|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Negotiation Agreements | | | | | | | |
| Retailer 1 | | | | | | | |
| Elecssories | | Volume Discounts | | Performance Bonus | |  | |
|  | | Minimum Order Quantity (units mln) | Discount Rate (%) | Target Volume (units mln) | Bonus Rate (%) | Payment Terms (days) | Other Compensation ($mln) |
| Brand | | | | | | | |
| ELAND1 | **ELAND1\_A** | 2 | 5 | 5 | 6 | 30 | 0.5 |
| **ELAND1\_B** | 2.5 | 5 | 4 | 5 | 60 | 1.0 |
| EHAYA1 | **EHAYA1\_A** | 1.5 | 6 | 5 | 5 | 30 | 1.5 |
| **EHAYA1\_B** | 1.75 | 7 | 7 | 6 | 90 | 0.5 |
| ELABO1 | **ELABO1\_A** | 2 | 6 | 6 | 5 | 45 | 0.2 |
|  | | | | | | | |
| HealthBeauties | | Volume Discounts | | Performance Bonus | |  |  |
|  | | Minimum Order Quantity (units mln) | Discount Rate (%) | Target Volume (units mln) | Bonus Rate (%) | Payment Terms (days) | Other Compensation ($mln) |
| Brand | | | | | | | |
| HOLAY1 | **HOLAY1\_A** | 2 | 5 | 5 | 6 | 30 | 0.5 |
| **HOLAY1\_B** | 2.5 | 5 | 4 | 5 | 60 | 1.0 |
| HEELY1 | **HEELY1\_A** | 1.5 | 6 | 5 | 5 | 30 | 1.5 |
| **HEELY1\_B** | 1.75 | 7 | 7 | 6 | 90 | 0.5 |
| HALUC1 | **HALUC1\_A** | 2 | 6 | 6 | 5 | 45 | 0.2 |

Product Portfolio Management

B&M List Prices

**I Negotiation Agreements**

Production Volumes

General Marketing

Online Store Management

Asset Investments

Market Research Orders

This decision form allows supplier to decide the negotiation terms with the retailers at SKU level.