration, and students will then practice new skills through exercises. Students will learn and practice the CM Developer environment and tools, as well as getting practice with some of the core concepts of CM Development: 2D/3D graphics, symbol connections and rules, user interface, and more.

Prerequisites for this course are prior programming experience in any object oriented language (preferably a strictly typed language like C++, C#, or Java) And students should also hold a basic knowledge of CET - "Getting Started with CET" webinar or equivalent.

> **Who:** Developers and Quality Assurance Analysts
> **Duration**: 30 hours for CET Developer Onboarding

3.4. Basic Certification CET Developer

Development Partners
The Certification are mandatory for all partner developers. Pre-requisites, self-paced Developer Training.

> **Who:** Developers
> **Duration**: ~1 hour

3.5. Self-Paced Catalogue Creator Training

This class covers all the basic information for using Catalogue Creator, Model Lab, and Material Lab, working with existing CAD models, assigning features, materials, style numbers and SIF. We encourage participants to bring their models and data to begin work together on your Catalogues. There is a lot of hands-on and Q&A time built into this class. This workshop training would give you an excellent foundation on which to continue building your Catalogues.

> **Who:** Developers
> **Duration**: 5 days

3.6. Further reading

If you need more details on any specific training or want to customize your onboarding plan, reach out to your partner manager!

Find latest information on www.configura.com

4. RECCURING INVESTMENT

Becoming a Development Partner is a continued investment complemented by countless opportunities. At Configura, we believe in continued innovation and improving the skills of our team members. We expect the same from our Partners. While there are financial costs to maintaining your membership with Configura, there is also a need for Continuing Education. The following list provides a summary of some of the continued investments you should plan to make to position yourself as a successful Development Partner in the CET Community. Rates shown are 2024 price level.

ITEM	DESCRIPTION	WHOM FROM PARTNERSHIP	FREQUENCY	COST in USD
4.1 Developer License	License to development environment and resources. Includes a User License.	Development Team + additional members	Annual	$2,840/pp
4.2 CET Commercial Interior License	License to CET from a User perspective for Commercial Interiors.	Sales	Annual	$1,380/pp
4.3 CET Material Handling License	License to CET from a User perspective for Material Handling.	Sales	Annual	$2,570/pp
4.4 CET Kitchen and Bath License	License to CET from a User perspective for Kitchen & Bath.	Sales	Annual	$1.490/pp
4.5 CET Experience	Premier CET event connecting users, developers, and Partners in engaging activities surrounding the platform.	All Team Members	Annual	$850/pp + travel
4.6 Excelerate Meeting - Spring	Strategic networking event surrounding core functionality of the platform and vision of Configura. *Offered in Europe and North America.*	Leadership	Annually	$100/pp + travel
4.7 Customized Training	Training for your team members that do not fit into our standard out-of-the box training.	All team members	As needed	Variable

5. Notes
Prices in this document are estimates to assist your organization in budgeting your CET Investment. These prices are in no way fixed and are subject to change. It is with earnest attempt that Configura will notify Partners of changes as promptly as possible.