

Quarter 3 (July 1st - Sept 30th) 2025

ASUS Commercial Partner Program (Commercial System Products)

This ASUS Commercial Partner Program (hereinafter as “Program”) is enforced by PT ASUS Technology Indonesia Jakarta. (hereinafter as “ASUS”) in order to establish a partnership with our partners (hereinafter as ASUS Commercial Partner or “ACP”) to spend their great efforts on selling ASUS brand commercial system products. To participate in this Program, ACP hereby agrees to comply with the guidelines of this Program as follows:"

1. ASUS Products Coverage

- 1.1. This Program covers all Asus Commercial System Product, including ASUS Commercial Notebooks, ASUS Commercial Desktop PCs, ASUS Commercial All-in-One PCs (hereinafter as “ASUS Products”).
- 1.2. Only the new ASUS Commercial System Products purchased by ASUS Commercial Partner (ACP) from ASUS Business Partner (ABP) or ASUS’s distributing partner(s) specified in Appendix A (hereinafter as “ASUS Distributors”). The list of ASUS Distributors may be updated by ASUS from time to time.

2. Qualification

ACP will be entitled to apply to this Program on the following conditions:

- 2.1. ACP shall at least sell and upload to ASUS e-Sales Apps for the minimum target qty of ASUS Products in the previous quarter.
- 2.2. ACP doesn’t sell ASUS PI (Parallel Import) products, i.e. products not offered by ASUS Official Distributors specified in Appendix A.
- 2.3. ACP shall submit Sales and Inventory reports to Asus system every Monday or first day of working day in every week before 18:00 local time. The report submitted must be completed and follow Asus format

3. Program Benefits

- 3.1. The Rebate Scheme set forth in Appendix A will be offered by ASUS to ACP if ACP complies with all the terms and conditions under this Program.
- 3.2. For the sake of ACP’s selling and marketing ASUS Products, ASUS will provide the following support:
 - Point of Sale (POS) materials; or
 - Product information and ASUS’s suggested pricelist; or
 - Proof of Concept (POC); or
 - Other information/ assistance deemed necessary by ASUS in writing.

4. ACP’s Obligations

- 4.1. ACP has obligations to provide accurate purchase information for ASUS Products. ASUS reserves the right to check original purchase proof.
- 4.2. ACP agrees to promote and sell ASUS Products to all potential end-user customers, including but not limited to the following performance:
 - Maintain ASUS Products image by utilizing POS material provided by ASUS.
 - Maintain the correct and updated specifications, photos, complete product name/ information of ASUS Products in ACP’s website and /or shop.
 - Recommend ASUS Products when ACP’s end-user customers have enquiries about purchasing the system products, where ASUS reserves the right to conduct a survey of recommendation rate.
 - Display ASUS Products on the shelf of ACP’s shop/website

5. Minimum Advertised Price (MAP) Policy

- 5.1. ACP's Minimum Advertised Price shall not fall below MSRP (Manufacture Suggested Retail Price) when advertising to end user for ASUS Products.
- 5.2. MAP applies to all forms of advertising, including third-party sites funded, sponsored, or placed by ACP. MAP applies only to advertised prices. For any violation of the policy, ASUS will implement the punishment based on the pricing policy no. SYS/SC/110421/001 (Appendix C)

6. Term and Termination

- 6.1. The Program is effective for one (1) Quarter during program Period, updated and renewed automatically until the ongoing year period is ended.
- 6.2. ASUS reserves the right to modify or terminate this Program upon 30 days prior written notice to ACP.
- 6.3. Any ACP's breach or violation of the terms and conditions under this Program or any fraud information/document provided by ACP will result in the termination of this Program immediately.
- 6.4. If there are 2 consecutive quarters with zero achievement, then ASUS have rights to cut off the partnership.
- 6.5. Program & Benefit Scheme will be set Quarterly.

7. Miscellaneous

- 7.1. ACP shall comply with all applicable laws, statutes, rules, regulations and ordinances with respect to the reselling of ASUS Products.
- 7.2. ACP shall have and maintain in effect all necessary approvals and permits to distribute ASUS Products and perform its obligations under (a) its agreement with ASUS Distributor(s) and (b) this Program.
- 7.3. ASUS shall have the right to audit ACP during the term of this Program to determine whether ACP complies with the terms & conditions under this Program.
- 7.4. If ACP receives any notice or becomes aware of any violation of any law, statute, rule, regulation, ACP shall promptly notify ASUS of such notice or violation.
- 7.5. ACP is fully responsible for disputes or violations of laws caused by ACP. ASUS is not responsible for losses caused by disputes or violations committed by ACP.

Appendix A: Additional Terms and Conditions for ASUS Commercial Partner

1. Target of Q3 (July 1st - Sept 30th) 2025: _____
2. Rebate Scheme
ASUS offers rebate schemes as below detail. ASUS will monitor the result on weekly basis, all the rebate will be processed by end of Quarter. ACP will receive the rebate quarterly based.

A1. Scan Serial Number & Check Number to ASUS eSales Apps Rebate:

• **ASUS Commercial Partner will be rewarded with eSales Rebate with Condition as below:**

- Q3 upload period on the e-Sales system is **July 1st,2025 at 00:01 to Sept 30th,2025 at 22:55 WIB**
- **The serial number is declared valid only in the event of H-14 activation from the scan time**
- ACP will only get rebates if ACP achieves **Greater** than or **Equal to 100%** of accumulated sales in July, August, and September 2025
- The sales target will be determined by ASUS based on the respective ACP Capacity.
- Products or SKUs that are dedicated to tenders or projects, will not get rebates from Uploads and will not be counted as achievements for any program
- **ASUS Commercial Partners will receive rebate for every valid Serial Number (SN) and Check Number scanned in the ASUS e-Sales Apps as below:**

	Non-premium Models: IDR 25,000/unit	Requirement	Remarks
NX	BR1100, P1412, P1512	Scan VALID Serial Number & Check Number via ASUS eSales Apps on a daily basis	All Model not mentioned in Premium & Deluxe Models are regarded as Non-Premium Models
	Premium Models: IDR 75,000/unit		
NX	P1403, P1503, PM1403, PM1503, P2451, B3000, B1402, B1403, BM1403, B1502, B1503, BM1503, L1400, B1400, B1500, BG1408, BG1409, CX1405	Serial Number is considered VALID if the Serial Number is uploaded via ASUS eSales Apps	Tender Product or special SKU Project are excluded from all kinds of incentive program or rebate calculation
AIO	A41, E1600, A6432, A6521, A3202, A3402, E3202, M3402, E3402, EG3408, P440		
DT	S500, S501, S503, D500, D501, P500, DG500, PG500		
	Deluxe Models: IDR 150,000/unit		
NX	P3405, PM3406, P5405, B3402, B3404, B3405, B5302, B5402, B5404, B5405, B5602, B5604, B5605, B6602, B7402, B9400, B9403, CX3402		
AIO	A5402, A5702, P470, E5401, F5401, E5202, E5402, E5702		
DT	D700, D800, D900, PD500, G10, G13, G22, G35		

Example:

The following data is made to simulate the rebate calculation:

Target Qty Uploaded	250
Achievement Qty	300
Hirate	120%

Notebook/ Desktop / All in one	Rebate %	Rebate Amount
Not Qualified	<100%	
Safety - Tier 1	>100%	13.500.000
Q3 2025 ACP Rebate		13.500.000

Scan Serial Number to ASUS eSales Apps Rebate Scheme:

Product Segment Category	July	Aug	Sep	Total Q3 2025
Valid All Product Scan Unit to ASUS eSales (Unit)	100	100	100	300
Valid Non-premium Models Scan Unit to ASUS eSales (Unit)	30	20	53	225
Valid Premium Models Scan Unit to ASUS eSales (Unit)	3	10	10	45
Valid High End Models Scan Unit to ASUS eSales (Unit)	5	5	5	30

	Rebate/Unit	Valid Scan Unit	Rebate Amount
Non Premium Model	25.000	225	5.625.000
Premium Model	75.000	45	3.375.000
Deluxe Model	150.000	30	4.500.000
Total eSales Rebate		300	13.500.000

Therefore, this ACP can get total rebate **IDR IDR 13,500,000**

3. DT, AIO, Commercial NB Product Line, including run-rate SKU (Desktop, AIO, Commercial Notebook) have a chance for Salesforce/E-Catalogue Support.
4. **ASUS Official Distributors** in Indonesia are as follows:
 - 4.1. **PT. SYNnex METRODATA INDONESIA**
(Commercial Notebook, Desktop PC, and All-in-One PC)
 - 4.2. **PT. DATASCRIP**
(Commercial Notebook, Desktop PC, and All-in-One PC)
 - 4.3. **PT. ADKOM INTERNATIONAL TECHNOLOGY**
(Commercial Notebook, Desktop PC, and All-in-One PC)
 - 4.4. **PT. ASTRINDO SENAYASA**
(Commercial Notebook, Desktop PC, and All-in-One PC)
 - 4.5. **PT. TECH DATA ADVANCED SOLUTION INDONESIA**
(Commercial Notebook, Desktop PC, and All-in-One PC)
 - 4.6. **PT. INGRAM MICRO INDONESIA**
(Commercial Notebook, Desktop PC, and All-in-One PC)
5. ASUS Sales and Marketing Assistance
 - 5.1. An ASUS official distributor will be designated by ASUS to work as ACP contact window
 - 5.2. The monthly suggested price list will be updated by ASUS official distributors
6. Price Protection (PP)
 - 6.1. In the event that ASUS reduces the selling price of ASUS Products (specified in article 1.1), ASUS will credit the difference between the original selling price and the reduced price to ASUS distributors for ASUS Products that (1) have been purchased by ACP from ASUS Distributors within 30 days from ASUS's designated effective date of the reduced price and (2) have not been sold out to ACP's end-user customers.
 - 6.2. The foresaid credit amount specified in Article 6.1 will be paid by the credit note issued by ASUS Distributors to ACP, where ASUS will pay such credit amount to ASUS Distributors.
 - 6.3. **ACP must provide ASUS with the weekly stock reports, in a format designated by ASUS prior to 6:00 pm every Monday to ERP Esales System and email to Consumer.Salesforce@asus.com CC: ASUS Area Account Manager as a backup.** ACP hereby acknowledges that ASUS, at its sole discretion, may not offer the price protection specified in this Article 5, in the event of ACP's failure of submitting such weekly stock report on time or any incorrect or fraud information or document provided to ASUS.
 - 6.4. Only ASUS Products, which ACP bought from ASUS Distributors, will be entitled to price protection.
 - 6.5. Upon prior notice, ACP shall permit ASUS to (i) audit those records of ACP which pertain related to purchase of ASUS Products under this Program and (ii) perform an inventory check of all ASUS Products purchased hereunder by ACP at each location.
 - 6.6. Final Rebate will be decided by ASUS based on checking and audits and the **ASUS right is absolute.**
 - 6.7. In the event of price reposition of Commercial Notebook, or Desktop PC, All-in-One PC, and Commercial Desktop PC, it will follow the same procedure and regulation as stated in the clause

Appendix B: Program ASUS Commercial Partner (System Products)

_____ (hereinafter referred ASUS Commercial Partner, “ACP”) hereby agrees to accept the above guidelines of ASUS Commercial Partner Program issued by ASUS Global Pte. Ltd.

ACP name : _____

ACP Address :

Street

City

State

Post Code

Telephone No. : _____ Fax No.: _____

ID Card No / KTP: _____

Tax ID / NPWP : _____

SBN / NIB : _____

PKP : _____

Type of Contact	Name	Mobile phone	Email Address	WhatsApp No.
Owner				
Contact 1				
Contact 2				
Contact 3				

Signature

Signer's Name (Print)

Title of Signer

Date

Please sign and fax the form by e-mail to _____ (ASUS Commercial Account Manager / ISR)
with **ACP Registration Form** and, you will receive a confirmation email once the ACP program application is processed and approved.

ASUS Account Manager / ISR Name & Contact: _____

Appendix C: Suggested Retail Price & The Cross Territory Policies

Rules No. : SYS/SC/110421/001

Effective date : May 1st 2011

Products : ASUS Commercial Notebooks, ASUS Desktop PCs, ASUS Commercial Desktop PCs, ASUS All-in-One PCs

1. Suggested Retail Price (SRP) Policy

- 1.1. All ASUS Business Partner (ABP) and ASUS Commercial Partner (ACP) are required to follow ASUS Suggested Retail Price (SRP) that published in ASUS Price list, released by ASUS Indonesia for any published marketing materials both online and written media. Publishing higher than ASUS SRP is not advisable but is acceptable.
- 1.2. Failure to follow ASUS Suggested Retail Price (SRP) will have punishment as below items If the rules breaker is ABP / ACP:
 - 1st break – warned by email
 - 2nd break – warned by email
 - 3rd break – warned by email and bonus for the target rebate of ABP/ACP will be canceled for the corresponding quarter
 - 4th break – ASUS Authorized Distributors will stop all shipment or product delivery to the ABP/ACP for 1 month. If Distributor cannot stop the shipment, the target rebate of Distributor for the corresponding quarter will be cancelled. ASUS will ban Supporting Letter Request from Partner who Breach the policy

2. The Cross Territory Policy

- 2.1. All ASUS Business Partner (ABP) and ASUS Commercial Partner (ACP) are not allowed to sell ASUS Products to other territory.
- 2.2. For ABP who have branches or shops outside their home territory, in this case, those branches are advised to register as local ABP, buy in the goods from local branch of ASUS authorized distributors and follow the local rules.
- 2.3. For ACP who have branches or shops outside their home territory, in this case, those branches are advised to register as local ACP, buy in the goods from local ABP or local branch of ASUS authorized distributors and follow the local rules.
- 2.4. Failure to follow The Cross Territory Policy will follow the punishment as point 1.2.1 and 1.2.2

Description:

Territory means area defined by ASUS as breakdown below:

1. Jabodetabek – Jakarta, Bogor, Depok, Tangerang, Bekasi
2. West Java
3. Central Java and Yogyakarta
4. East Java
5. North Sumatera
6. West Sumatera
7. South Sumatera
8. Kalimantan
9. Bali & Nusa Tenggara
10. Sulawesi
11. East Islands and Irian Jaya