



VILAVI[®]

REWARDS PLAN

MAIN TERMS AND DEFINITIONS



VOLUME

PERSONAL SALES VOLUME

Each product of the VILAVI company is assigned a certain volume - PV. The Personal Sales Volume is a volume of products in PV obtained from purchases of the clients and purchased personally by the representative for consumption.

GROUP SALES VOLUME

The volume of the personal sales and the volume of products purchased by personal group representatives and their clients.

STARTING VOLUME

Production volume bought by the Representatives who made his/her Initial Purchase. The starting and binary bonuses are paid on this volume.

GROUP BONUS VOLUME

The group volume of a personal group during the settlement period without the starting volumes or the group volume of personal group Representatives with the 1 CARAT qualification and higher. It is used for the accrual of the accumulative bonus.

BINARY VOLUME

The binary volume is a total volume of all subordinate business centers. The binary volume includes the group volume of Representatives with the 1 CARRAT qualification and higher, as well as the volume of Initial Purchases of the Representatives registered for the first time.

GROUP QUALIFICATION VOLUME

The group volume for the qualification period. It is used for the assignment of ranks and qualifications.

ACCUMULATIVE QUALIFICATION VOLUME

The group volume from 0 to 3,000 GPV, used for the assignment of ranks from the Representative up to 1 CARAT, has no qualification period.

TOTAL AMOUNT OF PAYMENTS TO THE NETWORK

The sum planned for payments of all bonuses through the whole network (except the Retail Reward and Mentor bonus).

ACCOUNT

The profile of the Representative created by him/her when signing in. The ID of the Representative he's got during the registration is the number of the profile. The profile is assigned a place in a binary tree. All information on the Representative, his/her orders, bonuses is also assigned to the profile. If the Representative doesn't make the Initial Purchase within 60 days after registration, his/her account is automatically removed. If the Representative doesn't make any purchase within 12 months from the date of the last purchase, his/her account is also automatically removed and cannot be recovered. After removal of the account, re-registration of the Representative with the same data is possible.

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ACTIVITY

BONUS ACTIVITY

That means the purchases made by your clients and purchases made for personal/family consumption, allowing the accumulation of volumes and getting bonuses. In addition, the confirmed bonus activity is required to close qualifications and ranks from 1 CARAT and higher. To confirm the bonus activity, the representative has to make a personal sales volume of at least 100 PV within the settlement period.

ACCUMULATIVE ACTIVITY

That means the purchases made by your clients and the purchases made for personal/family consumption allowing the accumulation of volumes and getting the mentor bonus and the accumulating bonus. To confirm the accumulating activity, the representative has to make the personal sales volume for 50 to 99 PV within the settlement period.

PERSONAL GROUP

The Representative personal group includes all Representatives who are signed by the Representative personally, as well as Representatives who are signed by these Representatives – all generations endlessly.

RANK

The maximum qualification reached by the Representative is deemed a rank. The rank cannot be decreased. The rank means acknowledgment of the Representative's success; it is not used for calculating the payment of bonuses. However, when the Representative reaches special ranks, he gets additional privileges or single-time rewards.

QUALIFICATION

Qualification is confirmation of fulfillment of certain conditions by the Representative and his/her personal group during the qualification period. Bonuses are paid depending on the achieved qualification. Unlike the rank, qualification can become lower depending on the results of activity of the Representative and his/her personal group during the qualification period.

QUALIFICATION PERIOD

One month (from the 2nd day of the current month to the 1st day of the next month).

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BINARY TREE

After the 1 CARAT rank is achieved, the representative is placed in the binary tree of the sponsor. The sponsor is obliged to place the representative in the binary tree during the settlement period, when the rank is achieved. In the case of failure to place the representative before calculation of bonuses, the representative is automatically placed in the small binary line of the binary tree.

BUSINESS CENTER

The location of the representative in the binary tree of the sponsor is called the Business center of this representative. From here, he/she begins to build his/her binary tree. After the achievement of the CRYSTAL rank, the representative gets two additional business centers. After the achievement of the BLACK DIAMOND STAR rank, the representative receives an additional fourth business center.

Rule of the business centers placement: the second business center is placed over the first, the third one – in the free line of the second business center. The fourth business center is placed above the top business center.

SPILL-OVER

A higher-ranking sponsor can place business centers of representatives of his/her (sponsor) personal group in the binary tree of the representative. Such business centers are called spill-over centres.

The binary volume generated in such business center is considered when calculating the binary bonus, however, the sponsor bonus from this volume is paid to the direct sponsor.

BINARY DIRECTIONS

Each business center has two binary lines. The line with a smaller volume for the settlement month is called a small line. Consequently, the second line is called a big line.

SPONSOR OR MEDIA SPONSOR

A representative upon the recommendation of which another representative joined the company.

MAIN TERMS AND DEFINITIONS



RETAIL REWARD

When you or your customers purchase VILAVI products, you get at least 50PV as a remuneration for each purchase. This award is a Retail Reward. The retail award makes up to 30% of the product cost and it is charged to Representatives in cumulative activity minus the Mentor bonus for the first 50 PV in the settlement period.

Attention!

If the Retail Reward for the first 50 PV is less or equal to the Mentor bonus, there will be no accrual. You can get the Retail Reward for the next purchases made within the same settlement period.

Attention! The Retail Reward is accrued according for making purchases for 50 to 99 PV, it is accrued according to the results at the end of the settlement period, for purchases 100 PV and more, it is accrued right away.

MENTOR BONUS

This is an award which you can obtain from each first 50 PV from the purchases of the Representatives of your personal group within the settlement period (up to 3rd generation). This bonus is accrued for purchases in rubles.

Attention! This bonus is not accrued for purchases made in euro.

REMUNERATION FOR THE PARTNER'S PURCHASES

The Representatives who perform their activities in Europe can get this remuneration.

The Representative gets a remuneration from each customer purchase in euro. The remuneration amount depends on the purchased products.

The Remuneration is paid to the Representative according to results at the end of the settlement period.

SETTLEMENT PERIOD

This is a period taken as the basis for bonuses calculation. The settlement period begins at 00:00 UTC of the 2nd day of the calendar month and ends at 16.59 UTC of the 1st day of the next calendar month. All bonuses are calculated at the end of the settlement period, once a month. The bonuses are paid to Representatives to their personal accounts in the AdvCash system 2 weeks after the receipt of request for withdrawal.

MAIN TERMS AND DEFINITIONS



COMMON UNIT (C.U.)

INTERNAL UNIT

It is used in the VILAVI Company, regulating the ratio of international purchase currencies and internal currencies of the countries. It is established by the Company based on exchange rates, taking into account financial requirements of the countries. Currently, 1 c.u. = RUB 40. For representatives operating in the United States 1 c.u. = 0.8 \$

FORMULA FOR CALCULATING BONUSES IN RUBLES

$GPV * \% \text{ ON BONUS} = C.U.$
 $C.U. * 40 \text{ RUB} = \text{AMOUNT OF REMUNERATION IN RUBLES.}$

Example:

The Representative in 3 CARAT rank gets a Development bonus in the amount of 5% of GPV for the current settlement period. If the amount of GPV is 12,000, his/her Development bonus is calculated as follows:

$12\,000 \text{ GPV} * 5\% = 600 \text{ C.U.}$
 $600 \text{ C.U.} * 40 = 24\,000 \text{ RUB}$

Thus, the Development bonus for this Representative within this month and the settlement period will be 24,000 rubles.

FORMULA FOR CALCULATING BONUSES IN DOLLARS

$GPV * \% \text{ OF THE BONUS} = C.U$
 $UNITS * \$0,8 = \text{REMUNERATION AMOUNT IN DOLLARS}$

Example:

A 3 CARAT representative get the development bonus of 5% of GPV for the current settlement period. In GPV is 12,000, his development Bonus is calculated as follows:

$12\,000 \text{ GPV} * 5\% = 600 \text{ C.U}$
 $600 \text{ UNITS} * \$0.8 = \480

As a result, the development Bonus for this Representative for this month and the settlement period will be \$480.

FORMULA FOR CALCULATING BONUSES IN EURO

$GPV * \% \text{ ON BONUS} = C.U.$
 $C.U. * 0.8 \text{ EURO} = \text{AMOUNT OF REMUNERATION IN EURO.}$

Example:

The Representative in 3 CARAT rank gets a Development bonus in the amount of 5% of GPV for the current settlement period. If the amount of GPV is 12,000, his/her Development bonus is calculated as follows:

$12\,000 \text{ GPV} * 5\% = 600 \text{ C.U.}$
 $600 \text{ C.U.} * 0,8 \text{ EURO} = 480 \text{ EURO.}$

Thus, the Development bonus for this Representative within this month and the settlement period will be 480 euro.

The background features a repeating pattern of white silhouettes of various animals, including birds, deer, and a bison, set against a light gray background. The silhouettes are stylized and scattered across the entire frame.

STAGE 1 **START**

ENTRANCE TO BUSINESS



IT'S EASY TO START BUSINESS WITH VILAVI!

You just need to take two simple steps:

- 1 To pass simple registration on the website**
- 2 Activate access to your personal account for 12 months, by paying a one-time fee of \$ 39.99**

The registration fee can be paid simultaneously with the first purchase. To do this, add products to the order.

Pay attention that for the first order from 500 PV, the price is calculated at the wholesale price immediately, minus the retail bonus and mentor bonus.

Depending on the purchase volume of your clients and your personal purchases over the settlement period, you get a respective bonus. The higher the status is, the more bonuses and remunerations the representative gets.

Until there is a volume of at least 50 PV in the personal account of an authorized user within one settlement period, the representative has the "priority" status and does not get any bonuses from his clients' purchases and personal purchases.



START

PV volume = 0-50

- Access to your personal account for 12 months



BASIC

PV volume = 50-99

- Mentor bonus from purchases of the first-line partners
- Accumulative activity within current settlement period



STARTUP

PV volume = 100-499

- Mentor bonus from purchases of the first-generation and second-generation partners
- Bonus activity within current settlement period



BUSINESS

PV volume = 500+

- Mentor bonus from purchases of the first-generation, second-generation and third-generation partners
- Bonus activity within 2 settlement periods
- Bronze qualification (accumulative bonus – 4 %)
- Opportunity to buy BigPack sets

At any time, You can change the basic status to a startup by simply making a total volume for the period of at least 150 PV. The transition to the business status is made when the total volume of purchases for the billing period is reached from 500PV



MENTOR BONUS

This bonus is provided to the representatives who confirmed their accumulation activity within the settlement period.

The Mentor bonus depends on the representative's status ("Business, StartUP or Basic). The higher your status is, the bigger the remuneration is, as the bonus is accrued up to the 3rd generation.

From every first 50 PV of first generation partners in your personal group in every settlement period, you will get a bonus of RUB 800 for purchases in rubles and a bonus of €16 for purchases in euros, independently of the current status.

From every 50 PV of the second generation partners in your personal group in every settlement period, you will get a bonus of RUB 200 for purchases in rubles and a bonus of €4 for purchases in euros, if your status is StartUP or Business.

From every 50 PV of the third generation partners in your personal group in every settlement period, you will get a bonus of RUB 200 for purchases in rubles and a bonus of €4 for purchases in euros, if your status is Business.

Attention!

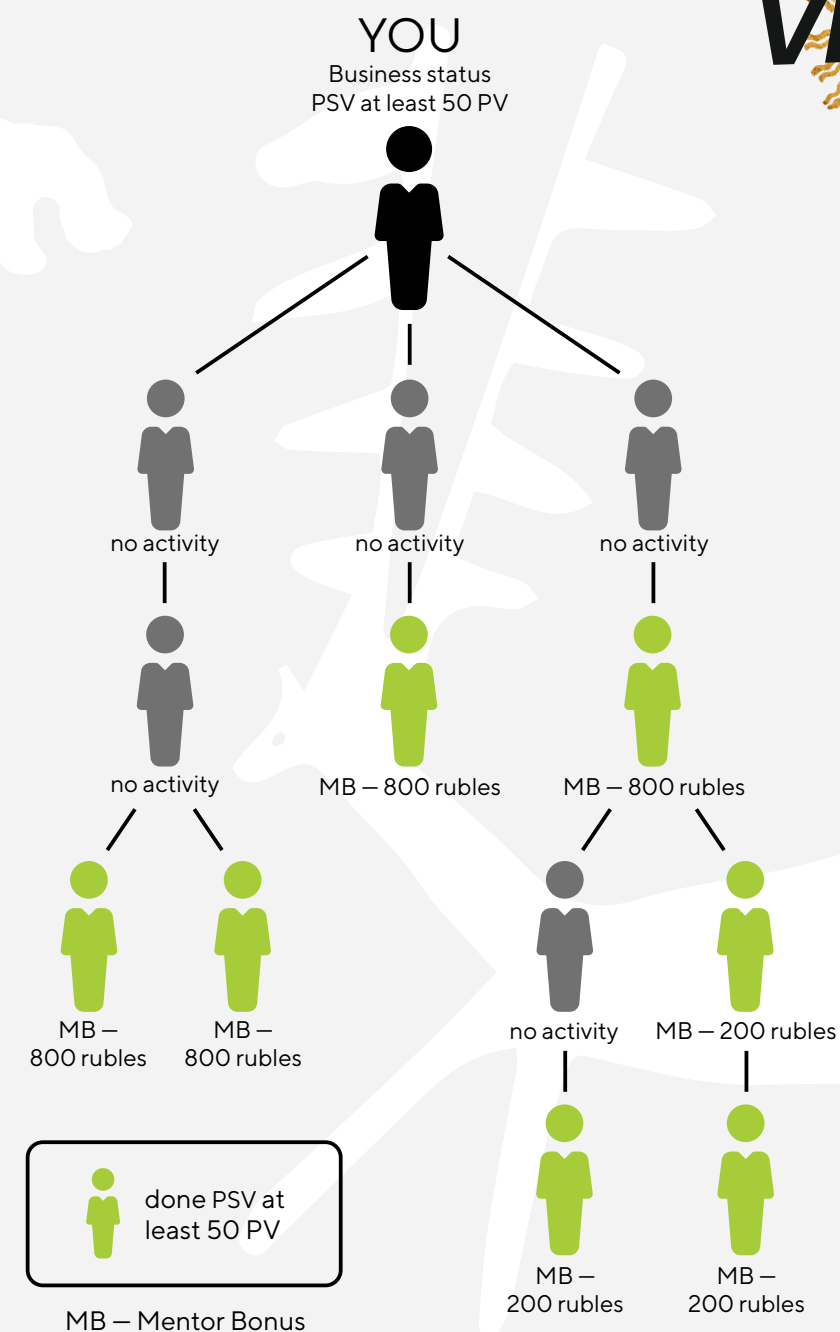
If the volume of your Partner is less than 50 PV for the period, no Mentor bonus is provided.



COMPRESSION

When the Mentor bonus is accrued, the accumulative activity of both Representatives not only in the 1st line, and Representatives in the structure of inactive partners in any depth is taken into account. All partners who have confirmed their accumulative activity are taken into account in the structure of the inactive partner. The main condition is that all the Representatives up to the partner are inactive (the accumulative activity is not fulfilled).

This, if there is no first-line partner who has confirmed his/her accumulative activity, but there is such a partner in the structure of the inactive partner, the Mentor bonus will be accrued at the end of the settlement period.





RETAIL REWARD

When you and your customers purchase VILAVI products, you get remuneration from each purchase for 50 PV and more. This remuneration is called a Retail Award.

The exact amount of the Retail award from each VILAVI product is available in your Personal Account, in "Shop".

To get the Retail bonus, a simple condition should be met - make a personal sales volume of 50 PV within one settlement period. The Retail bonus will be calculated according to the result of the settlement period less the mentor bonus or right away if the personal volume is 100 PV.

An example of a Retail bonus for purchases in dollars:

your client places an order in a new settlement period. There were no orders in the new settlement period before from any other clients, and no your personal purchases. The order is for 50 PV (2 x T8 Extra). The Retail bonus for this order is 32 dollars, the mentor bonus is 24 dollars, the retail bonus to be accrued will be 8 dollars. In the case of a repeated order within the same settlement period, the Retail bonus for this order will be accrued in the full volume. If the bonus activity is over 100 PV, the Retail bonus will be accrued right away, for 50 to 99 PV.

The Retail bonus will be accrued according to the results of the closed settlement period.



RETAIL REWARD

An example of Retail bonus calculation for purchases in rubles: Your client has placed an order in a new settlement period. There were no orders in the new settlement period before from any other clients, and no your personal purchases. The order is for 68 PV (2 x T8 Extra). The Retail bonus for this order is 1800 rubles, the mentor bonus is 1200 rubles, the retail bonus to be accrued will be 600 rubles. In the case of a repeated order within the same settlement period, the Retail bonus for this order will be accrued in the full volume. If the bonus activity is over 100 PV, the Retail bonus will be accrued right away, for 50 to 99 PV. The Retail bonus will be accrued according to the results of the closed settlement period.

An example of a Retail bonus for purchases in euros: your client places an order in a new settlement period. There were no orders in the new settlement period before from any other clients, and no your personal purchases. The order is for 50 PV (2 x T8 Extra). The Retail bonus for this order is 33.24 euros, the mentor bonus is 24 euros, the retail bonus to be accrued will be 9.24 euros. In the case of a repeated order within the same settlement period, the Retail bonus for this order will be accrued in the full volume. If the bonus activity is over 100 PV, the Retail bonus will be accrued right away, for 50 to 99 PV. The Retail bonus will be accrued according to the results of the closed settlement period.

Attention! If your volume within a period is less than 50 PV, the Retail Award is not accrued.



RETAIL REWARD

The Retail Award for a initial purchase for 50 to 99 PV is accrued after the settlement period is closed, less the Mentor bonus.

For a purchase for 100 to 499 PV, it is accrued right away. If your initial purchase is for over 500 PV, no Retail Award is accrued to your account, it is immediately deducted from the cost of your order.

An example of a starting purchase: you have purchased 17 x T8 Extra. The value of your order is \$1020, the volume is 510 PV, the Retail bonus less the mentor bonus is \$248. The Retail bonus will be automatically deducted from the full cost of the order, and the amount to be paid will be \$772.

In any business, you get profit only if you are active. In VILAVI business your activity directly influences bonuses and rewards you earn.



BONUS ACTIVITY

Bonus activity includes purchases made by your clients for personal/family consumption; they allow the accumulation of volumes and getting bonuses. To confirm bonus activity, the representative has to make personal sales for at least 100 PV within a settlement period.

ACCUMULATIVE ACTIVITY

Accumulating activity means purchases made by your clients for personal/family consumption, that allow the accumulation of volumes getting bonuses. For the accumulating activity, the personal sales have to be from 50 to 99 PV within a settlement period.

What will you get if you confirm the bonus activity?

You will get all monthly bonuses. Besides, the confirmed monthly activity is required to achieve qualifications and ranks of 1 CARAT and higher (if the conditions needed for the achievement are fulfilled).

What does the accumulative activity give?

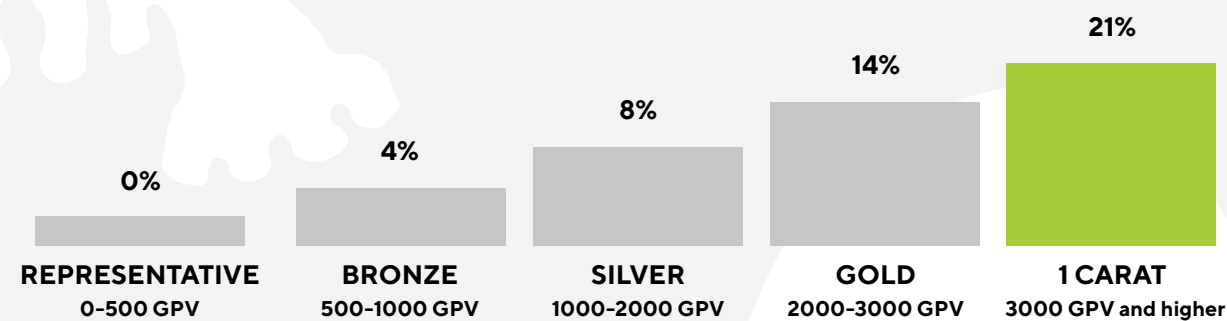
If you confirm the accumulative activity, you will be able to get the Mentor bonus and Accumulative bonus within the settlement period in which the accumulative activity is fulfilled.

*Purchases of your customers are considered your personal volume



ACCUMULATIVE BONUS

This is the remuneration that a representative receives from the personal sales volume of representatives of his personal group. The amount of the cumulative bonus depends on the qualification.

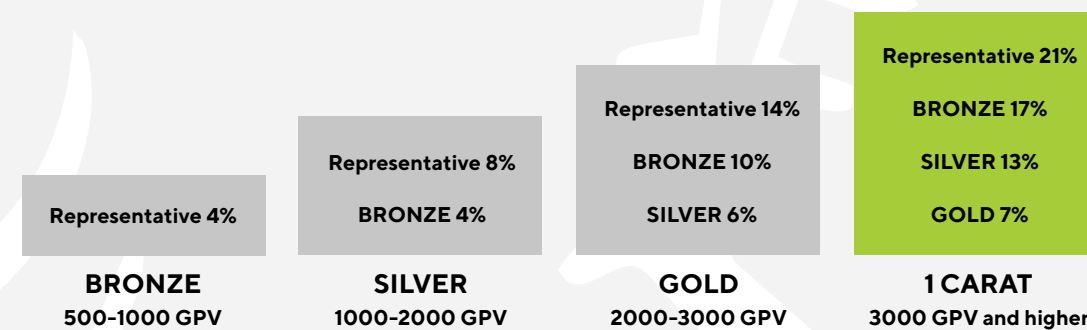


What bonus do you get for personal purchases?

You will get a fixed bonus from each personal purchase. The amount of the bonus depends on your qualification. For example, if you have SILVER qualification, you will get a bonus of 8% from the personal purchase. If your qualification is 1 CARAT or higher, you will get a bonus of 21%.

ATTENTION!

The Accumulative Bonus based on the settlement period results is paid only if you confirmed Bonus or Accumulative Activity during this period.



What bonus do you receive from purchases of your Personal Group?

When the Representative of your personal group makes purchases, you get a bonus from those purchases in form of a difference between the qualifications of your first-line Representative and your qualification. The accumulative bonus is accrued from each purchase.

ACCUMULATIVE BONUS

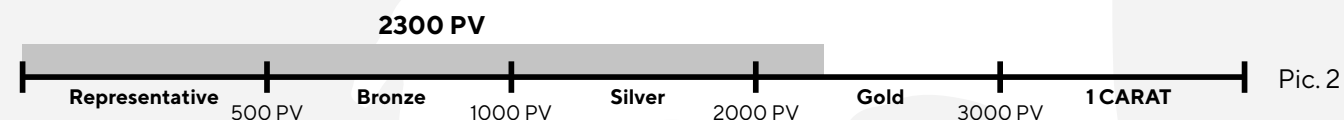


The accumulating bonus from the personal sales volume is calculated stage by stage. That is, after you reach the 1 CARAT qualification during the first period, you will not be able to get the accumulating bonus in the amount of 21% right away. The percentage from the first 500 PV obtained before the Bronze qualification are calculated according to the "Representative" qualification. The following 500 PV required for the Silver qualification are calculated according to the Bronze qualification. Then, in a similar way.

For example. Your personal sales volume in the first period are 800 PV, the sales of your group are 1,500 GPV. Total 2,300 GPV. When calculating the period, your qualification will change from the Representative to Gold.

First of all, the Accumulative bonus from the personal volume will be calculated (Pic. 1).

$500 \text{ PV} * 0\%$
 $300 \text{ PV} * 4\% = 12 \text{ c.u.}$



Then the Accumulative Bonus from the Group Volume is calculated.

For example. You have two first line representatives, one representative has the Bronze qualification with the Group Volume of 500 GPV and the second one has Silver qualification with the Group Volume of 1000 GPV.

1. Your Gold qualification "minus" the qualification of the first Bronze representative = $10\% * 500 \text{ GPV} = 50 \text{ c.u.}$

2. Your Gold qualification "minus" the qualification of the second Silver representative = $6\% * 1000 \text{ GPV} = 60 \text{ c.u.}$

110 c.u. of the Accumulative Bonus from the Group Volume in total.

You begin the next period with the Gold qualification with the Accumulated Volume of 2300 GPV. From this very point, results of further stages will be calculated with the accrual of the Accumulative Bonus from the Personal Sales Volume (Pic. 2). When you get to the 1 CARAT qualification in the next period and further, the Accumulative Bonus from the Personal Sales Volume will always be calculated according to the current qualification (not by stages).

The background features a repeating pattern of white silhouettes of various animals, including birds, deer, and a bison, set against a light gray background. The silhouettes are stylized and appear to be inspired by indigenous art.

STAGE 2

DEVELOPMENT



DYNAMIC BINARY BONUS

Dynamic binary bonus is an award for your contribution to development of your business structure. This type of award is available only for Representatives who have 1 CARAT and more and have confirmed their bonus activity.

Placement in a Binary Tree

After 1 CARAT rank achievement, the Representative is placed in the Binary tree of his/her sponsor. From this date, the Representative begins to build his/her own Binary tree.

The sponsor of the Representative who reaches the 1 CARAT rank is obliged to place the Representative in his/her Binary tree during the settlement period, otherwise the Representative will be automatically placed on a smaller branch of the Binary tree before bonus calculation.



DYNAMIC BINARY BONUS

How is the Dynamic Binary Bonus calculated?

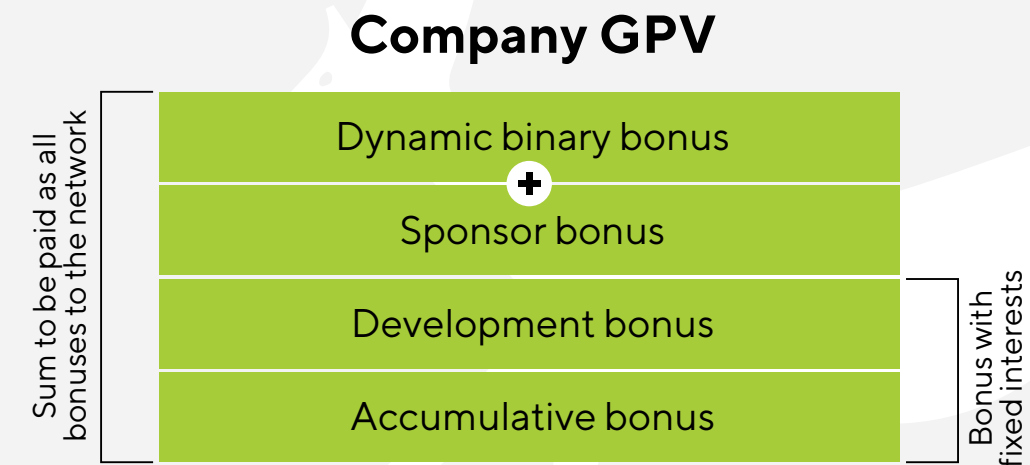
The Binary bonus is paid in form of interests from the binary volume of the small direction of your business center. The interest is dynamic, i.e. changeable.

During each settlement period, the total amount of all bonuses which are accrued at fixed rates (all bonuses, except Binary and Sponsor ones which depend on a binary one) is automatically calculated.

Then the interest to be paid for the Binary bonus is calculated, so that a total amount of payments to the network is 56% of company's total GPV.

Thus, the Dynamic binary bonus size changes monthly without any interest limitation.

The Dynamic binary bonus is paid at the end of the period after all calculations are done and a final interest rate of the Binary bonus for this settlement period is determined.





DYNAMIC BINARY BONUS

How is the dynamic binary bonus calculated?

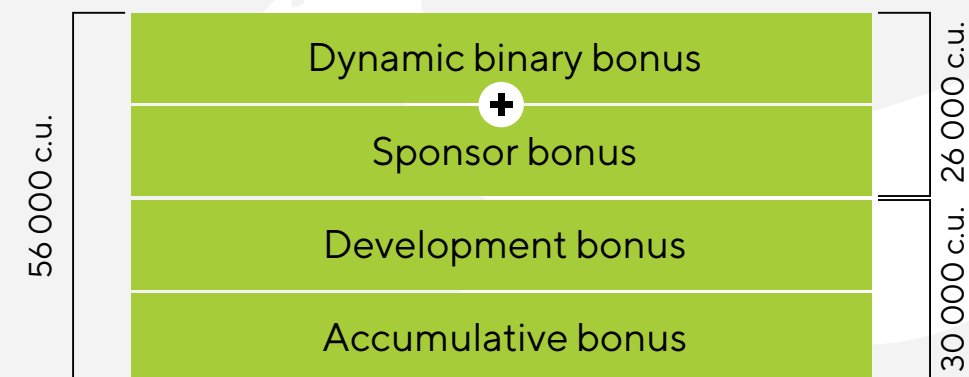
For example:

The total company GPV during the settlement period is 100,000 GPV. It means that the planned sum for payment of all bonuses is 56,000 c.u. (56% of GPV).

The total amount of all accrued fixed bonuses based on results of the period is 30,000 c.u. The remaining 26,000 c.u. are intended for sponsor and the Dynamic binary bonuses payment. The Dynamic binary bonus interest is calculated so that the payments correspond to this amount.

If there are few fixed bonuses, the Binary bonus is big. And vice versa – if there are a lot of accrued fixed bonuses, the Binary bonus interest decreases.

Company GPV: 100,000





DYNAMIC BINARY BONUS

For what minimum volume is the Dynamic Binary Bonus paid?

The Dynamic binary bonus is paid from the binary volume of the small line. After bonus accrual, the same volume is written off from the bigger line of the business center.

How is the volume written-off and accumulated?

ATTENTION!

First of all, starting volumes are written-off in the bigger line, and only then all others. The remaining volumes are transferred to the accumulative volume in this line.

If the starting volume in the bigger line exceeds the binary volume in the small line, the starting volumes remaining after write-off are not accrued.

Bonuses from the accumulated volumes are paid, if the Representative confirms his/her bonus activity. If the activity is not confirmed, the volumes are nullified.

The accumulated volumes may not exceed 300,000 in big direction for GOLD CLUB.



DYNAMIC BINARY BONUS

An example of volumes accumulation.

The Binary Volume of the small line is 2,700 GPV, and of the bigger one – 3,500 GPV. The Binary Bonus is calculated based on the volume of 2,700 GPV, and the same volume is written off from the bigger line.

1. If the Starting Volumes of 500 GPV are in the bigger line, then 800 GPV will be accumulated from the bigger line:
 $3,500 \text{ GPV} - 2,700 \text{ GPV} = 800 \text{ GPV}$

2. If there are 3,000 Starting Volumes in the bigger line, only 500 GPV are accumulated, as starting volumes aren't considered in accumulation.



OBLIGATORY CONDITIONS FOR THE BINARY BONUS RECEPTION:

- 1. It is necessary to confirm your bonus activity.**
- 2. Your qualification should be not lower than 1 CARAT.**
- 3. The left and right lines relative the business center should have at least one active representative of the personal group who confirmed his/her bonus activity.**

If the Representative doesn't confirm the 1 CARAT qualification, the last volume is not accumulated and is transferred to the higher active sponsor; the Binary bonus is not paid, and an accumulative bonus is paid from the group bonus volume according to the current qualification.



DEVELOPMENT BONUS

The Development Bonus is paid to the representatives who have the 3 CARAT qualification and higher. It is equal to 5% of the group qualification volume (GPV) for the current settlement period. The more active the organization is, the more bonuses are received by its Sponsor in the 3 CARAT qualification.

ATTENTION!

During bonus accrual, the Starting Volumes of the Personal Group, as well as the Group Volume of the group representatives who have the 3 CARAT qualification and higher are not considered.

In order to receive the Development Bonus, you have to have confirmed bonus activity



SPONSOR BONUS

Payments for the Sponsor Bonus (% of the binary bonus)

Qualification		CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND	BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR
Generation	1	20	20	25	25	30	30	35	35	40	45	50
	2	-	5	5	5	10	10	10	10	15	15	15
	3	-	-	5	5	5	5	5	5	10	10	10
	4	-	-	-	5	5	5	5	5	5	5	5
	5	-	-	-	-	5	5	5	5	5	5	5
	6	-	-	-	-	-	3	3	3	3	3	3
	7	-	-	-	-	-	-	2	2	2	2	2

After the CRYSTAL rank achievement, you receive a Sponsor Bonus – a reward for the creation of your organization. You will always receive it when you achieve or confirm the CRYSTAL qualification or higher.

How is the sponsor bonus calculated?

The Sponsor Bonus can make up to 50% of the Binary Bonus of the representatives of your Personal Group in 1 CARAT qualification and higher up to the 7th generation (depending on the representative's qualification) during this settlement period. You will receive a Sponsor Bonus based on the results of the settlement period when the required conditions are fulfilled.

The Sponsor Bonus cannot exceed 50% of the Binary Bonus in the current settlement period.

In order to receive the Sponsor Bonus, it is necessary to have confirmed bonus activity.

ATTENTION!

The sponsor of the 3rd or 4th Business center gets a Sponsor Bonus from the Business center where the maximum Binary Bonus is provided.



			PREMIER CLUB			GOLD CLUB			CRYSTAL CLUB					DIAMOND CLUB						Important notes		
			BRONZE	SILVER	GOLD	1 CARAT	2 CARAT	3 CARAT	CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND	BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR			
Retail Reward			Up to 30% of product value															Retail reward is paid according to all purchases made by you (in rubles).				
Mentor bonus	1st generation		800 rubles/16 euro															Mentor bonus. This is an award which you can obtain from each first 50 PV from purchases made in rubles of Representatives of your personal group within the settlement period up to 3rd generation.				
	2nd generation		200 rubles in StartUP/Business status/4 euro																			
	3rd generation		200 rubles in Business status/4 euro																			
Accumulative bonus	Personal volume (% of PV)		4%	8%	14%			21%	21%	21%			21%	21%	21%	21%	21%	21%	Accumulative bonus is calculated in form of interest from your personal volume (PV) and the volume of those Representatives of the 1st line who have a qualification lower than 1 CARAT (the volume of the settlement period is taken into account).			
	Group volume	Representative (% of PV)	4%	8%	14%			21%	21%	21%			21%	21%	21%	21%	21%	21%				
		BRONZE (% of PV)	0%	4%	10%			17%	17%	17%			17%	17%	17%	17%	17%	17%				
		SILVER (% of PV)	0%	0%	6%			13%	13%	13%			13%	13%	13%	13%	13%	13%				
		GOLD (% of PV)	0%	0%	0%			7%	7%	7%			7%	7%	7%	7%	7%	7%				
		Dynamic binary bonus	Small direction (SD)		0%			Payment of bonuses in form of interest from binary volume. The interest is changed dynamically. The interest surplus at the end of the settlement period – 0 GPV														
Big direction (BD)			0%			Payment 0% The interest surplus at the end of the settlement period: GPV (BD) - GPV (SD) (without start volumes)																
Development bonus			0%				5% of GPV (without start volumes)															Development bonus is accrued in form of interest of the group volume of those Representatives of your personal group who have a qualification lower than 3 CARAT (the volume of the settlement period is taken into account, start purchases are not taken into account).
Sponsor bonus	1st generation		0%						20%	20%	25%	25%	30%			30%	35%	35%	40%	45%	50%	Sponsor bonus is paid in form of interests of the binary bonus of each Representative of your personal group who has a qualification of 1 CARAT and higher (according to results of the settlement period).
	2nd generation		0%						0%	5%	5%	5%	10%			10%	10%	10%	15%	15%	15%	
	3rd generation		0%						0%	0%	5%	5%	5%			5%	5%	5%	10%	10%	10%	
	4th generation		0%						0%	0%	0%	5%	5%			5%	5%	5%	5%	5%	5%	
	5th generation		0%						0%	0%	0%	0%	5%			5%	5%	5%	5%	5%	5%	
	6th generation		0%						0%	0%	0%	0%	0%			3%	3%	3%	3%	3%	3%	
	7th generation		0%						0%	0%	0%	0%	0%			0%	2%	2%	2%	2%	2%	

MARKETING PLAN IN NUMBERS



MULTI-CURRENCY

You use the currency depending on the region where you perform your activities. At the present moment, euro (for EU countries) and rubles (for other countries) are available. The bonuses are calculated in currency of the purchase. Therefore, several cash accounts are available for you (by the number of currencies) on which your bonuses are accrued.

Retail Award. It is accrued based on your purchases and your customer purchases, to the account with respective purchase currency.

An example: The currency of your region is euros. After you make a purchase for 100 PV, your Retail Award is accrued to your euro account in your Personal Account. If your customer is not in the European zone and makes a purchase in rubles, the Retail Award for his/her order is accrued to your ruble account in your Personal Account.

Mentor Bonus. It is credited from purchases made by representatives of Your personal group to the account in which the purchase was made.



MULTI-CURRENCY

Accumulating bonus. The accumulating bonus on the personal sales volume is accrued to accounts proportionally to the amount of PV from purchases in different currencies.

An example. You have 500 PV of personal sales registered in the US store for the reporting period. And one of your clients makes a 100 PV purchase in rubles. The accumulating bonus on the personal sales will be calculated for 600 PV. As a result, 1/6th of the bonus will be accrued to the ruble account, and 5/6th - to the dollar account. The accumulating bonus on the group volume is calculated in the same way.

Dynamic Binary Bonus. It is calculated in aggregate for all volumes (all currencies). The distribution of the bonus between the accounts is proportional to the number of PV of respective currencies in a weak leg.

For example. The volume of your strong leg is 2,000 PV. 100 PV - from purchases in rubles and 1,900 PV - from purchases in dollars. The weak leg volume was 1,000 PV. 800 PV of them are from purchases in rubles and 200 PV - from purchases in dollars. That's the volume that is used to calculate the Dynamic Binary Bonus. 1/5th (200 PV out of 1,000 PV) will be accrued to the dollar account, and 4/5th (800 PV out of 1,000 PV) - to the ruble account.



MULTI-CURRENCY

The Development Bonus. The bonus is added to the account of the currency that is used for purchasing.

The Sponsor Bonus. It is an interest from the Dynamic Binary Bonus of your partner. Depending on the distribution of the bonus among the accounts of your partner, you will get the Sponsor Bonus to the similar accounts of the corresponding currencies.

The background features a repeating pattern of white silhouettes of various animals on a light gray background. The animals include a large bison in the upper left, a bird of prey in the upper center, a porcupine in the upper right, a deer in the middle right, a smaller deer in the middle left, a bear in the lower left, a moose in the lower center, and a bison in the lower right.

DRIVE CLUB



DRIVE CLUB VILAVI

VILAVI business is a high-status business. We developed the DRIVE CLUB VILAVI Car Program specially for VILAVI Company representatives. Every participant of the DRIVE CLUB gets car at the expense of the company.

You just develop your business with VILAVI, join the DRIVE CLUB and get behind a wheel the brended car!

HOW CAN YOU BECOME A DRIVE CLUB VILAVI PARTICIPANT?

- 1. Confirm or achieve the 3 CARAT qualification and higher**
- 2. Hold the qualification for a set number of periods**
- 3. Sent the request**
- 4. Get the terms of the program and a list of approved vehicles**
- 5. Hold the qualification for 1,5 years, if you chose Harley Davidson, or for 3 years, if you chose a car***

*send an email to info@vilavi.com for more information about program in your region



List of brands and cars participating in the program **DRIVE CLUB VILAVI**

Toyota

All models except the Toyota Corolla

Volkswagen

All models except the Volkswagen Polo

MINI Cooper

All models

Chevrolet

All models

Audi

All models

BMW

All models

Volvo

All models

Ford

All models

Range Rover

All models

Mercedes-Benz

All models

Cadillac

All models

Lexus

All models

Infiniti

All models

Jeep

All models

Tesla

All models

Honda

All models

Nisan

All models

Brands and models of vehicles that are not listed in the list are agreed upon additionally. The company reserves the right to make a final decision on adding the proposed option to the list of vehicles participating in the program.

The background features a repeating pattern of white silhouettes of various animals, including birds, deer, and a bison, set against a light gray background. The silhouettes are stylized and appear to be part of a larger, larger-scale pattern.

STAGE 3

ENHANCEMENT



CAREER LADDER

VILAVI business includes 4 clubs:



**PREMIER
CLUB**



**GOLD
CLUB**



**CRYSTAL
CLUB**



**DIAMOND
CLUB**

The VILAVI business is based on simple and clear rules. Your qualification and the status of your club show the success rate of your business.

You get new awards and privileges with each higher qualification and with the transition to a new club.



PREMIER CLUB VILAVI

Rank	Qualification Group Volume
BRONZE	500 GPV
SILVER	1000 GPV
GOLD	2000 GPV

You enter the PREMIER CLUB at the very beginning of your business with VILAVI. This club includes three qualifications: BRONZE, SILVER and GOLD. In order to get a new qualification in the PREMIER CLUB, you need to just sell products of the company and start the formation of your partners team — your Personal Group. Ranks are assigned according to the executed volumes in the current qualification period.

ATTENTION! The partner starts each new settlement period with the "Representative" qualification.



GOLD CLUB VILAVI

You enter the GOLD CLUB when your business begins to develop actively. You increase sales volume, register partners, get to a new level of income and access to new bonuses and company opportunities.

Rank	Accumulated group volume	Qualification group volume	Number of representatives in the first line	Number of qualification periods
1 CARAT	3 000 GPV	2 000 GPV	—	—
2 CARAT	—	6 000 GPV	2 x 1 CARAT	1
3 CARAT	—	12 000 GPV	2 x 1 CARAT	2

ATTENTION!

To confirm any GOLD CLUB qualification and to receive any GOLD CLUB rank, it is necessary to have confirmed bonus activity.

In order to receive the 3 CARAT rank, it is necessary to fulfill conditions of 2 qualification periods in a row. In each of the two periods, you have to accumulate the volume of 12 000 GPV.



CRYSTAL CLUB VILAVI

Rank	Qualification group volume	Number of representatives in the first line	Number of qualification periods
CRYSTAL	20 000 GPV	4 x 1 CARAT	3
RUBIN	30 000 GPV	6 x 1 CARAT	3
SAPPHIRE	50 000 GPV	2 x 3 CARAT	3
EMERALD	100 000 GPV	2 x CRYSTAL	3
DIAMOND	150 000 GPV	2 x 3 CARAT 2 x CRYSTAL	3

The elite club for successful representatives of the VILAVI Company. The CRYSTAL CLUB membership demonstrates that your business steadily develops. You have achieved good results and earn a lucrative reward.

ATTENTION!

To confirm any **CRYSTAL CLUB** qualification and to receive any **CRYSTAL CLUB** rank, it is necessary to have confirmed bonus activity.

Starting from the **CRYSTAL** rank, getting a rank requires fulfillment of the conditions of several qualification periods in a row. If you fulfill the conditions in each of the periods, the Sponsor Bonus is calculated according to the achieved qualification. Having achieved the **CRYSTAL** rank, you get two additional business centers that participate in the Binary Bonus formation.



DIAMOND CLUB VILAVI

Rank	Qualification group volume	Number of representatives in the first line	Number of qualification periods
BLACK DIAMOND STAR	300 000 GPV	2 x EMERALD	3
RED DIAMOND STAR	500 000 GPV	2 x DIAMOND	3
GREEN DIAMOND STAR	1 000 000 GPV	2 x BLACK DIAMOND	4
BLUE DIAMOND STAR	1 500 000 GPV	2 x RED DIAMOND	5
VIOLET DIAMOND STAR	2 000 000 GPV	3 x RED DIAMOND	6
PURPLE DIAMOND STAR	3 000 000 GPV	2 x GREEN DIAMOND	6

The highest level of the VILAVI career ladder. Entering the DIAMOND CLUB, you receive special bonuses, rewards and privileges.

ATTENTION!

To confirm any DIAMOND CLUB qualification and receive any rank of the DIAMOND CLUB, it is necessary to have confirmed bonus activity. Starting from the CRYSTAL rank, getting a rank requires fulfillment of the conditions of several qualification periods in a row. If you fulfill the conditions in each of the periods, the Sponsor Bonus is calculated according to the achieved executed qualification. Having achieved the BLACK DIAMOND STAR rank, you get the fourth business center.



GOLD CLUB		
1 CARAT	2 CARAT	3 CARAT
3 000 GPV		
2 000 GPV	6 000 GPV	12 000 GPV
	2 x 1 CARAT	2 x 1 CARAT
Confirmed bonus	Confirmed bonus	Confirmed bonus
1	1	2
If certain qualification level is achieved, we provide honorary distinctions in accordance with the award procedures at a Recognition Ceremony		
✓	✓	✓
✓	✓	✓
✓	✓	✓
up to 21%	up to 21%	up to 21%
✓	✓	✓
		✓
		Any car subject to the car program
✓	✓	✓

CRYSTAL CLUB				
CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND
20 000 GPV	30 000 GPV	50 000 GPV	100 000 GPV	150 000 GPV
4 x 1 CARAT	6 x 1 CARAT	2 x 3 CARAT	2 x CRYSTAL	2 x CRYSTAL 2 x 3 CARAT
Confirmed bonus	Confirmed bonus	Confirmed bonus	Confirmed bonus	Confirmed bonus
3	3	3	3	3
If certain qualification level is achieved, we provide honorary distinctions in accordance with the award procedures at a Recognition Ceremony				
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
up to 21%	up to 21%	up to 21%	up to 21%	up to 21%
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
up to 20%	up to 20%	up to 25%	up to 25%	up to 30%
Any car subject to the car program				
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
		✓	✓	✓



			DIAMOND CLUB						
Qualification			BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR	
Conditions of rank receipt	Accumulative Group Volume								
	Qualified Group Volume		300 000 GPV	500 000 GPV	1 000 000 GPV	1 500 000 GPV	2 000 000 GPV	3 000 000 GPV	
	First line Representatives		2 x EMERALD	2 x DIAMOND	2 x BLACK DIAMOND	2 x RED DIAMOND	3 x RED DIAMOND	2 x GREEN DIAMOND	
	Activity		Confirmed bonus	Confirmed bonus	Confirmed bonus	Confirmed bonus	Confirmed bonus	Confirmed bonus	
	Number of qualification periods		3	3	4	5	6	6	
Bonuses, compensations and privileges	Recognition mark		If certain qualification level is achieved, we provide honorary distinctions in accordance with the award procedures at a Recognition Ceremony						
	Fixed Bonuses	Retail Reward, in rubles	✓	✓	✓	✓	✓	✓	
		Mentor Bonus, in rubles	✓	✓	✓	✓	✓	✓	
		Remuneration for the purchases of customers, in euro	✓	✓	✓	✓	✓	✓	
		Accumulative Bonus	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	
	Dynamic Bonuses	Binary Bonus	✓	✓	✓	✓	✓	✓	
		Development Bonus	✓	✓	✓	✓	✓	✓	
	Sponsor Bonus		up to 30%	up to 35%	up to 35%	up to 40%	up to 45%	up to 50%	
	One-time Reward			50 000 c.u.	100 000 c.u.	200 000 c.u.	500 000 c.u.	1 000 000 c.u.	
	Drive Club		Any car provided by the automobile program of the DRIVE CLUB VILAVI						Special Bonus BENTLEY BENTAYGA
	Journeys	GOLDEN SECTION	✓	✓	✓	✓	✓	✓	
		CRYSTAL DREAM	✓	✓	✓	✓	✓	✓	
		BON VOYAGE	✓	✓	✓	✓	✓	✓	
		Presidential VIP VILAVI service	✓	✓	✓	✓	✓	✓	
		Additionally	Luxury cruise as a present						World tour for two

"CAREER" TABLE

THE TABLE OF PAYMENT LIMITATIONS FOR THE BINARY BONUS DEPENDING ON QUALIFICATION.



Rank	Maximum binary bonus during the settlement period			
1 CARAT	900 c.u.,	720 dollars	720 euro	36 000 rubles
2 CARAT	1 800 c.u.,	1 440 dollars	1 440 euro	72 000 rubles
3 CARAT	3 000 c.u.,	2 400 dollars	2 400 euro	120 000 rubles
CRYSTAL	4 500 c.u.,	3 600 dollars	3 600 euro	180 000 rubles
RUBIN	7 500 c.u.,	6 000 dollars	6 000 euro	300 000 rubles
SAPPHIRE	15 000 c.u.,	12 000 dollars	12 000 euro	600 000 rubles
EMERALD	22 500 c.u.,	18 000 dollars	18 000 euro	900 000 rubles
DIAMOND	45 000 c.u.,	36 000 dollars	36 000 euro	1 800 000 rubles
BLACK DIAMOND STAR	75 000 c.u.,	60 000 dollars	60 000 euro	3 000 000 rubles
RED DIAMOND STAR	150 000 c.u.,	120 000 dollars	120 000 euro	6 000 000 rubles
GREEN DIAMOND STAR	225 000 c.u.,	180 000 dollars	180 000 euro	9 000 000 rubles
BLUE DIAMOND STAR	300 000 c.u.,	240 000 dollars	240 000 euro	12 000 000 rubles
VIOLET DIAMOND STAR	450 000 c.u.,	360 000 dollars	360 000 euro	18 000 000 rubles
PURPLE DIAMOND STAR	Without limitations			

Unpaid bonuses do not expire and remain accumulated.

