

# VILAVI<sup>®</sup>

COMPENSATION PLAN







**STAGE 1**

**START**

# JOINING THE BUSINESS



## IT'S SIMPLE TO START A BUSINESS WITH VILAVI!

You only need to follow three simple steps to do this:

- 1** Go through a simple registration process on the website
- 2** Select one of three business joining plans – "Basic", "StartUP" or "Business"
- 3** Make an initial purchase

Any of the company's products can be used to make the initial purchase.

The higher the business entry status, the more bonuses and rewards the representative receives.



### BASIC

PV volume = 50-99

- Sponsor bonus from first-line partner orders
- Cumulative activity in the current billing period



### STARTUP

PV volume = 100-499

- Sponsor bonus from purchases of first and second generation partners
- Bonus activity in the current billing period



### BUSINESS

PV volume = 500+

- Sponsor bonus from partner purchases from the first to the third generation
- Bonus activity for 2 billing periods
- Bronze Qualification
- Possibility to buy Big Pack kits

### Important!

**If the Business plan is chosen to join, the cost is calculated using the wholesale price immediately after deducting the retail premium and sponsor bonus.**

### UPGRADE

After the initial purchase in the Basic or StartUP plan, you can change the Basic to StartUP status at any time by achieving your total personal volume of at least 150 PV for the period. The transition to the Business status is possible when the total volume of personal purchases for the billing period reaches 500 PV and higher.

Please note that bonus activity for two billing periods is provided only with an initial purchase of 500 PV or more. In the case of an upgrade of the contract to the Business status from the Basic or StartUP statuses, activity is provided only for the billing period when the upgrade is done.



# SPONSOR BONUS

Representatives who have confirmed accumulative activity during the billing period receive this remuneration.

This bonus is awarded for purchases made in the currency of ruble, euro, tenge or Turkish lira. The currency of the bonus accrual depends on the currency of purchases.

**Sponsor bonus depends on the representative's status (Business, Startup or Basic). The higher your status, the greater the reward, as the bonus is credited up to the 3rd generation.**

**Attention!**

**If your partner's purchase volume is less than 50 PV during the period, the sponsor bonus is not credited.**

	Contract status		
Generation	Business	Startup	Basic
1	20 cu.	20 cu.	20 cu.
2	5 cu.	5 cu.	-
3	5 cu.	-	-

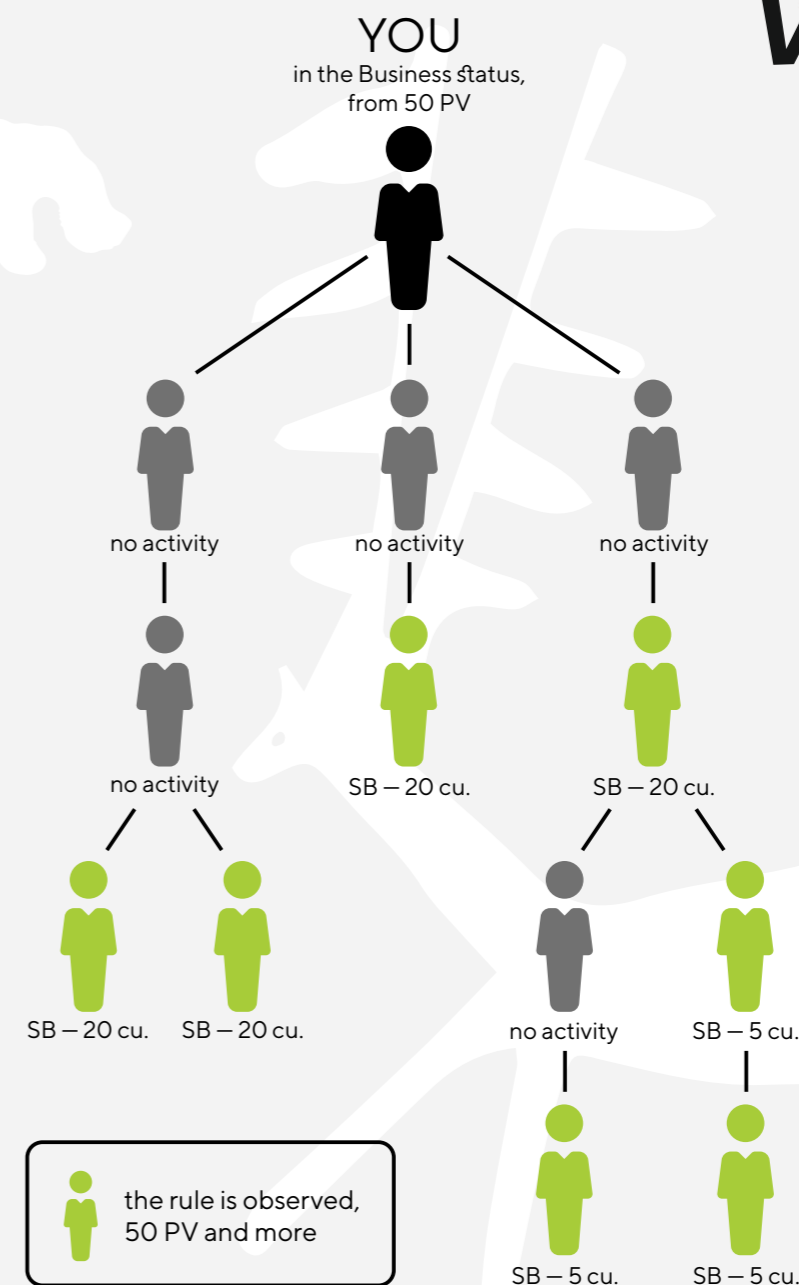
\*cu. values for each currency are posted on page 42



# COMPRESSION

When calculating the sponsor bonus, the cumulative activity of the representatives is taken into account not only in the first line, but also in the inactive partner structure at any depth. In the inactive partner structure, all partners who have confirmed cumulative activity are taken into account. The main condition is that all downstream representatives are not active (there is no cumulative activity).

Thus, if there is no first line partner who has confirmed the cumulative activity, but there is such a partner in the inactive partner structure, the sponsor bonus will be accrued at the end of the billing period.



\*cu. values for each currency are posted on page 42



# RETAIL BONUS

When you or your customers purchase VILAVI products, you receive a reward when you reach a total purchase volume of 50 PV in the billing period. This reward is called a Retail Bonus.

You can view the exact amount of the Retail Bonus from each VILAVI product in your Personal Account in the "Store" section.

**To receive a Retail bonus, you must meet a simple condition: you must generate a personal volume of 50 PV in one billing period. The Retail bonus is calculated based on the results of the billing period, minus the sponsor bonus, or when the PV reaches 100.**



# RETAIL BONUS

When achieving the personal volume (more than 100 PV), the Retail bonus is accrued immediately; for volumes between 50 and 99 PV, the Retail bonus is accrued based on the results of the billing period.

**Attention! If your total purchases during the period are less than 50 PV, the Retail Bonus expires.**

From the Retail Bonus, the Mentor's Bonus, 30 cu., is deducted from every first 50 PV in the billing period. The sponsor's bonus is deducted only once within a billing period.

**Forexample:**

You have placed your first order in the new billing period for 68 PV. To calculate what Retail Bonus will be accrued for this order, you need to deduct 20 c.u. from the amount of the Retail Bonus.

You make another order for 40 PV in the same billing period. For this order, the Retail Bonus will be accrued in full. The Sponsor Bonus will not be deducted.

Since the total volume of the two orders is more than 100 PV, the Retail Bonus will be accrued immediately after the payment for the second order.

\*c.u. values for each currency are posted on page 42



# RETAIL BONUS

The Retail Bonus for the initial purchase with a volume between 50 and 99 PV is accrued after the end of the reporting period minus the Sponsor Bonus.

For purchases between 100 and 499 PV, it is accrued immediately. If your initial purchase is more than 500 PV, the Retail Bonus is not credited to your account; it is deducted from the cost of your order.

## **Example of an initial purchase:**

You have placed your initial order for 510 PV. Since the initial purchase is more than 500 PV, no Retail Bonus will be credited to your account, it is immediately deducted from the order value minus the Sponsor Bonus.

To calculate the amount to be paid, you need to deduct the Sponsor Bonus of 20 c.u. from the Retail Bonus and subtract the resulting value from the total cost of the order.

\*c.u. values for each currency are posted on page 42





# CUSTOMER PURCHASES

Customer purchases within the client program are accounted for in the Personal Volume of the partner whose referral link (or promo code) is used for the purchase.

Customers receive **up to 10%** cashback for each of their purchases.

## **Cashback for clients is accrued as follows:**

5% - if the amount of all previous purchases is from 0 to 10,000 rubles / 112.50 euros / 61,499 ₺

7% - if the purchase amount is from 10,000 rubles to 20,000 rubles / from 112.50 euros to 225 euros / from 61,500 to 123,000 ₺

10% - if the purchase amount is from 20,000 rubles / from 225 euros / from 123,000 ₺

All new customers receive a discount on their first purchase as well as a 5% cashback.

**The volume of customer purchases is taken into account in the representative's Personal volume.**



**In any business, you only make a profit if you are active. Your activity in the VILAVI business has a direct impact on the bonuses and rewards you receive.**

## **BONUS ACTIVITY**

These are your purchases for personal/family consumption and for sale, as well as customer purchases. To confirm the bonus activity, it is necessary to achieve a 100 PV personal volume during the billing period.

### **Why do you need confirmation of bonus activity?**

You get all the monthly bonuses. In addition, confirmed bonus activity is required to close qualifications and ranks from 1 CARAT and higher (if the terms for achieving them are met).

## **CUMULATIVE ACTIVITY**

These are your purchases for personal/family consumption and for sale, as well as customer purchases. To confirm the cumulative activity, it is necessary to achieve a 100 PV personal volume during the billing period.

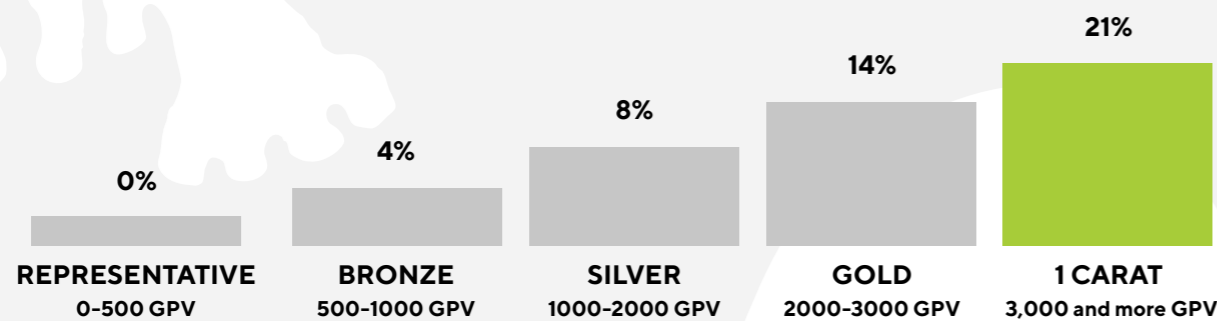
### **Why do you need cumulative activity?**

If cumulative activity is confirmed, you may be eligible for a sponsor bonus as well as a cumulative bonus during the billing period in which the cumulative activity is completed.



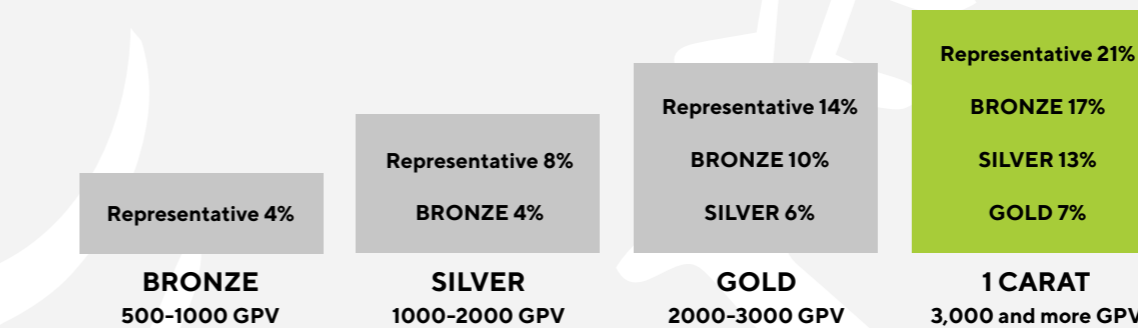
# CUMULATIVE BONUS

This is the reward you receive for the products purchased by you and your personal team. The cumulative bonus amount depends on the qualification.



## What bonus do you get from personal purchases?

Each personal purchase earns you a fixed bonus. The bonus amount depends on your qualifications. For example, if your qualification is SILVER, you get an 8% bonus from a personal purchase. If your qualification is 1 CARAT or higher, you get a bonus of 21%.



## What bonus do you get from purchases of your personal group?

With the purchases of a representative of your personal group, you receive a bonus in the form of the difference between the qualifications of a representative of your first line and your qualifications. A cumulative bonus is awarded for each purchase.

## IMPORTANT!

The cumulative bonus based on the billing period results is paid only if you have confirmed the bonus or cumulative activity during this period.



# CUMULATIVE BONUS

**The cumulative bonus for personal purchases is calculated stage by stage.**

That is, having reached 1 CARAT in the first qualifying period, you can not immediately receive a Cumulative Bonus of 21%. The percentages from the first 500 PV received before the Bronze qualification are counted according to the "Representative" qualification. The next 500 PV required to achieve the Silver qualification are counted according to the Bronze qualification. The following calculations are done in a similar way.

**For example,** your personal volume in the first period is 800 PV, your team's volume is 1,500 GPV. Total - 2,300 GPV. At the end of the period, your qualification will change from Representative to Gold.

First, the Cumulative Bonus will be calculated for the Personal Volume (Fig.1)

500 PV \* 0%  
300 PV \* 4% = 12 cu.



Then the Cumulative Bonus for the Team Volume is calculated.

**For example,** you have two representatives in the first line, one of them is in the Bronze qualification with a group volume of 500 GPV and the second representative is in the Silver qualification with a group volume of 1,000 GPV.

1. Your qualification Gold 'minus' the qualification of the first representative Bronze =  $10\% * 500 \text{ GPV} = 50 \text{ cu.}$
2. Your qualification Gold 'minus' the qualification of the second Silver representative =  $6\% * 1,000 \text{ GPV} = 60 \text{ cu.}$  Total 110 cu. Cumulative Bonus for the Team Volume. You start the next period with the Gold qualification with an accumulated volume of 2300 GPV. When calculating the cumulative bonus from the PV, the stages will be calculated based on this qualification. (Fig. 2) After achieving the 1 CARAT qualification in the next period and further, the cumulative bonus for the PV will always be calculated according to the current qualification (not stage by stage).

\*c.u. values for each currency posted on page 42





**STAGE 2**

# **DEVELOPMENT**



# DYNAMIC BINARY BONUS

A dynamic binary bonus is a reward for your contribution to the development of your business structure. This type of reward is available only for representatives with the qualification from 1 CARAT and higher who have confirmed bonus activity.

## **Placement in the binary tree**

When the rank of 1 CARAT is reached, the representative is placed in the Binary Tree of his or her sponsor. From this moment on, the Representative begins to build his or her own Binary tree. The sponsor of a Representative who reaches the rank of 1 CARAT has to place him or her in his Binary Tree during the billing period, otherwise, before bonuses are calculated, the Representative is automatically placed in the Binary Tree in a smaller branch.



# DYNAMIC BINARY BONUS

## How is the dynamic binary bonus calculated?

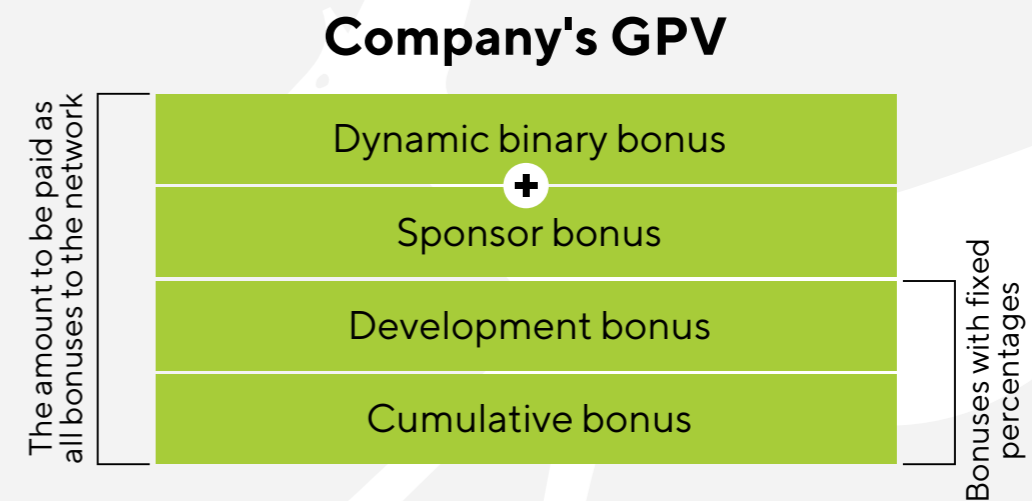
The amount to be paid as all bonuses to the networkThe binary bonus is paid as a percentage of the binary volume of a small branch of your business center. The percentage is dynamic, i.e. changeable.

During each billing period, the total amount of all bonuses that are accrued at fixed rates is automatically calculated (all bonuses except binary and sponsor bonuses, which depend on the binary bonus.)

After that, it is calculated how much interest has to be paid for the binary bonus so that the total amount of payments to the network is 56% of the total company's GPV.

Thus, the size of the dynamic binary bonus changes monthly without interest restrictions.

**The dynamic binary bonus is paid out at the end of the period after all calculations are made and the final percentage of the binary bonus for the billing period is determined.**





# DYNAMIC BINARY BONUS

## How is the dynamic binary bonus calculated?

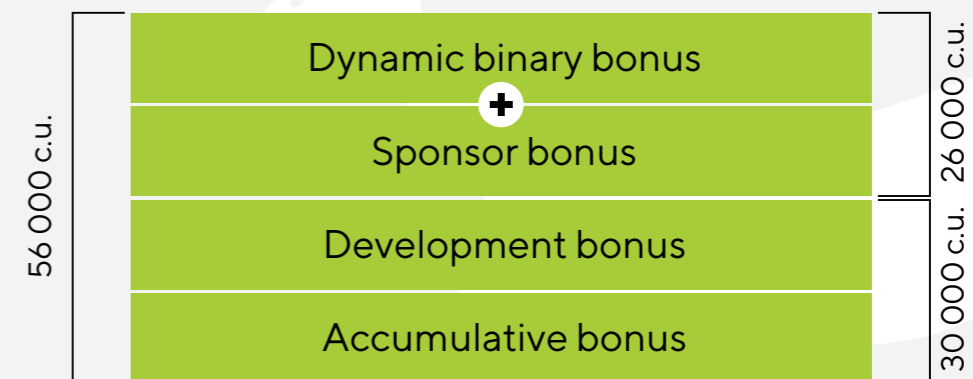
### For example:

The total GPV of the company in the billing period is 100,000 GPV. This means that the planned amount for the payment of all bonuses is USD 56,000 (56% of GPV).

The total amount of all accrued fixed bonuses according to the results of the period is 30,000 USD. The remaining 26,000 cu. are used for the payment of the sponsor bonus and the dynamic binary bonus. The percentage of the dynamic binary bonus will be calculated so that the payouts correspond to this amount.

The binary bonus is large when there are few fixed bonuses. If there are a lot of fixed bonuses, the percentage of the binary bonus decreases.

### Company's GPV is 100,000



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# DYNAMIC BINARY BONUS

## **For what volume is the dynamic binary bonus paid?**

The dynamic binary bonus is paid for the binary volume of a small branch. After the bonus is credited, the same amount is deducted from the larger branch of the business center.

## **How are volumes written-off and accumulated?**

### **IMPORTANT!**

First of all, the starting volumes are written off in the larger branch, and only then – all the others. The remaining volumes are transferred to the cumulative volume in this branch.

If the size of the starting volume in the larger branch exceeds the size of the binary volume in the smaller branch, the remaining starting volumes are not accumulated after the write off.

If the representative confirms the bonus activity further, bonuses for the accumulated volumes are paid. If the activity is not confirmed, the volumes are reset to zero.

The accumulated volumes cannot exceed 300,000 in a larger branch for the GOLD CLUB.



# DYNAMIC BINARY BONUS

## **An example of volume accumulation.**

The binary volume of the small branch is 2,700 GPV, and in the larger one, it is 3,500 GPV. The binary bonus is calculated for the volume of 2,700 GPV, and the same amount is deducted from the larger branch.

- 1.** If the larger branch has 500 GPV of starting volumes, 800 GPV from the larger branch will be used for accumulation:  
 $3,500 \text{ GPV} - 2,700 \text{ GPV} = 800 \text{ GPV}$
- 2.** If there are 3,000 GPV starting volumes in the larger branch, only 500 GPV are used for accumulation, since the starting volumes are not taken into account in the accumulation.



# OBLIGATORY CONDITIONS FOR RECEIVING A BINARY BONUS:

- 1. You must confirm your bonus activity.**
- 2. Your qualification must be at least 1 CARAT.**
- 3. There should be at least one active representative of the personal team in the left and right branches of the business center, who confirm their bonus activity.**

If the representative does not confirm the qualification of 1 CARAT, the past volume is not accumulated; it is transferred to the upline active sponsor; no binary bonus is paid; and a cumulative bonus is paid for the team bonus volume according to the conditions of the current qualification.



# DEVELOPMENT BONUS

The development bonus is paid to the representatives who are in the qualification of 3 CARAT and higher. It is 5% of the team qualification volume (GPV) for the current billing period. The more active the organization is, the more bonuses its sponsor receives in the 3 CARAT qualification and higher.

## **IMPORTANT!**

**When calculating the bonus, the starting volumes of the personal team are not taken into account, as well as the team volume of the team representatives who are in the 3 CARAT qualification and higher.**

**To receive a development bonus, you must have confirmed bonus activity**





# SPONSOR BONUS

## Sponsor bonus payments - % 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	

When you reach the CRYSTAL rank, you are awarded a sponsor bonus, which is a reward for building your organization. You will receive it whenever you close or confirm the CRYSTAL qualification or higher.

### How is the sponsor bonus calculated?

The sponsor bonus can be up to 50% of the binary bonus of your personal team representatives in the qualification of 1 CARAT and higher, up to the 7th generation (depending on the qualifications of the representative) accrued in the billing period. You will receive a sponsor bonus based on the results of the billing period if the required conditions are met.

**The sponsor bonus cannot be more than 50% of the binary bonus in the current billing period.**

**To receive a sponsor bonus, you must have confirmed bonus activity.**

### IMPORTANT!

**If a representative has 3 or 4 Business Centers, his or her sponsor receives a sponsor bonus from the Business Center for which the maximum binary bonus is accrued.**



		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 bonus		Up to 30% of the goods cost															<b>The Retail bonus</b> is paid for all purchases made by you personally and your clients			
Sponsor bonus	1st generation	20 cu.															<b>Sponsor bonus.</b> This is a reward for every first 50 PV for purchases of your personal team representatives up to the third generation during the billing period.			
	2nd generation	5 cu.																		
	3rd generation	5 cu.																		
Cumulative bonus	Personal volume (% of PV)	4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	<b>The cumulative bonus</b> is accrued as a percentage of your personal volume (PV) and the volume of your first line representatives who are qualified below 1 CARAT (the billing period volume is taken into account).	
		Representative (% of PV)	4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%		
	Group volume	BRONZE (% of PV)	0%	4%	10%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%		
		SILVER (% of PV)	0%	0%	6%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%		
		GOLD (% of PV)	0%	0%	0%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%		
Dynamic binary bonus	Small branch (SB)	0%			Payment as the binary volume percentage. The percentage changes dynamically. The remaining volume at the end of the billing period is 0 GPV															<b>The dynamic binary bonus</b> is accrued as a percentage of your binary volume – the volume of your business centers in the binar within one billing period. The bonus amount depends on the amount of all other bonuses accrued in the given billing period.
	Big branch (BB)	0%			Payout 0% The remaining volume at the end of the billing period: payment of 0% GPV (BB) - GPV (SB)															
Development bonus		0%			5% of GPV (without starting volumes)															<b>The development bonus</b> is accrued as a percentage of the team volume of your personal team representatives ranked below 3 CARAT (the volume of the billing period is taken into account, starting purchases are not taken into account).
Sponsor bonus	1st generation	0%			20%	20%	25%	25%	30%	30%	35%	35%	40%	45%	50%					<b>The sponsor bonus</b> is paid as % of the binary bonus of each representative in your personal team in the qualification of 1 CARAT and higher, according to the billing period results.
	2nd generation	0%			0%	5%	5%	5%	10%	10%	10%	15%	15%	15%						
	3rd generation	0%			0%	0%	5%	5%	5%	5%	5%	10%	10%	10%						
	4th generation	0%			0%	0%	0%	5%	5%	5%	5%	5%	5%	5%						
	5th generation	0%			0%	0%	0%	0%	5%	5%	5%	5%	5%	5%						
	6th generation	0%			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						
	7th generation	0%			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						

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# MARKETING PLAN IN NUMBERS



# MULTICURRENCY

Depending on the region where you do your business, you use the currency of your region. At the moment, euros (for EU countries), tenge (for Kazakhstan), lira (for Turkey) and rubles (for all other countries) are available.

Bonuses are also calculated in the currency in which the purchase is made. Therefore, you may use several money accounts (according to the number of currencies), where your bonuses are credited.

**Retail bonus.** It is accrued for your purchases and your customers' purchases, to the account where the purchase is made.

**Example.** The currency of your region is euro. After a purchase for 100 PV, your Retail bonus is credited to your euro account in your Personal Account. For your customers' purchases made in rubles, tenge, lira, a Retail Bonus for their orders will be credited to bonus accounts in the corresponding currencies.

**Sponsor bonus.** It is credited for purchases made by representatives of your personal team to the account where the purchase is made.



# MULTICURRENCY

**Cumulative bonus.** The cumulative bonus from personal purchases is credited to bonus accounts in proportion to the amount of PV from purchases in different currencies.

**Example.** If you make a purchase in euro for 500 PV, and your client makes a purchase for 100 PV in rubles, the cumulative PV bonus is credited for 600 PV. Thus,  $1/7$  of the bonus will be credited to the ruble bonus account,  $1/7$  to the tenge account, and  $5/7$  to the euro account. In the same way, the cumulative bonus is distributed for the team volume.

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

**Example.** The volume of your profit leg is 2,000 PV. Of these, 100 PV from purchases in euro currency, 1,900 PV from purchases in rubles and 500 PV from purchases in tenge. The volume of the weak leg is 1,200 PV. Of these, 800 PV is from purchases in euro currency, 200 PV is from purchases in rubles and 200 PV is from purchases in tenge. The Dynamic Binary Bonus is accrued from this particular volume.  $1/6$  (200 PV out of 1200 PV) will be credited to the ruble account,  $1/6$  (200 PV out of 1200 PV) to the tenge account and  $4/6$  (800 PV out of 1200 PV) to the euro account.



# MULTICURRENCY

**Development bonus.** It is credited to bonus accounts in accordance with the currency of the volumes in different values in your personal group.

**Sponsor bonus.** This is a percentage of your partner's Dynamic Binary Bonus. Depending on the bonus distribution to your partner's accounts, you will have a sponsor bonus to similar cash accounts of the corresponding currencies.





# MOTIVATIONAL PROGRAMS

The Company has additional motivation programs for Representatives in the rank of 3 CARAT: DRIVE CLUB and "Money for a goal".



# DRIVE CLUB VILAVI

To become a member of the Program, a Company representative must achieve or confirm the qualification of 3 CARAT and higher. The performance must be maintained for a specified number of periods, depending on the qualification, according to the program terms.

Detailed terms of the program are posted in the representative's personal account.



# MONEY FOR A GOAL

Within the "Money for a Goal" program, there is an opportunity for you to receive monetary remuneration from the Company to achieve your goal!

The opportunity to participate in this motivational program is given to representatives who have complete the qualification of 3 CARAT and higher. The application can be submitted in the period following the period when the qualification is achieved.

Detailed terms of the program are posted in the representative's personal account.



**STAGE 3**

# **STRENGTHENING**



# CAREER LADDER

There are 4 clubs in the VILAVI business:



VILAVI's business is based on clear and simple rules. An indicator of your business' success is your qualification and the club you are in.

**With each higher qualification and with the transition to a new club, you get new bonuses and privileges**





# PREMIER CLUB VILAVI

Rank	Qualification team volume
<b>BRONZE</b>	500 GPV
<b>SILVER</b>	1000 GPV
<b>GOLD</b>	2000 GPV

At the very beginning of your business with VILAVI, you join the PREMIER CLUB. There are three qualifications in this club: BRONZE, SILVER and GOLD. In order to achieve new qualifications in the PREMIER CLUB, you just need to sell the company's products and start forming your team of partners – your personal team. Ranks are assigned according to the achieved volumes in the current qualification period.

**When joining with Business, you get the BRONZE qualification.**

**IMPORTANT! The partner starts each new billing period with the Representative qualification.**



# GOLD CLUB VILAVI

You move to the GOLD CLUB when your business begins to develop actively. You increase sales, recruit partners, get to a new level of income and an access to Company's new bonuses and opportunities.

Rank	Accumulated team volume	Qualification team volume	Number of first line representatives	Number of qualifying periods
<b>1 CARAT</b>	3 000 GPV	2 000 GPV	—	—
<b>2 CARAT</b>	—	6 000 GPV	2 x 1 CARAT	1
<b>3 CARAT</b>	—	12 000 GPV	2 x 1 CARAT	2

## IMPORTANT!

**To confirm any GOLD CLUB qualification and obtain any GOLD CLUB rank, you must have confirmed bonus activity.**

**To obtain the 3 CARAT rank, the conditions of two consecutive qualifying periods must be met. It is necessary to accumulate a volume of 12,000 GPV in each of the two periods.**

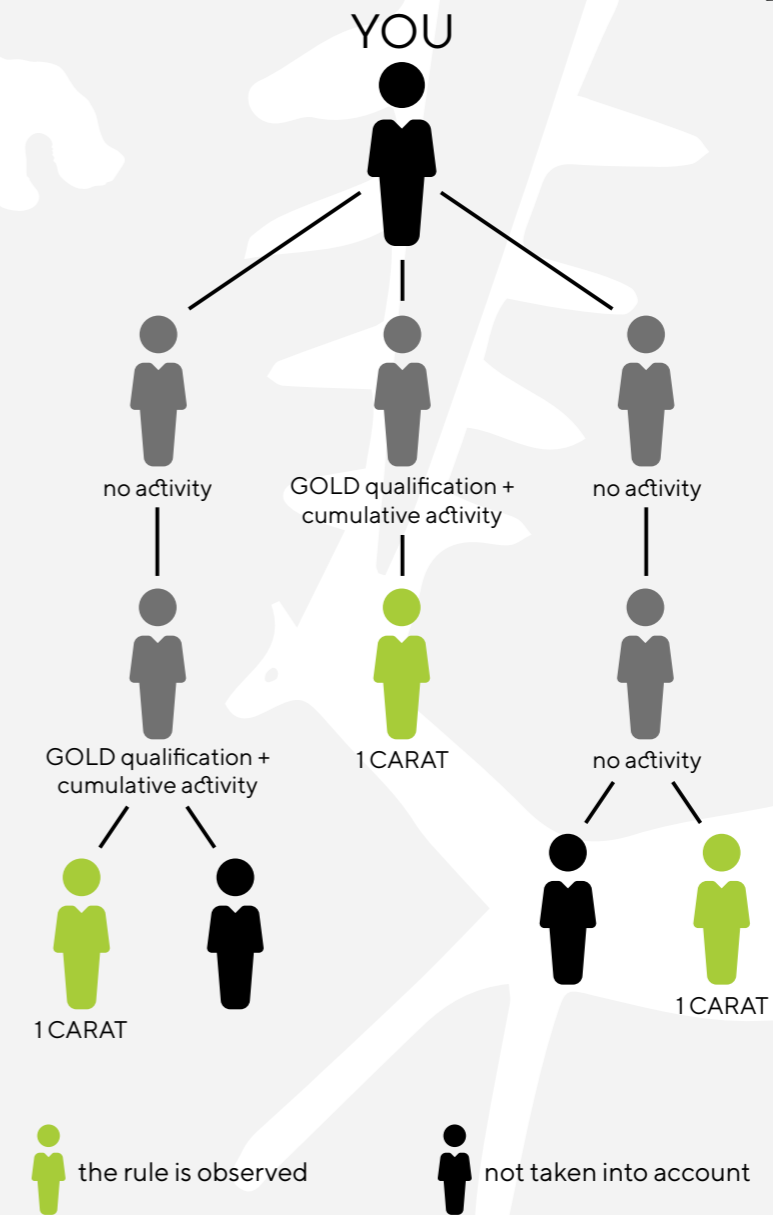
# COMPRESSION

**When qualifications from 2 CARAT to RUBIN are achieved, there is compression if all downline representatives up to the partner are in the right qualifications:**

1. Not active
2. Have cumulative activity and the GOLD qualification

In the structure of an inactive partner/partner with cumulative activity and in the GOLD qualification, a maximum of one partner is taken into account. The main condition is that all representatives up to the partner in the required qualification meet the compression requirements.

Thus, if a representative is lacking in the first line in the 1 CARAT qualification to achieve a qualification, for example, 3 CARAT, but there is such a partner in the structure of an inactive partner or a partner with the GOLD qualification and cumulative activity, the qualification of 3 CARAT is provided.





# CRYSTAL CLUB VILAVI

Rank	Qualification team volume	Number of first line representatives	Number of qualifying periods
<b>CRYSTAL</b>	20 000 GPV	4 x 1 CARAT	3
<b>RUBIN</b>	30 000 GPV	6 x 1 CARAT	3
<b>SAPPHIRE</b>	50 000 GPV	2 x 3 CARAT	3
<b>EMERALD</b>	100 000 GPV	2 x CRYSTAL	3
<b>DIAMOND</b>	150 000 GPV	2 x 3 CARAT 2 x CRYSTAL	3

An elite club for successful VILAVI representatives. Membership in the CRYSTAL CLUB indicates that your business is developing steadily. You have achieved excellent results and have been adequately compensated.

## **IMPORTANT!**

**To confirm any CRYSTAL CLUB qualification and obtain any CRYSTAL CLUB rank, you must have confirmed bonus activity. Starting from the CRYSTAL rank, in order to obtain the rank, it is necessary to fulfill the conditions for three consecutive qualifying periods. If the conditions are met in each of the periods, the sponsorship bonus is calculated based on the achieved qualification. When you reach the CRYSTAL rank, you get 2 additional business centers that participate in the of the binary bonus accrual.**



# DIAMOND CLUB VILAVI

Rank	Qualification team volume	Number of first line representatives	Number of qualifying periods
<b>BLACK DIAMOND STAR</b>	300 000 GPV	2 x EMERALD	3
<b>RED DIAMOND STAR</b>	500 000 GPV	2 x DIAMOND	3
<b>GREEN DIAMOND STAR</b>	1 000 000 GPV	2 x BLACK DIAMOND	4
<b>BLUE DIAMOND STAR</b>	1 500 000 GPV	2 x RED DIAMOND	5
<b>VIOLET DIAMOND STAR</b>	2 000 000 GPV	3 x RED DIAMOND	6
<b>PURPLE DIAMOND STAR</b>	3 000 000 GPV	2 x GREEN DIAMOND	6

The highest level of the VILAVI career ladder. When joining the DIAMOND CLUB, you get special bonuses, rewards and privileges.

## IMPORTANT!

To confirm any DIAMOND CLUB qualification and obtain any DIAMOND CLUB rank, it is necessary to have confirmed bonus activity. Starting from the CRYSTAL rank, to obtain a rank, it is necessary to fulfill the conditions for several qualifying periods in a row. If the conditions are met in each of the periods, the sponsor bonus is calculated based on the completed qualification. You get the 4th Business Centre when you reach the rank of BLACK DIAMOND STAR.





		PREMIER CLUB			
Qualification		BRONZE	SILVER	GOLD	
Conditions for obtaining a rank	Cumulative group volume	500 GPV	1000 GPV	2 000 GPV	
	Qualification team volume				
	Number of first line representatives				
	Activity	Confirmed bonus	Confirmed bonus	Confirmed bonus	
	Number of qualification periods				
Bonuses, compensations and privileges	Recognition	Certificate, distinctive sign			
	Fixed Bonuses	Retail Reward, in rubles	✓	✓	✓
		Mentor Bonus, in rubles	✓	✓	✓
		Remuneration for the purchases of customers, in euro	✓	✓	✓
		Cumulative bonus	4%	up to 8%	up to 14%
	Dynamic Bonuses	Binary Bonus			
		Development Bonus			
	Sponsor Bonus				
	Lumpsum bonus				
	Drive Club				
	Journeys	GOLDEN SECTION			
		CRYSTAL DREAM			
		BON VOYAGE			
Presidential VIP VILAVI service					
Additionally					

GOLD CLUB		
1 CARAT	2 CARAT	3 CARAT
3 000 GPV		
2 000 GPV	6 000 GPV	12 000 GPV
	2x1 CARAT	2x1 CARAT
Confirmed bonus	Confirmed bonus	Confirmed bonus
1	1	2
When you achieve a certain qualification, we award you with some recognition of excellence signs in accordance with the rules of awarding, at the 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
When you reach a certain qualification, we award you with some recognition of excellence signs in accordance with the rules of awarding, 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 under the car program				
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
		✓	✓	✓

# THE "CAREER" TABLE



		DIAMOND CLUB						
Qualification		BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR	
Conditions for obtaining a rank	Cumulative group volume							
	Qualification team volume	300 000 GPV	500 000 GPV	1 000 000 GPV	1 500 000 GPV	2 000 000 GPV	3 000 000 GPV	
	Number of 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, rewards and privileges	Recognition	When you reach a certain qualification, we award you with some recognition of excellence signs in accordance with the rules of awarding, at a Recognition Ceremony						
	Fixed Bonuses	Retail bonus, rubles	✓	✓	✓	✓	✓	✓
		Sponsor bonus, rubles	✓	✓	✓	✓	✓	✓
		Number of first line representatives	✓	✓	✓	✓	✓	✓
		Cumulative 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%	
	Lumpsum bonus		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 under the DRIVE CLUB VILAVI car program						BENTLEY BENTAYGA Special Bonus
	Journeys	GOLDEN SECTION	✓	✓	✓	✓	✓	✓
		CRYSTAL DREAM	✓	✓	✓	✓	✓	✓
		BON VOYAGE	✓	✓	✓	✓	✓	✓
		Presidential VIP VILAVI service	✓	✓	✓	✓	✓	✓
Additionally		Luxury cruise as a gift					Round-the-world trip for two	

THE "CAREER" TABLE

# BASIC TERMS AND DEFINITIONS



## VOLUME

### PERSONAL VOLUME

A certain volume, PV, corresponds to each VILAVI product. Personal volume is a volume of products in PV purchased personally by the representative for his/her own consumption or for sale to customers

### TEAM VOLUME

The sum of the personal volume and the volume of products purchased by representatives of the personal team.

### INITIAL VOLUME

The volume of products purchased by representatives who have made their Initial purchase. Cumulative and binary bonuses are paid for this volume.

### TEAM BONUS VOLUME

The team volume of the personal team in the billing period without taking into account the team volume of the personal team representatives in the qualification of 1 CARAT and higher. It is used for the accrual of cumulative bonuses.

### BINARY VOLUME

The binary volume is the total volume of all downline business centers. The binary volume includes the team volume of representatives with qualifications of 1 CARAT and higher, as well as the volume of the Initial purchases made by first-time registered representatives

### TEAM QUALIFICATION VOLUME

The team volume for the qualifying period. It is used to determine rank and qualification.

### CUMULATIVE QUALIFICATION VOLUME

The team volume from 0 to 3,000 GPV, used to determine ranks from Representative to 1 CARAT; has no qualification period.

### TOTAL AMOUNT OF PAYMENTS TO THE NETWORK

The amount planned for the payment of all bonuses throughout the network (except for the Retail Bonus and Sponsor Bonus).

## ACCOUNT

The representative's account created by him/her when registering in his/her personal account. The representative's ID, which he/she receives during registration, is the account number. The account gets a place in the binary tree. Also, all information about the representative, his/her orders, bonuses, etc. is registered in the account. If the representative does not make an Initial Purchase within 30 days of registering, his or her account is automatically deleted. If the representative does not make a single purchase within 12 months of the date of the last purchase, his or her account is also deleted and cannot be restored. After the account is deleted, the representative can re-register using the same data.

# BASIC TERMS AND DEFINITIONS



## ACTIVITY

### BONUS ACTIVITY

Personal purchases of a representative (for personal, family consumption and / or sale), and customer purchases allowing you to accumulate volumes and receive bonuses.

Confirmed bonus activity is required to achieve qualifications and ranks of 1 CARAT and higher. To confirm the bonus activity, it is necessary to achieve a 100 PV personal volume during the billing period.

### CUMULATIVE ACTIVITY

Personal purchases of a representative (for personal, family consumption and / or sale), and customer purchases allowing you to accumulate volumes and receive bonuses. To confirm the cumulative activity, it is necessary to achieve a personal volume from 50 to 99 PV during the billing period.

## PERSONAL TEAM

The representative's personal team includes all representatives whom he/she personally recruits, as well as representatives who are enrolled by these representatives - from all generations to infinity.

## RANK

The highest qualification achieved by a representative is the rank. The rank cannot be lowered. The rank is used to recognize the representative's accomplishments but is not used to calculate bonus payments. However, as the representative advances in rank, additional privileges or lump sum bonuses become available to him/her.

## QUALIFICATION

Qualification is a confirmation that the representative and his / her personal team met certain criteria during the qualification period. Bonuses are paid depending on the qualification achieved. In contrast to rank, qualification may decrease depending on the results of the representative's and his or her personal team's activities during the qualification period.

## QUALIFICATION PERIOD

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

# BASIC TERMS AND DEFINITIONS



## BINARY TREE

After he or she reaches the 1 CARAT rank, the representative is placed in the sponsor's binary tree. The sponsor must place the representative in the binary tree during the billing period in which the rank is achieved. If this is not done, the representative is automatically placed in the small binary branch of the binary tree before bonus calculation.

## BUSINESS CENTER

The representative's place in the binary tree of the sponsor is called the Business Center of this representative. From here he or she starts building his or her binary tree. The representative receives two additional business centers after reaching the CRYSTAL rank. Upon reaching the rank of BLACK DIAMOND STAR, the representative receives an additional fourth business center. The rule of business center placement: the second business center is located above the first one, the third - in the free branch of the second business center. The fourth business center is located above the upper business center.

## SPILL-OVER

An upline sponsor can place business centers of representatives from his or her personal team in the representative's binary tree. Such business centers are called spill-over business centers.

The binary volume generated in such a business center is taken into account during binary bonus calculation, but the sponsor bonus from this volume is paid to the sponsor.

## BINARY BRANCHES

Each business center has two binary branches. The branches can be left or right depending on where they are in the tree.

The branch with a smaller volume in the billing period is called small. The other branch is called the big branch.

## SPONSOR OR INFORMATIONAL SPONSOR

The representative on whose recommendation another representative comes to the company.





# BASIC TERMS AND DEFINITIONS

## RETAIL BONUS

When you or your clients purchase VILAVI products, you receive a reward from each purchase of 50 PV and more. This remuneration is a Retail Bonus. The Retail Bonus is up to 30% of the product cost; it is credited to representatives in the cumulative activity for the first 50PV in the billing period, minus the Sponsor Bonus.

### **Important!**

**If the retail premium for the first 50PV is less than or equal to the Sponsor Bonus, there are no accruals. You can receive a Retail Bonus for the following purchases made during the same billing period.**

**Attention! For purchases of 50 to 99PV, the Retail Bonus is accrued based on the results of the billing period; for purchases of 100PV, the accrual is made immediately.**

## SPONSOR BONUS

This is a reward for every first 50PV for purchases of your personal team representatives up to the third generation during the billing period.

## BILLING PERIOD

The billing period is the time frame for which bonuses are calculated. The billing period begins at 00.00 UTC on the 2nd day of the calendar month and ends at 04:59 pm UTC on the 1st day of the next calendar month. All bonuses are calculated once a month at the end of the billing period.



# BASIC TERMS AND DEFINITIONS

## CONVENTIONAL UNIT (CU.)

An internal unit adopted by VILAVI, which regulates the ratio of world currencies used for purchases, and domestic currencies of the countries. It is established by the Company based on the exchange rates, taking into account financial requirements of the countries.

Currency	CU. (conventional units), conversion rate
Russian Rubles	1 cu = 40
Kazakh Tenge	1 cu = 246
Euro	1 cu = 0.45
Turkish Lira	1 cu = 9.7

## BONUS CALCULATION FORMULA

**GPV \* BONUS % = USD**

**Examples of a development bonus accrual in respective currencies**

For example:

A representative in the 3 CARAT rank receives a development bonus of 5% of GPV for the current billing period. When he or she has 12,000 GPV, his or her Development Bonus is calculated as follows:

**12,000 GPV \* 5% = 600 c.u.**

**600 c.u. \* 40 = 24,000 rubles**

**600 c.u. \* 246 = 147 600 tenge**

**600 c.u. \* 0.45 = 270 euro**

**600 c.u. \* 9.7 = 5820 liras**



# BASIC TERMS AND DEFINITIONS

**MONTHLY SERVICES** is the technical capabilities offered to each VILAVI representative. The monthly services include technical support for the Personal account operation, maintenance of each representative's promotional sites, online training, round-the-clock service support and other opportunities. A small payment for technical support of the personal automated office will be debited from your account monthly.

The write-off will be done automatically when calculating and accruing bonuses, and the amount will depend on your receipt:

**from 50 to 100 cu. - 2 cu.;**  
**from 100 to 500 cu. - 5 cu.;**  
**from 500 to 1000 cu. - 15 cu.;**  
**from 1000 cu. and more - 20 cu.**



# TABLE OF BINARY BONUS PAYOUT LIMITS DEPENDING ON THE QUALIFICATIONS

Rank	Maximum binaryRank bonus in the billing period
<b>1 CARAT</b>	900 cu.,
<b>2 CARAT</b>	1 800 cu.,
<b>3 CARAT</b>	3 000 cu.,
<b>CRYSTAL</b>	4 500 cu.,
<b>RUBIN</b>	7 500 cu.,
<b>SAPPHIRE</b>	15 000 cu.,
<b>EMERALD</b>	22 500 cu.,
<b>DIAMOND</b>	45 000 cu.,
<b>BLACK DIAMOND STAR</b>	75 000 cu.,
<b>RED DIAMOND STAR</b>	150 000 cu.,
<b>GREEN DIAMOND STAR</b>	225 000 cu.,
<b>BLUE DIAMOND STAR</b>	300 000 cu.,
<b>VIOLET DIAMOND STAR</b>	450 000 cu.,
<b>PURPLE DIAMOND STAR</b>	No limitations

Currency	CU. (conventional units), conversion rate
<b>Russian Rubles</b>	1 cu = 40
<b>Kazakh Tenge</b>	1 cu = 246
<b>Euro</b>	1 cu = 0.45
<b>Turkish Lira</b>	1 cu = 9.7

Unpaid bonuses do not burn out, but rather accumulate.

**VILAVI<sup>®</sup>**

