



# VILAVI<sup>®</sup>

REWARDS PLAN



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 three simple steps:

- 1 To pass simple registration on the website**
- 2 To choose one of three entrance types – "Basic", "StartUP" or "Business"**
- 3 To make an Initial Purchase**

For Initial Purchase, you can buy any products from the company catalogue.

The higher the status of joining the business is, the more bonuses and premiums are received by the representative.



### 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

### Attention!

**If you join with "Business", the cost is calculated at wholesale cost with a deduction of the retail award and the Mentor bonus.**



# MENTOR BONUS

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

The bonus is provided for purchases in rubles and euros.

**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 €9 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 €2,25 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 €2,25 for purchases in euros, if your status is Business.

**Attention!**

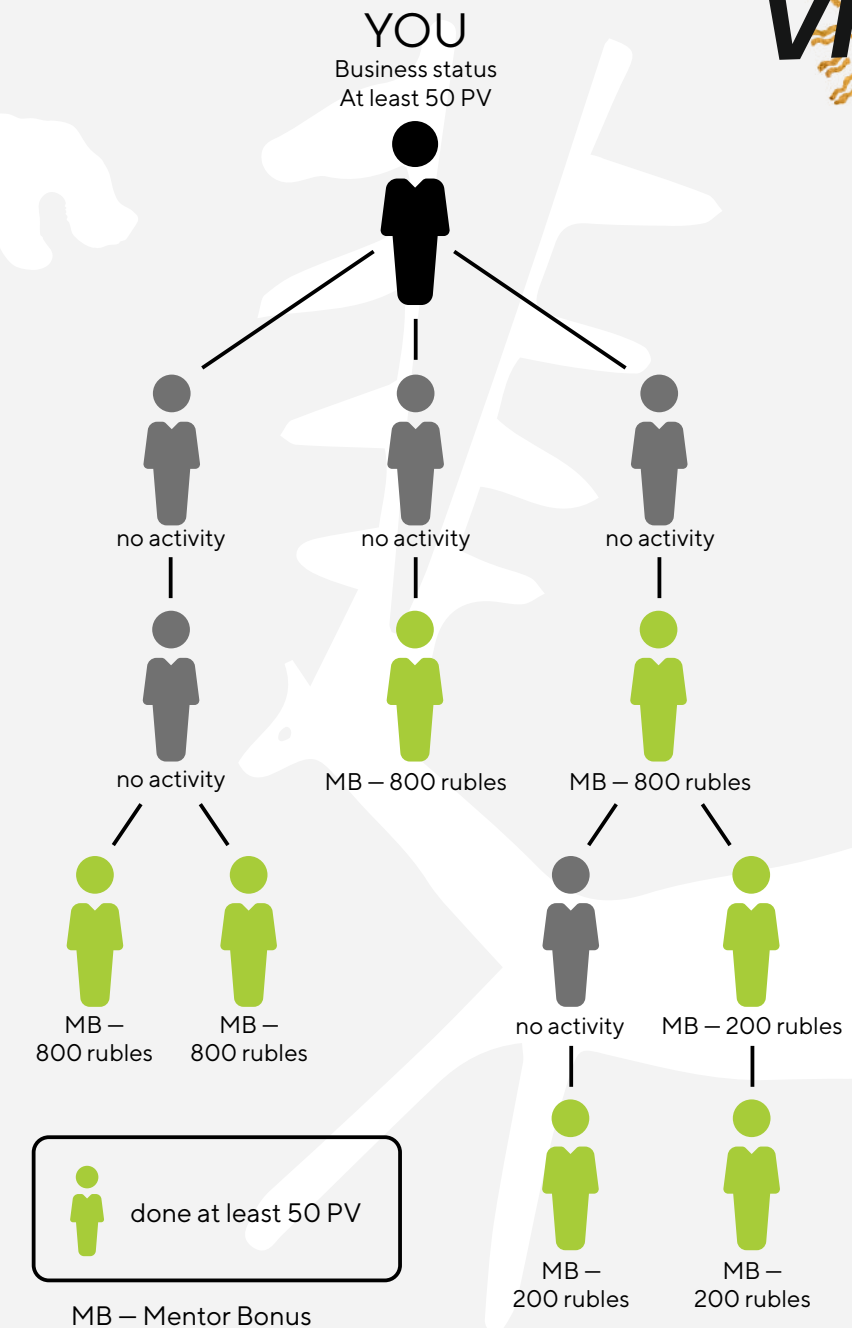
**If the volume of your Partner is less than 50 PV for the period, no Mentor bonus is provided.**



# 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 a Retail Award, you have to fulfill a simple condition - to make a personal volume of 50 PV within one settlement period. The retail award will be accrued according to the settlement period results less the Mentor bonus, or after you get 100 PV as your personal volume.**

## **An example of the Retail Award calculation in rubles:**

You have made the first order in a new settlement period. The purchase is for 60 PV (2 x T8 Extra). The Retail Award for this order is RUB 1,800, the Mentor bonus is RUB 1,200, and the Retail Award to be accrued is 600 rubles. If the order is made again within this settlement period, the Retail Award is accrued in full as soon as the settlement period is over. If the bonus activity is fulfilled (over 100 PV), the Retail Award is accrued right away. For 50 PV to 99 PV, the Retail Award is accrued according to the result of the settlement period.

**An example of the Retail Award calculation in euros:** You have made the first order in a settlement period. The purchase is for 68 PV (2 x T8 Extra). The Retail Award for this order is €20, the Mentor bonus is €13,5 and the Retail Award to be accrued is €6,5. If the order is made again within this settlement period, the Retail Award is accrued in full as soon as the settlement period is over. If the bonus activity is fulfilled (over 100 PV), the Retail Award is accrued right away. For 50 PV to 99 PV, the Retail Award is accrued according to the result of the 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 an initial purchase in rubles:** you purchase seventeen T8 EXTRAs. Your order amount is RUB 50 830, the volume is 510 PV, the Retail Award amount, less the Mentor bonus, is RUB14,100. The Retail Award amount is automatically deducted from the full amount of the order, and the amount to be paid is RUB36,730.

**An example of an initial purchase in euros:** you purchase fifteen T8 EXTRAs. Your order amount is €675, the volume is 510 PV, the Retail Award amount, less the Mentor bonus, is €136,5. The Retail Award amount is automatically deducted from the full amount of the order, and the amount to be paid is €538,5.

**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**

These are your purchases made for you/your family and for sale. They allow you to accumulate volumes and get bonuses. To confirm the bonus activity, the Representative has to purchase\* the company's products for at least 100 PV within the 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).

## **ACCUMULATIVE ACTIVITY**

These are your purchases made for you/your family and for sale. In case of accumulative activity, you purchase\* products for 50-99 PV within the settlement period.

### **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.

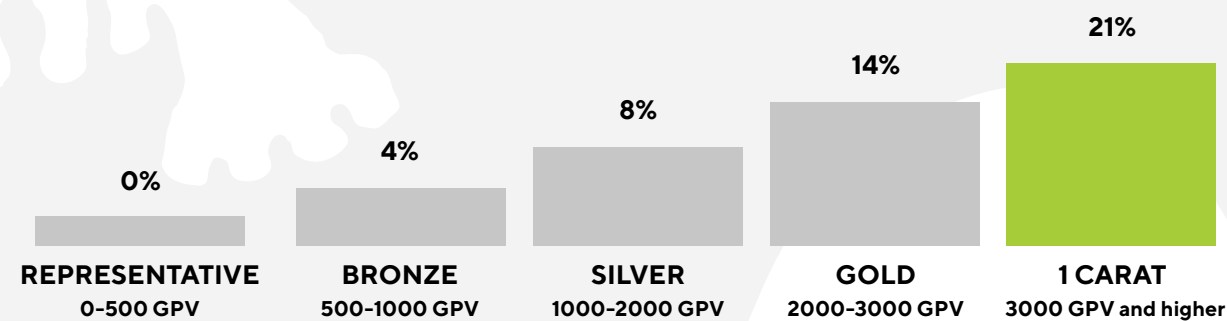
\*Purchases of your customers are considered your personal volume





# ACCUMULATIVE BONUS

This is an award which you get for the amount of products purchased by you and your personal group. The amount of the Accumulative bonus depends on the qualification.

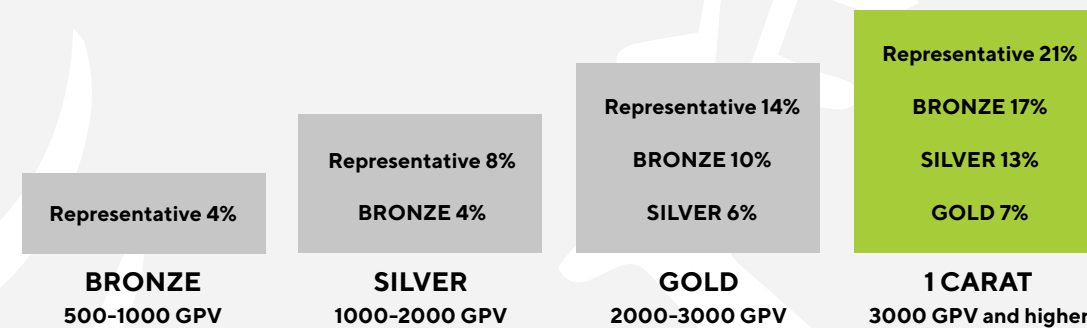


## What bonus do you get for personal purchases?

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 Accumulative Bonus for personal purchases is calculated in stages.

This means that when you reach 1 CARAT in the first qualification period, you will not be able to immediately get an Accumulative bonus of 21%. Interest from first 500 PV you have got before Bronze is calculated on the basis of Representative qualification. The next 500 PV required for reaching Silver qualification are calculated on the basis of Bronze qualification. Then they are calculated in a similar way.

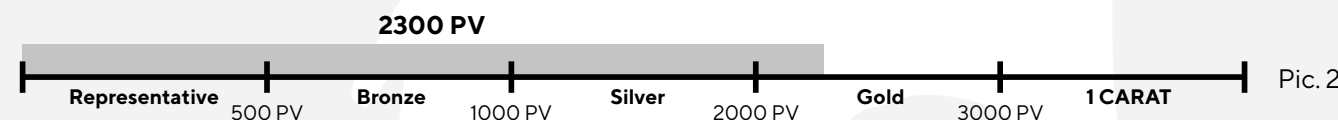
**For example.** Your personal volume in the new period is 800 PV, your group's volume is 1500 GPV. Total: 2300 GPV. Your qualification will be changed from Representative to Gold during the calculation of new period.

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

500 PV \* 0%  
300 PV \* 4% = 12 c.u.



Pic. 1



Pic. 2

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 =  $10\% \times 500 \text{ GPV} = 50 \text{ c.u.}$

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

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 Volume (Pic. 2). When you get to the 1 CARAT qualification in the next period and further, the Accumulative Bonus from the Personal 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 scattered across the entire frame.

**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?

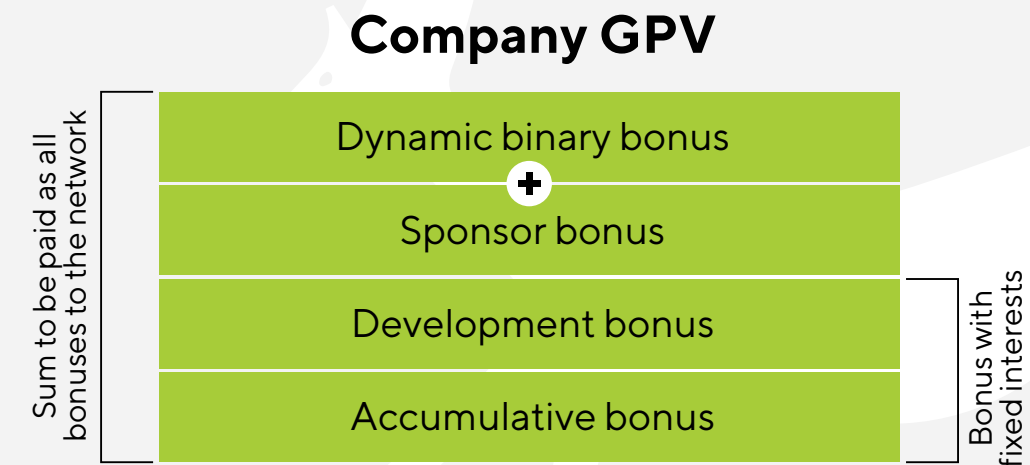
The Binary bonus is paid in form of interests from the binary volume of the small direction of your business center. The interest is dynamic, i.e. changeable.

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?

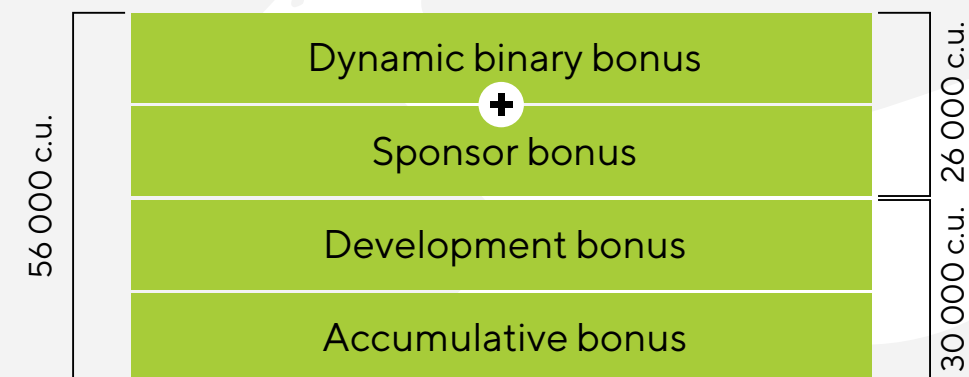
### For example:

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/9 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/2,25 euro																		
	3rd generation		200 rubles in Business status/2,25 euro																		
Accumulative bonus	Personal volume (% of PV)		4%	8%	14%	21%	21%	21%	21%	21%	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%	21%	21%	21%	21%		
		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 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															Dynamic binary bonus is accrued in form of interest of your binary volume which is a volume that has passed through your business centers in a binary during one settlement period. The amount of the bonus depends on the amount of other bonuses accrued within this settlement period.
	Big direction (BD)		0%			Payment 0%															

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.

**An example:** The currency of your region is rubles. After you make a purchase for 100 PV, your Retail Award is accrued to your ruble account in your Personal Account. A first generation representative of your personal group operates on the EU territory and pays in euros, the Mentor bonus for his/her order is accrued to your account in euros.



# MULTI-CURRENCY

**The Accumulative Bonus.** The Accumulative bonus from personal purchases is accrued to cash accounts in proportion to the number of PV from purchases in different currencies.

**Example:** If you have made a purchase in euro for 500 PV, and your customer has made a purchase in rubles for 100 PV, the Accumulative bonus will be accrued from 600 PV. Thus,  $\frac{1}{6}$  of the bonus will be accrued to ruble account, and  $\frac{5}{6}$  will be accrued to euro account. The Accumulative bonus from the group volume is distributed in the same way.

**The Dynamic Binary Bonus.** It is calculated in total for all volumes (all currencies). The bonus is distributed between accounts in proportion to number of PV of the respective currencies in the weak foot.

**Example:** The volume of your strong foot is 2000 PV. 100 PV of purchases in euro and 1900 PV of purchases in rubles, and the volume of the weak foot is 1000 PV. 800 PV of purchases in euro and 200 PV of purchases in rubles.

The Dynamic binary bonus is calculated of this volume.  $\frac{1}{5}$  (200 PV of 1000 PV) will be accrued to the ruble account, and  $\frac{4}{5}$  (800 PV of 1000 PV) will be accrued to the euro 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 birds in flight at the top, a large bison on the left, a deer on the right, a bear in the bottom left, a moose in the bottom center, and a buffalo in the bottom right. The text "DRIVE CLUB" is centered over this pattern.

# DRIVE CLUB



# DRIVE CLUB VILAVI

VILAVI business is a high-status business. We developed the DRIVE CLUB VILAVI Car Program specially for VILAVI

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

## 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. send an email to [info@vilavi.com](mailto:info@vilavi.com) for more information about program in your region
4. Get the terms of the program and a list of approved vehicles



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 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
<b>BRONZE</b>	500 GPV
<b>SILVER</b>	1000 GPV
<b>GOLD</b>	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.

**When joining with "Business", you receive the BRONZE qualification.**

**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
<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

## ATTENTION!

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

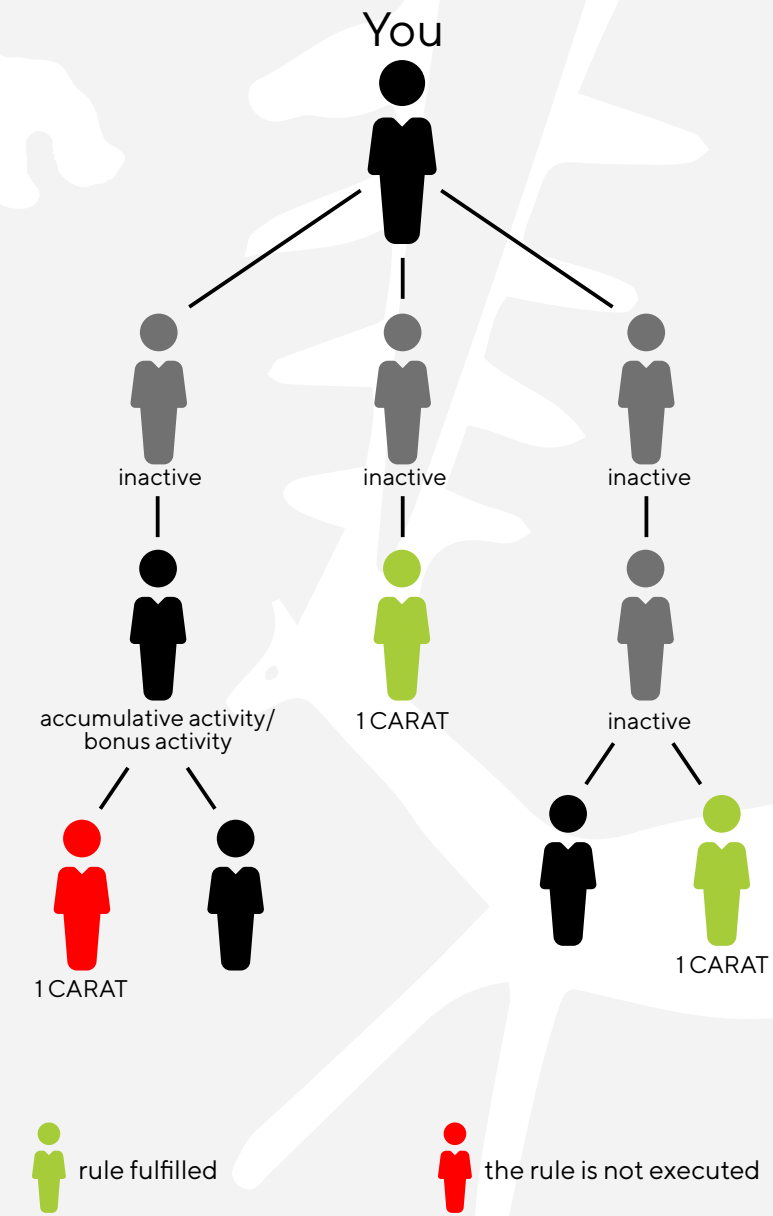
**In order to receive the 3 CARAT rank, it is necessary to fulfill conditions of 2 qualification periods in a row. In each of the two periods, you have to accumulate the volume of 12 000 GPV.**



# COMPRESSION

When ranks from 2 CARAT and higher are provided, not only the rank of first line representatives is taken into account, but also the representatives in the inactive partner structure at any depth. In the inactive partner structure, maximum one partner is taken into account. The main condition is that all representatives up to the partner in the required rank are not active.

As a result, if one first line representative in the 1 CARAT rank is lacking to get the 3 CARAT rank, but there is such a partner in an inactive partner structure, the 3 CARAT rank is provided.







# CRYSTAL CLUB VILAVI

Rank	Qualification group volume	Number of representatives in the first line	Number of qualification 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

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
<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. 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.





			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

# MAIN TERMS AND DEFINITIONS



## VOLUME

### PERSONAL VOLUME

Each product of the VILAVI Company corresponds to a certain volume – PV. Personal volume is a volume of production in PV bought by the Representative for personal consumption or for sale to customers.

### GROUP VOLUME

The sum of the personal volume and volume of production bought by personal group Representatives.

### 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.



# MAIN TERMS AND DEFINITIONS



## ACTIVITY

### BONUS ACTIVITY

Personal purchases of the Representative (for personal, family consumption and/or sale) allowing the accumulation of volumes and receiving bonuses. In addition, confirmed bonus activity is necessary to get qualifications and ranks from 1 CARAT and higher. To confirm bonus activity, the Representative has to buy company products for at least 100 PV during the settlement period.

### ACCUMULATIVE ACTIVITY

Personal purchases of the Representative (for personal, family consumption and/or sale) allowing the accumulation of volumes and receiving starting and accumulative bonuses. To confirm accumulative activity, the Representative has to buy company products for a sum from 50 to 99 PV during 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).

# MAIN TERMS AND DEFINITIONS



## 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 50PV 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 who perform their activities in European Union, 1 c.u. = 0.45 euro.

## FORMULA FOR CALCULATING BONUSES IN RUBLES

**$GPV * \% ON BONUS = C.U.$**

**$C.U. * 40 RUB = AMOUNT OF REMUNERATION IN RUBLES.$**

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:

**$12\,000 GPV * 5\% = 600 C.U.$**

**$600 C.U. * 40 = 24\,000 RUB$**

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

## FORMULA FOR CALCULATING BONUSES IN EURO

**$GPV * \% ON BONUS = C.U.$**

**$C.U. * 0,45 EURO = AMOUNT OF REMUNERATION IN EURO.$**

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:

**$12\,000 GPV * 5\% = 600 C.U.$**

**$600 C.U. * 0,45 EURO = 270 EURO.$**

Thus, the Development bonus for this Representative within this month and the settlement period will be 270 euro.



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

Rank	Maximum binary bonus during the settlement period		
<b>1 CARAT</b>	900 c.u.,	36 000 rubles	405 euro
<b>2 CARAT</b>	1 800 c.u.,	72 000 rubles	810 euro
<b>3 CARAT</b>	3 000 c.u.,	120 000 rubles	1 350 euro
<b>CRYSTAL</b>	4 500 c.u.,	180 000 rubles	2 025 euro
<b>RUBIN</b>	7 500 c.u.,	300 000 rubles	3 375 euro
<b>SAPPHIRE</b>	15 000 c.u.,	600 000 rubles	6 750 euro
<b>EMERALD</b>	22 500 c.u.,	900 000 rubles	10 125 euro
<b>DIAMOND</b>	45 000 c.u.,	1 800 000 rubles	20 250 euro
<b>BLACK DIAMOND STAR</b>	75 000 c.u.,	3 000 000 rubles	33 750 euro
<b>RED DIAMOND STAR</b>	150 000 c.u.,	6 000 000 rubles	67 500 euro
<b>GREEN DIAMOND STAR</b>	225 000 c.u.,	9 000 000 rubles	101 250 euro
<b>BLUE DIAMOND STAR</b>	300 000 c.u.,	12 000 000 rubles	135 000 euro
<b>VIOLET DIAMOND STAR</b>	450 000 c.u.,	18 000 000 rubles	202 500 euro
<b>PURPLE DIAMOND STAR</b>	Without limitations		

Unpaid bonuses do  
not expire and remain  
accumulated.



