

LONDON BUSINESS NETWORK

MEMBER FIRM PARTNERSHIP AGREEMENT

1. Purpose of the Partnership

a) London Business Network (LBN) are a boutique cross-border growth consultancy and a global partner network of legally independent Member Firms. Our purpose is to help Member Firms achieve sustainable commercial growth through trusted relationships, cross-border collaboration, and AI-assisted execution.

b) Participation in LBN provides access to a collaborative commercial environment where Member Firms remain in business for themselves, not by themselves. This Agreement establishes the framework through which Member Firms participate within the network, collaborate with one another, and access the commercial infrastructure, technology, events, and opportunities made available through this Partnership.

c) The LBN Partnership provides Member Firms with access to a collaborative commercial ecosystem, including opportunities to:

- Identify, develop, and manage commercial opportunities through disciplined commercial execution;
- Collaborate with fellow Member Firms to drive growth;
- Develop cross-border commercial relationships;
- Increase visibility in the UK and internationally;
- Receive and make qualified business introductions;
- Participate in curated business networking events and initiatives;
- Access AI-assisted commercial tools and technologies;

d) Whilst LBN actively work to facilitate opportunities for collaboration and commercial growth, each Member Firm remains responsible for promoting their own expertise, nurturing business relationships, delivering professional services, and determining how best to pursue opportunities generated through their partnership within LBN.

e) The Partnership is therefore intended to provide the commercial infrastructure that enables growth, whilst recognising that successful outcomes remain dependent upon the degree of commercial engagement of each individual Member Firm.

2. LBN Growth App™ – Business Directory & Deal Room

The LBN Growth App™ supports Member Firms in managing their participation within the LBN ecosystem. Access can be found here: <https://app.londonbusinessnetwork.uk>

Member Firms are responsible for keeping their profiles and business information accurate and up to date in the LBN Business Directory, and are encouraged to use Deal Room™ to record introductions, manage commercial opportunities, and track business generated through the LBN ecosystem.

4. Partnership Levels

LBN offer three **Service Delivery Partnership Levels** and three **Infrastructure Partnership Levels**. Member Firms may apply to join at the Partnership Level best suited to their business, and may apply to upgrade or downgrade at the end of each 12-month term, subject to availability where exclusivity applies.

Exclusivity applies to recommendation and positioning within the Member Firm's agreed category, sector, or Economic Corridor. London Business Network will appoint one partner per category wherever exclusivity applies. LBN reserves the right to update partnership benefits at any time; current benefits are published at <https://app.londonbusinessnetwork.uk/partnership>.

Service Delivery Partnership:

1. **Associate Partners:** Includes full access to the LBN Ecosystem.
2. **Strategic Partners:** Includes exclusivity within an approved primary service category.
3. **Premium Partners:** Includes exclusivity within an approved sector or Global Economic Corridor.

Infrastructure Partnership:

4. **Co-Branded Partners:** Co-branded deployment with LBN attribution and ecosystem alignment.
5. **White Label Partners:** White-label deployment under partner's own brand and virtual private server.
6. **Chapter Partners:** Operate an LBN-aligned chapter in a defined region or sector market.

3. Member Firm

A Member Firm is a legally independent business that has been accepted into London Business Network under one of the Partnership Levels set out in this Agreement.

Each Member Firm remains solely and legally responsible for their own business operations, professional advice, contractual obligations, legal compliance, and liabilities, and shall have no liability or indemnification obligations in respect of any other Member Firm.

6. Partnership Term, Fees and Renewal

Annual Partnership Fees shall be payable in advance and are non-refundable except where required by law. Payments shall be made via the LBN Partnership Page: <https://app.londonbusinessnetwork.uk/partnership>. Partnership activation is conditional upon receipt of the applicable Partnership Fee. This Agreement shall commence on the date of acceptance and shall continue for an initial period of twelve (12) months. Thereafter, it shall automatically renew for successive twelve-month periods unless either party gives not less than thirty (30) days' written notice prior to renewal.

7. Partnership Referral Fees and Referral Payments

Member Firms are encouraged to identify opportunities for collaboration and to introduce business to one another where appropriate. Unless otherwise agreed in writing, successful referrals shall attract a referral fee equal to twenty per cent (20%) of the gross professional fees, commissions, or contract value, excluding VAT and any other applicable sales taxes.

- Fifteen per cent (15%) shall be payable to the referring Member Firm.
- Five per cent (5%) shall be retained by London Business Network.

Referral fees shall become payable only upon receipt of payment from the client. Unless otherwise agreed in writing, all referral fees shall be paid within fourteen (14) days of receipt of cleared funds.

8. Non-circumvention

Where LBN have facilitated an introduction through event participation, structured introductions, access to attendee data, sponsorship or partnership visibility, ecosystem exposure, cross-partnership engagements, referral activity or

partnership activation campaigns, the referral fee in Section 7 remains payable even if the resulting business is concluded directly between the parties, or after a delay, for 12 months from the introduction.

Member Firms agree not to circumvent, bypass, exclude, or otherwise avoid LBN for the purpose of reducing or avoiding agreed fees, commissions, sponsorship payments, or referral obligations as defined in this agreement. Circumvention includes any action, whether direct or indirect, intended to reduce, avoid, defer, or recharacterise agreed commercial obligations.

For the purposes of this clause, a commercial opportunity shall be deemed to arise through LBN where LBN have facilitated, introduced, activated, reactivated, structured, hosted, or otherwise enabled contact between Member Firms and third parties.

9. Conduct & Termination

Member Firms are expected to act professionally, comply with applicable law, and avoid conduct that could damage LBN's reputation or that of other Member Firms. Where these standards are breached, LBN may suspend or terminate the Partnership immediately, without waiting for the annual renewal point.

10. Disputes and Safeguarding

Before either party commences legal proceedings, any concern, complaint, or dispute arising under this Agreement shall first be raised through LBN's Disputes and Safeguarding Policy and Procedure, which provides a structured process for review and resolution. Member Firms agree to participate in this process in good faith. Member Firms agree to be bound by the LBN Disputes and Safeguarding Policy and Procedure, including any outcomes determined under it, as that Policy may be amended from time to time. Nothing in this clause prevents either party from seeking independent legal advice at any stage, or from pursuing legal proceedings where the Safeguarding process does not resolve the matter or where a party has a statutory right to do so.

11. Confidentiality

Each party shall keep confidential all non-public information received through the Partnership and shall not disclose such information without prior written consent, unless required by law.

12. Intellectual Property

Member Firms shall retain ownership of their own intellectual property. LBN shall retain ownership of all LBN trademarks, branding, technology, software, systems, and proprietary materials, including the LBN Growth App™.

13. Independent Relationship

Nothing in this Agreement shall create any legal partnership, joint venture, agency, employment, or fiduciary relationship between LBN and any Member Firm, or between Member Firms.

14. Limitation of Liability

Each party shall be responsible for their own acts, omissions, and liabilities. LBN accepts no responsibility for the services, advice, or contractual obligations of any Member Firm.

LBN's total liability to a Member Firm arising under or in connection with this Agreement shall not exceed the total Partnership Fees paid by Member Firms in the twelve (12) months preceding the event giving rise to the claim.

15. Governing Law

This Agreement shall be governed by and construed in accordance with the laws of England and Wales. The courts of England and Wales shall have exclusive jurisdiction.

16. Acceptance

This Agreement constitutes the entire agreement between the parties in relation to the LBN Partnership. By signing this Agreement, Member Firms confirm that they have read, understood, and agreed to be bound by the terms of this LBN Member Firm Partnership Agreement.

17. Signature

By signing below, the parties confirm acceptance of the terms of this Agreement.

Partnership Level Selected and Agreement Signed for and on behalf of the Member Firm					
Associate Partnership Annual Fee	£950 + VAT	Strategic Partnership Annual Fee	£2,000 + VAT	Premium Partnership Annual Fee	£5,000 + VAT
Co-Branded Partners Annual Fee	£15,000 + VAT	White Label Partners Annual Fee	£30,000 + VAT	Chapter Partners Annual Fee	£30,000 + VAT
Full Name					
Company					
Role					
Email					
Date			Signature		
Signed for and on behalf of London Business Network					
Full Name	Wilford Augustus				
Company	London Business Network				
Role	Director				
Email	wilford@londonbusinessnetwork.uk				
Date			Signature		