

MEMORANDUM

To : ☒ SALES ☐ CODY ☐ DSC ☐ HT
Cc : All HOD **Announcer** : Sales Planning Department
Date : 29 May 2020 **Doc. No** : SP2005 - 351

HAPPY • HEALTHY
coway

Sharing on Public Sites or Social Media is Strictly Not Allowed

Say Hello to **40,000** (HP Category) 



Target for Jun-20
40,000

HP Category

Win up to

RM1,900

(TOP 3 + From 13 units)

Net
Jun-20

Redeem

5 - 6 units

RM200

7 - 9 units

RM500

10 - 12 units

RM700

From 13 units

RM900

Top 1 - Top 3 HP

RM1,000

per pax

BONUS

Top 4 - Top 20 HP

RM500

per pax

To **DOUBLE** your **GAIN** you got to **TRIPLE** your **EFFORT** ~ Som Mohapatra

We are pleased to announce on **2020 June Say Hello to 40,000** incentive for **HP category** as follow:

- Net Sales period : **June 2020 only (including Sales Key-In March 2020 to May 2020)**
- The mentioned incentive is **NOT** applicable to models from **WP Neo, Point of Entry, Softener and Bidet**.
- The **unit count** for the mentioned incentive has been allocated as below ↓

Category	Models	Unit Count
Water Purifier (WP)	CHP-260N (NEO)	NO count
	P-08L (FERRY)	0.5
	CHP-06DL (PETIT)	1.0
	CHP-18AR (VILLAEM 2)	1.5
	CHP-671L (CORE)	1.5
	CHP-7310R (OMBAK)	1.5
	CHP-590N (HARRY)	1.5
	CHPI-620L (LUCY)	1.5
	CHPE-250NF (INCEPTION)	1.5

Category	Models	Unit Count
Air Purifier (AP)	AP-1018F (BREEZE)	0.5
	AP-1511FHE (LOMBOK 2)	1.0
	AP-1516D (STORM)	1.0
	AP-3008FH (TUBA)	1.5
	AP-1717A (CAPTAIN)	1.5
Mattress	All Models	1.0
Point Of Entry	All Models	NO count
Softener	All Models	NO count
Bidet	All Models	NO count

- The incentive for HP category is applicable to **Neo Pro HP** only.

5. The achievers are required to remain at the current position or at higher position after promotion before the incentive pay-out.
6. Should there be any same result within achievers, the final decision will be decided by Coway Management with priority given to:
 - i) June 2020 **SHI**
 - ii) Total Accumulated **PV**
 - iii) **Application Type** (Outright > Instalment > Rental)
7. The incentive is subjected to the decision of management and in accordance to CMCO announcement by Malaysian government.
8. Coway Malaysia reserves the right to amend the terms and conditions without prior notice.



Eugene Choo

Chief Operating Officer

COWAY (MALAYSIA) SDN. BHD.