

MEMORANDUM

To : ☒ SALES ☐ CODY ☐ DSC ☐ HT
Cc : All HOD
Date : 28 February 2020
Announcer : Sales Planning Department
Doc. No : SP2002 - 271

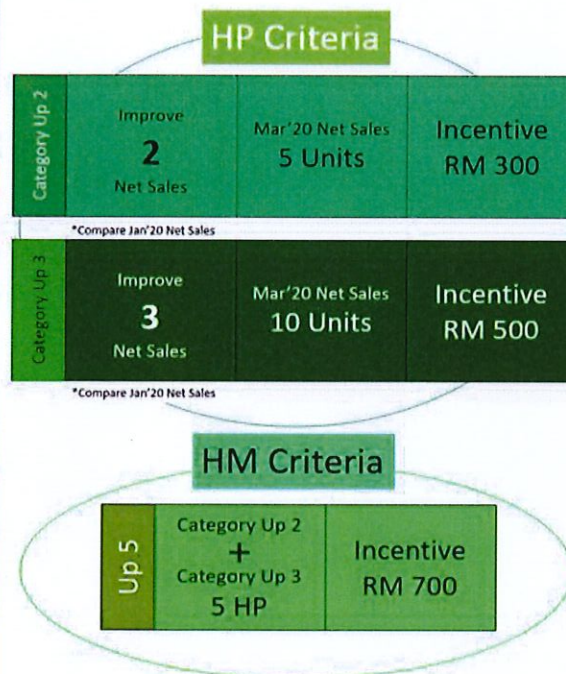
HAPPY • HEALTHY
coway

Sharing on Public Sites or Social Media is Strictly Not Allowed

Rebut Rezeki Ramadan (March 2020)



Good news everyone! We are proudly to announce Rebut Rezeki Ramadan specially for HP & HM on March 2020.



Terms & conditions as follow:

1. Fighting Period with **Fresh Key Fresh Net** (Key in from 25 Feb-20 to 24-Mar-20 Closing, Net Sales in Mar-20 only).
2. **Net Sales calculations** are strictly for **March only**.
3. **Category Up 2** required **minimum 5 net sales** and **Category Up 3** required **minimum 10 net sales**.
4. Mattress and Manual Bidet (BA-12) will **NOT** be included into the calculation of Net Sales unit.
5. This incentive are applicable to **HP & HM** only.
6. HP are required to maintain **Neo Pro status**.
7. HM are required to remain at current position in this incentive.
8. Coway Malaysia reserves the right to amend any sections within the memo without prior notice.

Scenario

Jan Net (Unit)	Mar Net (Unit)	Growth (unit)	Entitlement
0	4	4	×
1	3	2	×
1	4	3	×
2	4	2	×
1	5	4	Category Up 2
2	5	3	Category Up 2
2	6	4	Category Up 2
5	7	2	Category Up 2
6	9	3	Category Up 2
8	10	2	Category Up 2
6	10	4	Category Up 3
7	10	3	Category Up 3
7	11	4	Category Up 3
8	11	3	Category Up 3
8	12	4	Category Up 3

*** Final net sales on March 2020 must at least 5 unit**



EUGENE CHOO

Chief Operating Officer (C.O.O)

COWAY (MALAYSIA) SDN. BHD.

(Formerly known as Woongjin Coway (Malaysia) Sdn. Bhd.)