

MEMORANDUM

TO: ALL REGIONS

FROM: MELANIE HUMPHREYS – HEAD OF OPERATIONS

DATE: 31ST JULY 2020

SUBJECT MATTER: COUNTER BONUS GRADINGS

All,

Following a review of the count rates achieved in 2019 some of the counter bonus grades have changed.

We have added some new Clients (Wilko's) and removed Clients we no longer do stocktakes for (Superdrug, Savers etc).

These are achievable grading proven by the fact this is what was achieved in 2019.

Below is the new list of Clients and the different count rates you need to hit to achieve grade 1, 2 or 3.

The increase in the hourly rate when grade 1,2, or 3 has also increased.

| | £8.72 | £9.30 | £10.00 |
|---------------------------|-------------------|-------------------|-------------------|
| Customer | Grade 1 | Grade 2 | Grade 3 |
| Scan Rates Per Man Hour | Scan Rates PMH | Scan Rates PMH | Scan Rates PMH |
| Adidas AG | 560 | 700 | 840 |
| All Saints Retail Limited | 450 | 563 | 675 |
| Blackwell Ltd | 700 | 875 | 1,050 |
| Boots The Chemist | 1,500 | 1,875 | 2,250 |
| Poundland Limited | 2,045 | 2,556 | 3,068 |
| Primark Stores Limited | 575 | 719 | 863 |
| Ralph Lauren | 400 | 500 | 600 |
| Rohan | 500 | 625 | 750 |
| Waterstones UK | 825 | 1,031 | 1,238 |
| Wilko | 1,600 | 2,000 | 2,400 |

These gradings are effective from 13th July 2020

Thank you

Melanie Humphreys
Head of Operations
31/7/2020

