**PROCEDURE AND TERMS - BONUS CONTRACTS 2024**

**Objective:** pay bonus only on growth, bonus if sales 2024 > sales 2023

**New contracts:**

* We have made the strategic choice to no longer offer new bonus contracts

**Existing contracts:**

* For customers with sales below € 10.000 contracts will no longer be renewable.
* Contracts for customers with GP < 50 will be reviewed
* Existing contracts in which a basic bonus is still paid by default must be adjusted in function of further growth of the customer.
* This year we will again make maximum adjustments.

**General:**

* No cumulation possible between multiple contracts (bonus, tvc, ...)
* Only payment of bonus if no expired billing
* Self-written comments on contracts will not be accepted
* No exceptions on the final deadline of 30/04/2024

**Request procedure for contracts 2024**

If the contract application was not submitted on time (before 17/01) or the original contract signed by the customer is not in our possession by 30/04 **the contract will not be valid**. The contract will only be signed by Würth's management at the final stage, and is therefore only valid from that time.