



## **MINI DEPOT CENTER (MDC) R.H.M. Preventive Health Center (RHM -PHC)**

### **EXCLUSIVE DISTRIBUTORSHIP INVESTMENT GUIDELINES**

The Investment Guidelines outlines Mini Depot Center and RHM- Preventive Healthcare Center (RHM-PHC) agreement covering the general terms and condition and obligations of Vital C Health Products Inc. (VHCPI) and Mini Depot Center / RHM Preventive Healthcare Center (RHM-PHC) owner.

The Mini Depot Center (MDC)/ RHM Center (RHM-PHC) is an authorized products distribution center acting as Agent for Vital C Health Products Inc. (VCHPI) on the sale of its preventive health services and products.

There are two types of **Exclusive Distributorship Investment Package** to choose from :

- For Mini Depot Center, the investment package of Five Million Pesos (php 5,000,000.00) includes RHM Preventive Health Center.
- While a standalone RHM Preventive Health Center investment package is Two Million Pesos (Php 2,000,000.00)

VCHPI grants the exclusive distributorship for a period of **one year** subject to management approval for its renewal.

### **WHO CAN APPLY FOR AN MDC/RHM-PHC?**

1. Investors who are interested riding on the wellness industry which is predicted to be the next trillion industry.
2. Medical Doctors who wants to run their own private clinic not limiting its income potential to consultation only.
3. Government officials who may consider creating preventive healthcare as one of their corporate social responsibility platform. The Preventive Healthcare Center model of RHM may be integrated into their health budget or health centers.
4. Vital C Leaders and all existing EPC owners.

## **APPLICATION PROCEDURES FOR MDC/RHM-PHC**

1. Duly accomplished Application Form with documentation requirements.
2. Duly accomplished Letter of Intent.
3. Application interview to be scheduled by Management either by telephone or personal upon receipt of the Application Form, Letter of Intent and other documents required with the application.
4. Reservation fee of Two Hundred Thousand Pesos (Php 200,000.00). Reservation fee is refundable if application is disapprove.
5. Site inspection of propose location.
  - a. VCHPI has specific requirements and regulations in selecting an MDC/RHM-PHC location.
6. Upon approval of location, applicant is required to pay a down payment of One Million Eight Hundred Thousand Pesos (php P1, 800,000.00).
7. A Contract of Agreement will be prepared by VCHPI law firm to be signed by both parties.
8. VCHPI will provide construction SOP's for the MDC/RHM-PC. During construction, VCHPI compliance team may be open for consultation with the MDC/RHM-PC contractor for any assistance.
9. Upon completion of the facility, full payment of Three Million Pesos (Php3, 000,000.00) will be required.
10. VCHPI to provide all deliverables stated under the Management Responsibilities section.
11. One month prior opening, VCHPI to provide pre-opening training covering standard operation procedures to all of the center's employees.

## **APPLICATION PROCEDURES FOR RHM-PHC**

1. Duly accomplished Application Form with documentation requirements.
2. Duly accomplished Letter of Intent.
3. Application interview to be scheduled by Management either by telephone or personal upon receipt of the Application Form, Letter of Intent and other documents required with the application.
4. Reservation fee of Two Hundred Thousand Pesos (Php200, 000.00). Reservation fee refundable if application is disapprove.
5. Site inspection of propose location
  - a. VCHPI has specific requirements and regulations in selecting an RHM-PHC location.
6. Upon approval of location, RHM-PC applicant required to pay a down payment of Eight Hundred Thousand Pesos (Php800,000.00)
7. A Contract if Agreement will be prepared by VCHPI law firm to be signed by both parties.
8. VCHPI to provide all construction SOP's for the MDC/RHM-PC. During construction, VCHI compliance team may be open for consultation with the MDC/RHM-PC contractor for any assistance.
9. Upon completion of the facility, full payment of One Million Pesos (Php 1, 000, 00.00) will be required.
10. VCHPI to provide all deliverables stated under the Management Responsibilities section.

11. One month prior opening, VCHPI to provide pre-opening training covering standard operation procedures to all of the center's employees

## **MDC/RHM-PHC OWNER RESPONSIBILITIES**

### **INVESTMENT**

- Minimum of Five Million Pesos (php 5,000,000.00) investment is required for a Mini Depot Center. All existing Exclusive Product Centers (EPC's) may upgrade to MDC subject to management approval base on EPC's previous business performance.
- A Mini Depot Center investment package includes RHM Preventive Health Center.

### **SPACE REQUIREMENT**

#### **Space Requirement – MDC/RHM-PHC**

The MDC/RHM-PHC space requirement is a minimum of Sixty (60) sq m with the following specifications.

20 sq m	Training Room
30 sq m	Medical Screening/ Consultation Room
10 sq m	Retail Display/Reception

- VCHPI to provide the MDC/RHM-PC standard architects perspective for the layout and design of the facility.
- Signboard to be provided by VCHPI.
- All construction cost will be for the account of MDC/RHM-PC owner.

#### **Space Requirement – RHM-PHC**

The RHM-PHC space requirement is a minimum of forty (40) sq m with the following specifications.

30 sq m	Medical Screening/ Consultation Room
10 sq m	Retail Display/Reception

- VCHPI to provide the RHM-PHC standard architects perspective for the layout and design of the facility.
- Signboard to be provided by VCHPI.
- All construction cost will be for the account of MDC/RHM-PC owner.

## **PAYMENT TERMS**

### **For MDC/RHM-PHC**

- Reservation fee of Two Hundred Thousand Pesos (Php 200,000.00). Reservation fee refundable if application is disapprove.
- Upon approval of location, MDC/RHM-PC applicant required to pay a down payment of One Million Eight Hundred Thousand Pesos (php P1, 800,000.00).
- Upon completion of the facility, full payment of Three Million Pesos (Php 3, 000, 00.00) will be required.

### **For RHM-PHC**

- Reservation fee of Two Hundred Thousand Pesos (Php 200,000.00). Reservation fee refundable if application is disapprove.
- Upon approval of location, RHM-PC applicant required to pay a down payment of Eight Hundred Thousand Pesos (Php 800,000.00).
- Upon completion of the facility, full payment of One Million Pesos (Php 1,000,000.00) will be required.

## **FINANCIAL CONDITION**

The Distributor represents and warrants that it is and at all times during the term of the agreement will remain in good financial condition, solvent and able to pay its bills when due.

## **CODE OF BUSINESS ETHICS**

All MDC/RHM-PHC and RHM-PHC owners will be subject to the Company's Business Code of Ethics. Any violation will result into termination of the Exclusive Distributorship Contract of Agreement. Vital C reserves the right to conduct an audit periodically to all Mini Depot Centers and RHM Preventive Health Centers as part of its standard routine to ensure standard operations procedures are within the standards set by the company.

## VCHPI RESPONSIBILITIES

### PRODUCTS for MDC/RHM-PHC

1. MDC/RHM-PHC owner are entitled with One Million Plus (Php 1,000,000.00) worth of products as itemized below :

VITAL C PRODUCTS	QTY	Unit	SRP	TOTAL AMOUNT
VITAL C SA 568gms 100's <i>"Marked with complimentary"</i>	1200	boxes	750.00	900,000.00
VITAL SOAP 15gms	300	pcs	100.00/6pcs	5,000.00
Denta Max 13gms kit	300	pcs	25.00	7,500.00
30 ml Puretouch Sanitizer or 40pcs /Variant	320	pcs	63.00	20,160.00
200ml True Touch Lotion	40	pcs	192.00	7,680.00
Vital C eau de toilette 55ml	80	pcs	750.00	60,000.00
SO fresh Juice	75	boxes	325.00	24,375.00
Choco Moringa	25	boxes	325.00	8,125.00
Ipoh Coffee	25	boxes	375.00	9,375.00
Baby Fresh Cologne	50	pcs	166.00	8,300.00
				1,050,515.00

1. Three Million Pesos (Php 3,000,000.00) worth of Vital C Health Products of their choice.

**Note:** For reorder, delivery will be free of charge for a minimum of One (1) Million Pesos products purchase.

## **PRODUCTS for RHM-PHC**

2. MDC/RHM-PHC owner are entitled with One Million Plus (Php 1,000,000.00) worth of products as itemized below :

VITAL C PRODUCTS	QTY	Unit	SRP	TOTAL AMOUNT
VITAL C SA 568gms 100's "Marked with complimentary"	1200	boxes	750.00	900,000.00
VITAL SOAP 15gms	300	pcs	100.00/6pcs	5,000.00
Denta Max 13gms kit	300	pcs	25.00	7,500.00
30 ml Puretouch Sanitizer or 40pcs /Variant	320	pcs	63.00	20,160.00
200ml True Touch Lotion	40	pcs	192.00	7,680.00
Vital C eau de toilette 55ml	80	pcs	750.00	60,000.00
SO fresh Juice	75	boxes	325.00	24,375.00
Choco Moringa	25	boxes	325.00	8,125.00
Ipoh Coffee	25	boxes	375.00	9,375.00
Baby Fresh Cologne	50	pcs	166.00	8,300.00
				1,050,515.00

**Note:** For reorder, delivery will be free of charge for a minimum of One (1) Million Pesos products

## **DIAGNOSTIC MACHINES for both MDC/RHM-PHC and RHM-PHC**

Medical Diagnostics Machine and Equipment

1. One (1) set of Live Cell Analyzer which includes :
  - a. Computer desktop
  - b. Consumables for the first 100 test
2. One (1) Vital Resonance Analyzer Machine with computer desktop
3. One (1) Vital Skin Analyzer with computer desktop
4. One (1) Cardio Vascular Analyzer with computer desktop
5. One (1) Printer

**Note:** Total of Four (4) Diagnostic Machine, Four (4) Sets of Desktop Computers, One (1) Printer

### **RHM -PHC ID CARDS for both MDC/RHM-PHC and RHM-PHC**

- 100 pieces of RHM member's ID cards worth Php10,000.00
- RHM-PHC center may resell the cards at Php 200.00/ card or Pup 500.00/ RHM family member.

### **TRAINING for both MDC/RHM-PHC and RHM-PHC**

- One week training for the following :
  - Standard operation procedures – Diagnostic machines
  - Vital C products orientation – mechanism of action/ benefits
  - MDC/RHM-PHC business operations and marketing

**Note: Training** for MDC/RHM-PHC will be conducted at the actual site while training for the RHM-PHC will be conducted at VHCPI corporate office

### **IT SUPPORT for both MDC/RHM-PHC and RHM-PHC**

- Two (2) computer desktop with POI (Point of Inventory) linked to vCloud and RFID (Radio Frequency Identification) card reader.
- Internet connectivity a standard requirement.

### **MARKETING SUPPORT for both MDC/RHM-PHC and RHM-PHC**

- Two (2) Hundred Thousand Pesos worth of marketing collateral to be provided by VCHPI. These can be in the form of Posters, Promo Flyers, Sales Kit Folders and any other printed materials for sales and marketing use.
- Inauguration event support :
  - Host to grace the event
  - Publicity Campaign pre and post inauguration on local print and radio broadcast.
- Replicating Website

### **TRAINING SUPPORT for both MDC/RHM-PHC and RHM-PHC**

- Weekly business and product training support for one month.
- Pre-opening operations system training (one month before opening)
- Post -opening training audit support,

### **CONTINUING MANAGEMENT SUPPORT for both MDC/RHM-PHC and RHM-PHC**

- Replicating website maintenance and update
- Bi-Monthly operations/ management consultation
- Business and product training
- Systems and controls management

### **MDC/RHM-PHC PRODUCTS DISCOUNT**

#### **MDC/RHM-PHC**

- Repeat Sales 7%
- Starter and Value pack 8%
- Promo Prices 10%
- RHM Executive Wellness Package 10%
- Regular MDC –RHM Promotional Discount

#### **Referral Incentive**

- VCHPI will grant One Hundred Thousand Pesos (Php 100,000.00)incentive for every materialize MDC/RHMPC referral

#### **RHM-PHC**

- Repeat Sales 4%
- Starter and Value pack 5%
- Promo Prices 5%
- RHM Executive Wellness Package 5%
- Regular MDC –RHM Promotional Discount

#### **Referral Incentive**

- VCHPI will grant Forty Thousand Pesos (Php 40,000.00) incentive for every materialize RHM – PHC referral.