

# VILAVI

## COMPENSATION PLAN

STAGE 1

START

# BUSINESS ENTRY



## STARTING YOUR BUSINESS WITH VILAVI IS EASY!

Just follow these three simple steps:

- 1 Complete a quick registration on the website**
- 2 Choose one of the three entry types — Basic, StartUP, or Business**
- 3 Make your initial purchase**

Your initial purchase can be formed from any products in the company's assortment.

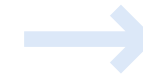
The higher the entry level, the more bonuses and rewards a Representative receives.



### BASIC ENTRY

PV Volume = 50-99

- Mentor Bonus from first-line partner purchases
- Accumulative activity within the current accounting period
- Starter Bonus — 15%



### STARTUP ENTRY

PV Volume = 100-499

- Mentor Bonus from partner purchases in the first and second generation
- Bonus activity within the current accounting period
- Starter Bonus — up to 20%



### BUSINESS ENTRY

PV Volume = 500+

- Mentor Bonus from partner purchases from the first to the third generation
- Bonus activity for 2 accounting periods
- Bronze qualification
- Access to Big Pack product sets
- Starter Bonus — up to 25%

### UPGRADE

After making an initial Basic entry purchase, you can upgrade to StartUP at any time by reaching your total personal volume of at least 150 PV within a given period.

To move to Business status, you need to reach a total personal purchase volume of at least 500 PV within an accounting period.

Please note: this upgrade option is available after the Basic entry and allows you to progressively increase your status by accumulating the required PV volume over time.

# VILAVI PRODUCT PRICING FOR REPRESENTATIVES AND CUSTOMERS

The company has established two pricing levels: Representative Price and Customer Price.

The Representative Price is lower than the Customer Price, which allows company partners not only to purchase products for personal use at a favorable price, but also to generate additional income when working with customers.

# CUSTOMER PURCHASES



Customer purchases made through the customer program are counted toward the Personal Volume of the partner whose referral link or promo code was used for the transaction.

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

**Cashback for customers is credited as follows:**

**5%** - if the total amount of all previous purchases is from 0 to 10,000 RUB / €112.50 / ₸61,499 / 1,553,340 UZS

**7%** - if the total purchase amount is from 10,000 RUB to 20,000 RUB / €112.50 to €225 / ₸61,500 to ₸123,000 / 1,553,340 to 3,106,680 UZS

**10%** - if the total purchase amount exceeds 20,000 RUB / €225 / ₸123,000 / 3,106,680 UZS

All new customers receive a discount on their first purchase and 5% cashback from their order total.

**The volume of customer purchases is included in the Personal Volume of the Representative.**

# CUSTOMER BONUS



When your customers purchase VILAVI products, you receive a reward once your total personal purchase volume reaches 50 PV within the accounting period.

You can find the exact amount of the Customer Bonus for each VILAVI product in your Personal Account, under the "Store" section.

## **Important!**

**The Customer Bonus is calculated only on customer purchases, excluding the cashback amount.**

**Example:** A Representative's personal volume for the period = 40 PV, customer purchase volume = 10 PV.

As a result, the partner will receive a Customer Bonus based on 10 PV, minus the customer's cashback.

**The Customer Bonus is credited immediately upon reaching 100 PV of total personal volume.**

## **Example Calculation:**

Your customer buys T8 EXTRA 90%. The cashback rate for this customer is **5%**. Here's how your Customer Bonus is calculated:

1. The customer price for T8 EXTRA 90% is 66 EUR.
2. The customer earns cashback:  $66 \times 5\% = 3,3$  EUR.
3. The set Customer Bonus for this product is 11 EUR.
4. Your credited bonus:  $11 - 3,3 = 7,7$  EUR.

The Customer Bonus amount for each product is listed in the Representative's Personal Account.

# STARTER BONUS



The **Starter Bonus** is a reward you receive from the initial purchase made by each first-line Representative.

The amount of the Starter Bonus depends on:

- Your contract status
- The contract status activated by your new Representative

## IMPORTANT!

**The Starter Bonus for the accounting period is paid only if you have confirmed accumulative activity during that period.**

## Example:

Your status is "Business". Your first-line Representative activates a "StartUP" contract and makes a Starter Purchase of 400 PV.

Your bonus amount:  $400 \text{ PV} \times 20\% = 80 \text{ Conditional unit (cu)}$

**BONUS RATE TABLE**

Your Contract New Rep's Contract	Basic	StartUP	Business
Basic	15%	15%	15%
StartUP	15%	20%	20%
Business	15%	20%	25%

## IMPORTANT!

**Starter Purchase volumes are not included in the Accumulative Bonus calculation.**

# MENTOR BONUS

This reward is paid when you confirm Accumulative Activity during the accounting period.

The Mentor Bonus for partner purchases of 50 PV or more depends on your contract status (Business, StartUP, or Basic).

The higher your contract status, the more you earn — the bonus is credited up to the 3rd generation.

	Mentor Bonus Table (Purchases from 50 PV)		
Generation	Business	StartUP	Basic
1st	20 cu	20 cu	20 cu
2nd	5 cu	5 cu	-
3rd	5 cu	-	-

If your first-line partner’s purchase volume is between 25 PV and 49.99 PV, you receive a flat Mentor Bonus of 10 units.

Your contract status does not affect the bonus amount in this case.

	Mentor Bonus Table (Purchases from 25 to 49.99 PV)		
Generation	Business	StartUP	Basic
1st	10 cu	10 cu	10 cu
2nd	-	-	-
3rd	-	-	-

\*Conditional unit (cu) represent internal currency equivalents. Conversion values for each local currency are listed on page 41.





# COMPRESSION

When calculating the Mentor Bonus for partner purchases of 50 PV or more, compression includes accumulative activity not only from first-line Representatives but also from Representatives in the structure of inactive partners at any depth.

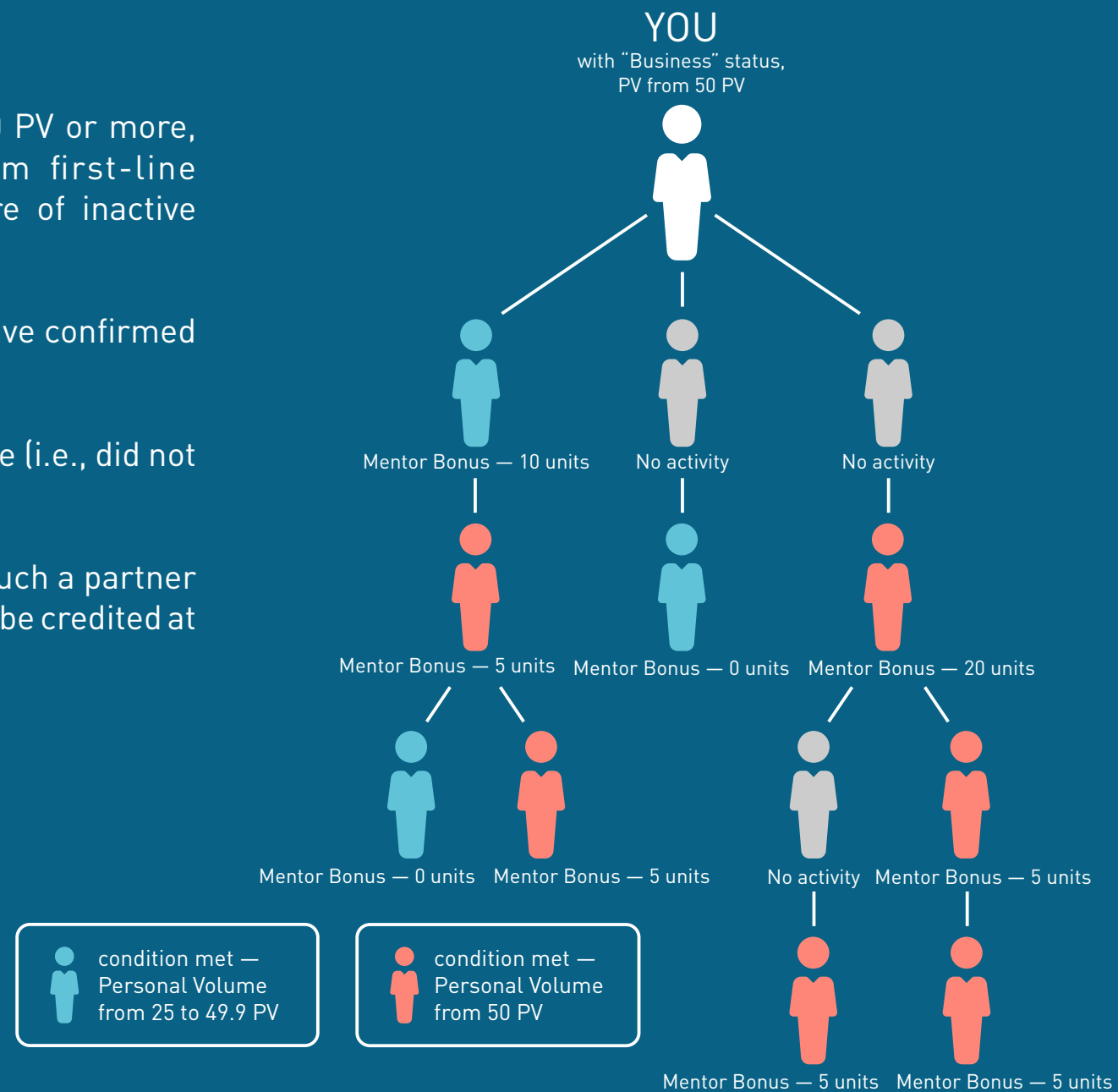
In the structure of an inactive partner, all Representatives who have confirmed accumulative activity are taken into account.

The key condition: all Representatives above them must be inactive (i.e., did not meet the accumulative activity requirement).

Thus, if there is no first-line partner with confirmed activity, but such a partner exists within the structure of an inactive one, the Mentor Bonus will be credited at the end of the accounting period.

## IMPORTANT!

Compression does not apply to partners whose purchase volume is between 25 PV and 49.9 PV.



**In any business, you earn only when you take action. In the VILAVI business, your activity directly affects the bonuses and rewards you receive.**

## ACCUMULATIVE ACTIVITY

This includes your purchases for personal/family use, resale, and customer purchases.

To confirm Accumulative Activity, you must reach a Personal Volume of 50 to 99 PV within the accounting period.

### **What does Accumulative Activity give you?**

By confirming Accumulative Activity, you become eligible to receive the Mentor Bonus, Starter Bonus, and Accumulative Bonus for the accounting period in which activity was confirmed.

## BONUS ACTIVITY

This also includes your purchases for personal/family use, resale, and customer purchases.

To confirm Bonus Activity, you must reach a Personal Volume of 100 PV or more within the accounting period.

### **What does Bonus Activity confirmation give you?**

You receive all monthly bonuses.

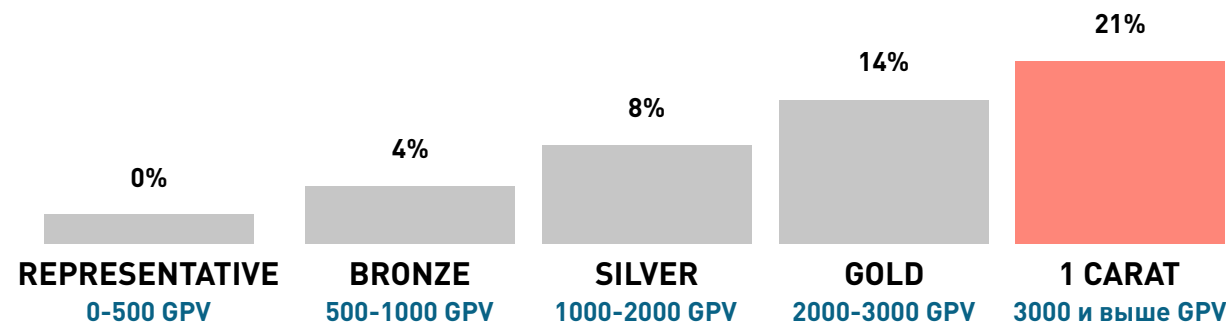
In addition, Bonus Activity confirmation is required to achieve and maintain qualifications and ranks from 1 CARAT and above (provided other qualification conditions are met).

# ACCUMULATIVE BONUS



This is a reward you receive based on the amount of products purchased by you and your personal group. The size of the Accumulative Bonus depends on your qualification level.

## Qualification ladder graphic



### What bonus do you receive from your personal purchases?

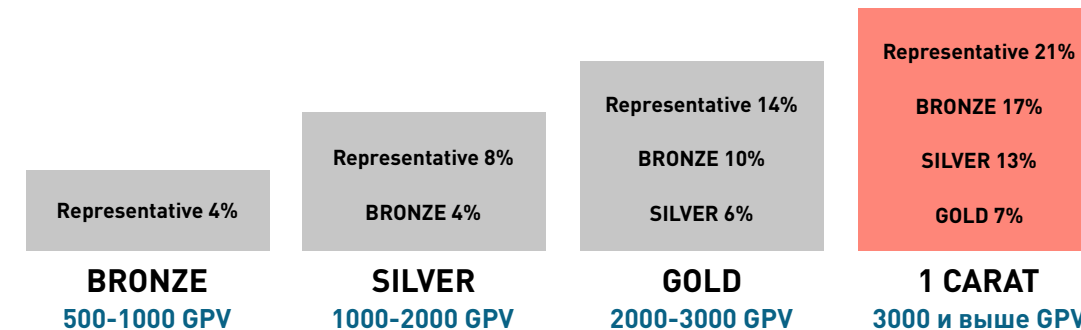
You receive a fixed bonus from each personal purchase, excluding the starter purchase.

The bonus amount depends on your qualification.

For example, if your qualification is SILVER, you receive an 8% bonus from personal purchases. If your qualification is 1 CARAT or higher, you receive a 21% bonus.

### IMPORTANT!

The Accumulative Bonus is paid based on the results of the accounting period only if you have confirmed Bonus Activity or Accumulative Activity during that period.



### What bonus do you receive from your personal group's purchases?

From purchases made by a Representative in your personal group, you receive a bonus in the form of the difference between the qualification of your first-line Representative and your own qualification.

The Accumulative Bonus is credited from each purchase, excluding the starter purchase.

### IMPORTANT!

When calculating the Accumulative Bonus, starter purchase volumes are not included.

# ACCUMULATIVE BONUS



## The Accumulative Bonus from personal purchases is calculated step by step.

That means, even if you achieve the 1 CARAT qualification in your very first period, you will not receive the full 21% Accumulative Bonus immediately.

The bonus from the first 500 PV, earned before reaching Bronze qualification, is calculated at the “Representative” rate.

The next 500 PV, required to reach Silver, is calculated at the Bronze rate. And so on.

The volume of your starter purchase is not included in bonus calculation, but it is included in the step-by-step qualification progression for personal purchases.

**Example:** Your personal volume in the first period is 800 PV, of which 600 PV is from a starter purchase and 200 PV is from a subsequent purchase.

Your group volume is 1,600 GPV, giving a total of 2,400 GPV. By the end of the period, your qualification changes from Representative to Gold.

The Accumulative Bonus from your Personal Volume is then calculated as follows (see Fig.1):

- The first **500 PV** from the starter volume falls under **Representative** qualification — not included in bonus calculation.
- The next **100 PV** from the starter volume falls under **Bronze** qualification — also not included in bonus calculation.
- **200 PV** of your subsequent purchase in this period fall under the **Bronze** qualification, and the accumulative bonus from them will be 4%.  **$200 \text{ PV} \times 4\% = 8 \text{ units}$**



# ACCUMULATIVE BONUS



Next, the **Accumulative Bonus from Group Volume** is calculated. Starter purchase volumes from your personal group at all levels are excluded from the calculation.

## Example:

You have two first-line Representatives. The first Representative has a Bronze qualification and a Group Volume of 600 GPV, of which 500 PV is from a starter purchase and 100 PV is from a subsequent purchase. The second Representative has a Silver qualification and a Group Volume of 1,000 GPV, of which 500 PV is from a starter purchase and 500 PV is from a subsequent purchase.

1. When calculating the Accumulative Bonus, starter purchase volumes are excluded. So, from the first Representative, you receive a bonus only **from their subsequent purchase of 100 PV**.

Your qualification Gold minus their qualification Bronze =  $10\% \times 100 \text{ GPV} = 10 \text{ units}$ .

2. When calculating the Accumulative Bonus for the second representative, the volume of their starter purchase is also excluded. Therefore, you will receive the Accumulative Bonus only from **their subsequent purchase of 500 PV**.

Your qualification Gold minus their qualification Silver =  $6\% \times 500 \text{ GPV} = 30 \text{ units}$

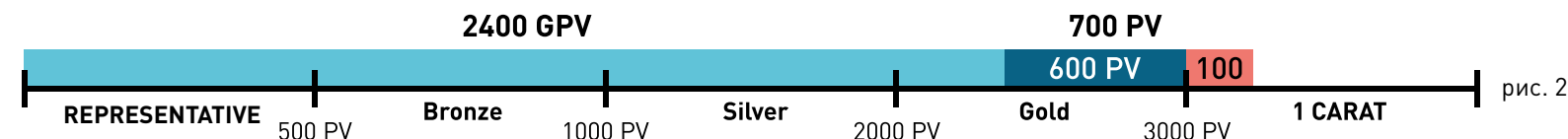
Total:  $10 + 30 = 40 \text{ units}$  Accumulative Bonus from Group Volume.

In the next period, you begin with the **Gold** qualification and a cumulative volume of **2400 GPV**. That's the starting point for the next round of step-based calculation for the Accumulative Bonus from Personal Volume (see Figure 2).

For example, if your personal purchases in the next period total 700 PV:

- You receive 14% bonus on the first 600 PV.
- And 21% bonus on the remaining 100 PV.

After reaching the 1 CARAT qualification in the next period and beyond, the Accumulative Bonus from Personal Volume is always calculated based on your current qualification, (not step-by-step).



STAGE 2

DEVELOPMENT

# DYNAMIC BINARY BONUS



The **Dynamic Binary Bonus** is a reward for your contribution to the growth of your business structure. This type of reward is available **only to Representatives with a qualification of 1 CARAT or higher**, who have confirmed Bonus Activity.

## Placement in the Binary Tree

Upon reaching the **1 CARAT** rank, a Representative is placed into the **Binary Tree** of their sponsor. From this point forward, the Representative begins to build **their own Binary Tree**. The sponsor of the Representative who achieved the 1 CARAT rank is required to place them into their Binary Tree within the accounting period. If this is not done manually, automatic placement will occur before the bonus calculation, placing the Representative in the weaker leg.

# DYNAMIC BINARY BONUS



## How is the Dynamic Binary Bonus calculated?

The Binary Bonus is paid as a percentage of the binary volume of the weaker leg of your business center. The percentage is dynamic, meaning it varies from period to period.

During each accounting period, the system automatically calculates the total amount of all bonuses paid at fixed rates (all bonuses except the Binary Bonus and the Sponsor Bonus, which depends on the Binary Bonus).

After that, the system determines what percentage must be allocated to the Binary Bonus so that the total payout to the network equals 60% of the company's total GPV.

Thus, the Dynamic Binary Bonus rate changes monthly and has no fixed percentage limits.

**The Dynamic Binary Bonus is paid at the end of the accounting period, after all calculations are completed and the final percentage for the Binary Bonus is determined for that specific period.**

### Company GPV Distribution





# DYNAMIC BINARY BONUS



## How is the Dynamic Binary Bonus calculated?

**Example:**

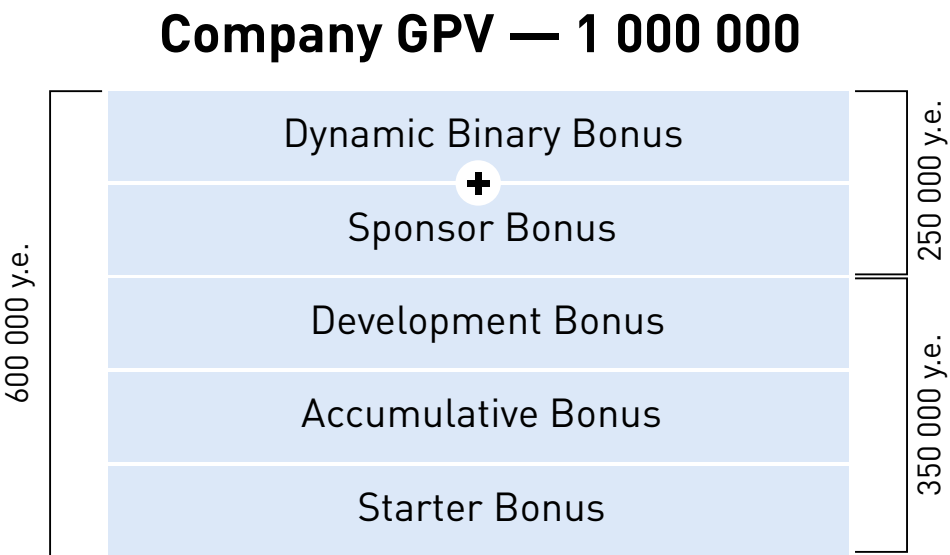
The total company GPV for the accounting period is 1,000,000 GPV.

This means the planned amount for all bonus payouts is 600,000 units (60% of GPV).

The total amount of all fixed bonuses for the period is 350,000 units.

The remaining 250,000 units are allocated for the Sponsor Bonus and the Dynamic Binary Bonus. The percentage for the Dynamic Binary Bonus will be calculated so that the total payout corresponds to this amount.

If the total fixed bonuses are low, the Binary Bonus percentage will be higher. On the other hand, if the fixed bonuses are high, the Binary Bonus percentage will be lower.



\*Conversion values for each local currency are listed on page 41

# DYNAMIC BINARY BONUS



## **From which volume is the Dynamic Binary Bonus paid?**

The Dynamic Binary Bonus is paid from the binary volume of the weaker leg.

After the bonus is paid, the same volume is deducted from the stronger leg of the business center.

## **How are volumes deducted and accumulated?**

### **IMPORTANT!**

First, the starter volumes are deducted from the stronger leg, and only then are the remaining volumes deducted. The remaining volumes are then transferred to the accumulated volume in the same leg.

If the starter volume in the stronger leg exceeds the binary volume in the weaker leg, the excess starter volume after deduction will not be transferred to the accumulated volume.

The accumulated volumes will be paid out as bonuses only if the Representative later confirms Bonus Activity.

If activity is not confirmed, the volumes will be reset to zero.

The accumulated volumes cannot exceed 300,000 in the stronger leg for GOLD CLUB.

# DYNAMIC BINARY BONUS



## Example of Volume Accumulation

The binary volume of the weaker leg is 2,700 GPV, and the stronger leg has 3,500 GPV. The Binary Bonus will be calculated from the volume of 2,700 GPV, and the same volume will be deducted from the stronger leg.

1. If there were 500 GPV of starter volume in the stronger leg, 800 GPV will be transferred to accumulation from the stronger leg:  
 $3,500 \text{ GPV} - 2,700 \text{ GPV} = 800 \text{ GPV}$
2. If there were 3,000 GPV of starter volume in the stronger leg, only 500 GPV will be transferred to accumulation, since starter volumes are not included in the accumulation.

# MANDATORY CONDITIONS FOR RECEIVING THE BINARY BONUS:



1. You must confirm **Bonus Activity** of more than **100 PV**.
2. Your qualification must be **at least 1 CARAT**.
3. There must be at least **one active Representative** who has confirmed **Bonus Activity** in both the **left and right directions** of the business center, within your personal group.

If the Representative has not confirmed the 1 CARAT qualification, the completed volume is not accumulated and is transferred to the upline active sponsor. The Binary Bonus will not be paid, and the Accumulative Bonus will be paid from the group bonus volume based on the terms of the current qualification.

# DEVELOPMENT BONUS



The Development Bonus is paid to Representatives who hold a 3 CARAT qualification or higher. It amounts to **5% of the group qualification volume (GPV)** for the current accounting period. The more active the organization, the more bonuses the sponsor receives at the 3 CARAT qualification or higher.

## **IMPORTANT!**

**When calculating the bonus, starter volumes from the personal group, as well as the group volume of Representatives in the 3 CARAT qualification or higher, are not included.**

**To receive the Development Bonus, you must have confirmed Bonus Activity of more than 100 PV**

# Sponsor Bonus Payments as a Percentage of the Binary Bonus



## Sponsor Bonus Payments as a Percentage 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

Upon reaching the CRYSTAL rank, you will start receiving the Sponsor Bonus — a reward for building your organization.

You will continue to receive this bonus 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 from Representatives in your personal group who have a qualification of 1 CARAT or higher, up to 7 generations (depending on the Representative's qualification), for the bonus accrued in that accounting period.

You will receive the Sponsor Bonus at the end of the accounting period once the necessary conditions are met.

**The Sponsor Bonus cannot exceed 50% of the Binary Bonus for the current accounting period.**

**To receive the Sponsor Bonus, you must have confirmed Bonus Activity of 100 PV.**

### IMPORTANT!

**If a Representative has 3 or 4 Business Centers, the Sponsor will receive the Sponsor Bonus from the Business Center where the maximum Binary Bonus has been 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		
Client Bonus		This is the reward you receive from each of your <b>client's purchases</b> , excluding cashback. Each product has its own client bonus amount. You can find the exact bonus amount for each product in your <b>Personal Account</b> .																		
Starter Bonus	The Starter Bonus is the reward you receive from the Starter Purchase of each first-line Representative. The amount of the Starter Bonus depends on your contract status and the contract status of the Representative you are activating.																			
Mentor Bonus	1st generation		10 y.e.												The Mentor Bonus is the reward you receive from purchases between 25 and 49.99 PV made by Representatives in your 1st generation within the accounting period.					
			20 y.e.												The Mentor Bonus is the reward you receive from every first 50 PV of purchases made by Representatives in your personal group within the accounting period, up to the 3rd generation.					
	2nd generation		5 y.e																	
	3rd generation		5 y.e																	
Accumulative Bonus	Personal Volume (% от PV)		4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	The Accumulative Bonus is calculated as a percentage of your personal volume (PV) and the volume of Representatives in your 1st line who are below 1 CARAT qualification (the volume for the accounting period is considered).			
	Group Volume	Representative (% от PV)		4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%					
		BRONZE (% от PV)		0%	4%	10%	17%	17%	17%	17%	17%	17%	17%	17%						
		SILVER (% от PV)		0%	0%	6%	13%	13%	13%	13%	13%	13%	13%	13%						
		GOLD (% от PV)		0%	0%	0%	7%	7%	7%	7%	7%	7%	7%	7%						
Dynamic Binary Bonus	Weaker leg (WL)		0%		The Dynamic Binary Bonus is paid as a percentage of the binary volume. The percentage is dynamic. The remaining volume at the end of the accounting period is 0 GPV.												The Dynamic Binary Bonus is calculated as a percentage of your binary volume — the volume that passed through your business centers in the binary tree during one accounting period. The bonus amount depends on the total of all other bonuses accrued during the period.			
	Stronger leg (SL)		0%		Payment 0% The remaining volume at the end of the accounting period: GPV (SL) - GPV (WL) (excluding starter volumes)															
Development Bonus			0%			5% of GPV (excluding starter volumes)												The Development Bonus is paid as a percentage of the group volume of Representatives in your personal group who have a rank below 3 CARAT (the volume for the accounting period is considered, starter purchases are excluded).		
Sponsor Bonus	1st generation		0%			20%			20%	25%	25%	30%	30%	35%	35%	40%	45%	50%	The Sponsor Bonus is paid as a percentage of the Binary Bonus of each representative in your personal group with a 1 CARAT qualification and higher, based on the results of the accounting period.	
	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%			
	4rd generation		0%			0%			0%	0%	5%	5%	5%	5%	5%	5%	5%			
	5rd generation		0%			0%			0%	0%	0%	5%	5%	5%	5%	5%	5%			
	6rd generation		0%			0%			0%	0%	0%	0%	0%	3%	3%	3%	3%	3%		
	7rd generation		0%			0%			0%	0%	0%	0%	0%	0%	2%	2%	2%	2%		

\*The values of Conditional Units [C.U.] for each currency are listed on page 41

# MULTI-CURRENCY



Depending on the region where you conduct your business, you will use the currency of that region. Currently, the following currencies are available:

- Euros (for EU countries)
- Tenge (for Kazakhstan)
- Som (for Uzbekistan)
- Ruble (for all other countries)

The calculation of bonuses is also carried out in the currency in which the purchase was made. Therefore, you will have separate bonus accounts (one for each currency), where your bonuses will be credited.

## **Client Bonus**

The size of the Client Bonus for each product is listed in your Personal Account

## **Mentor Bonus**

The Mentor Bonus is credited from the purchases made by Representatives in your personal group, to the account corresponding to the currency used for the purchase.



# MULTI-CURRENCY



**Accumulative Bonus.** The Accumulative Bonus from personal purchases is credited to the bonus accounts proportionally to the amount of PV from purchases in different currencies.

**Example:**

If you made a purchase of 500 PV in euros, and your customer made purchases of 100 PV in rubles and 100 PV in tenge, the Accumulative Bonus from your Personal Volume will be calculated from 700 PV. Thus, 1/7 of the bonus will be credited to the rubles bonus account, 1/7 to the tenge bonus account, and 5/7 to the euros bonus account. The Accumulative Bonus from Group Volume is distributed in the same way.

**Development Bonus.** The Development Bonus is credited to the bonus accounts according to the currency of the volumes in your personal group in different currencies.

**Dynamic Binary Bonus.** The Dynamic Binary Bonus is calculated summed up from all volumes (across all currencies). The bonus is distributed among the bonus accounts proportionally to the amount of PV in the weaker leg for each corresponding currency.

**Example:**

The volume of your strong leg is 2,500 PV: 100 PV from euros, 1,900 PV from rubles, 500 PV from tenge.

The volume of your weaker leg is 1,200 PV: 800 PV from euros, 200 PV from rubles, 200 PV from tenge.

The Dynamic Binary Bonus is calculated from this volume.

1/6 (200 PV out of 1,200 PV) will be credited to the rubles bonus account,

1/6 (200 PV out of 1,200 PV) to the tenge bonus account,

and 4/6 (800 PV out of 1,200 PV) to the euros bonus account.

**Sponsor Bonus.** The Sponsor Bonus is a percentage of your partner's Dynamic Binary Bonus.

Depending on the distribution of the bonus to your partner's bonus accounts, you will receive the Sponsor Bonus to the corresponding bonus accounts in the relevant currencies.

# MOTIVATIONAL PROGRAMS

The Company has additional motivational programs for Representatives with a rank of 3 CARAT or higher:  
DRIVE CLUB and «Money for a Goal»

# MOTIVATIONAL PROGRAMS



## DRIVE CLUB VILAVI

To become a member of the DRIVE CLUB program, a Representative must achieve or confirm the 3 CARAT qualification.

This qualification needs to be maintained for a set number of periods, depending on the qualification level, in accordance with the program's terms.

Detailed program conditions are available in the Representative's Personal Account.

## MONEY FOR A GOAL

As part of the «**Money for a Goal**» program, Representatives can receive financial rewards from the Company for achieving their goals!

Representatives who have achieved the **3 CARAT qualification** or higher are eligible for participation.

The application can be submitted in the period after the qualification is achieved.

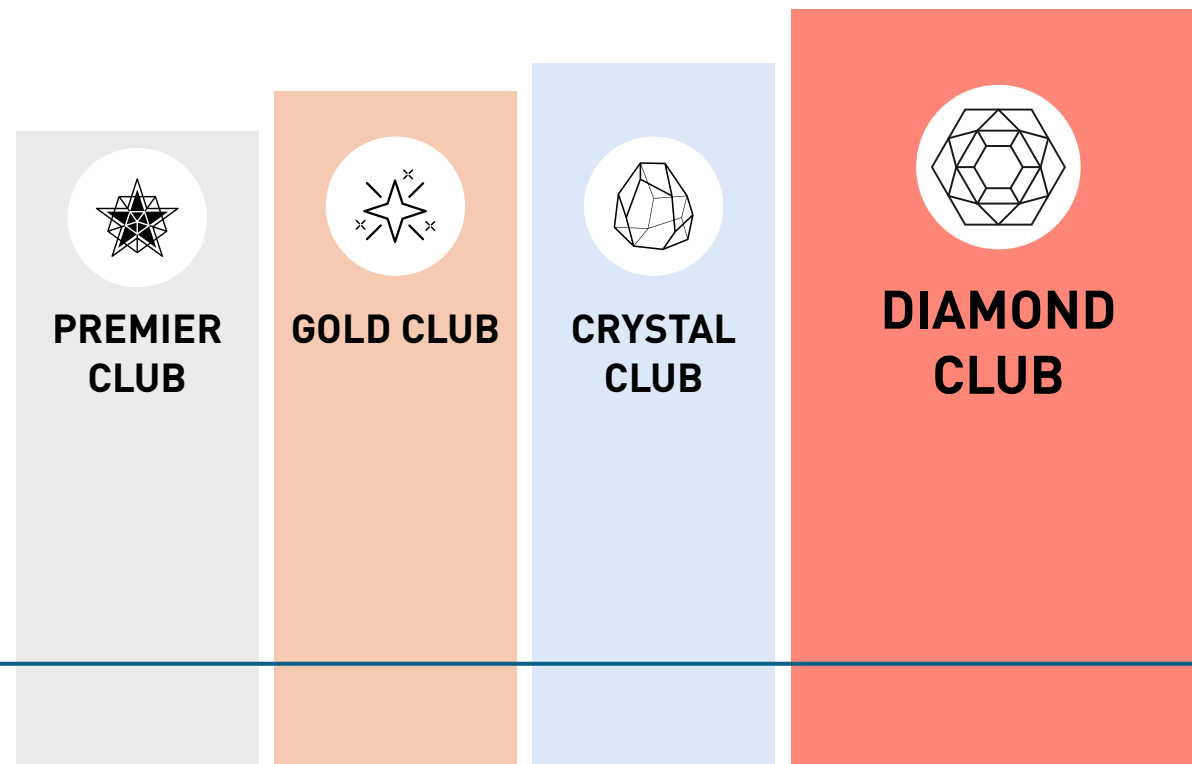
STAGE 3

**STRENGTHENING**

# VILAVI BUSINESS



**There are 4 clubs in  
the VILAVI business:**



The VILAVI business operates with simple and transparent rules. The key indicator of your business success is your qualification and the club you belong to.

**With each higher qualification and transition to a new club, you receive new rewards and privileges.**

# PREMIER CLUB VILAVI



Rank	Qualification Group Volume
<b>BRONZE</b>	500 GPV
<b>SILVER</b>	1000 GPV
<b>GOLD</b>	2000 GPV

You join the PREMIER CLUB at the very beginning of your VILAVI business. This club has 3 qualifications: BRONZE, SILVER, and GOLD.

To achieve new qualifications in the PREMIER CLUB, all you need to do is sell the company's products and start building your team of partners — your personal group. Ranks are assigned based on the volume achieved in the current qualification period.

**When you choose the Business entry, you receive the BRONZE qualification.**

**IMPORTANT!**

**Each new accounting period starts with the Representative qualification.**

# GOLD CLUB VILAVI



You transition to the GOLD CLUB when your business starts to grow actively.

You increase your sales volume, recruit partners, and gain access to new income levels, bonuses, and opportunities within the company.

Rank	Accumulated Group Volume	Qualification Group Volume	Number of Representatives in 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

**IMPORTANT!**

**To confirm any GOLD CLUB qualification and achieve any GOLD CLUB rank, you must have confirmed Bonus Activity.**

**To achieve the 3 CARAT rank, you must meet the conditions for 2 consecutive qualification periods. In each of the two periods, you must accumulate 12,000 GPV.**

# CRYSTAL CLUB VILAVI

Rank	Qualification Group Volume	Number of Representatives in 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

CRYSTAL CLUB is an elite club for successful representatives of VILAVI.

Membership in CRYSTAL CLUB indicates that your business is steadily growing. You have achieved high results and receive well-deserved rewards.

## IMPORTANT!

To confirm any **CRYSTAL CLUB** qualification and achieve any **CRYSTAL CLUB** rank, you must have confirmed **Bonus Activity**. **Starting** from the **CRYSTAL** rank, in order to achieve the next rank, you must meet the conditions for **three consecutive qualification periods**.

If the conditions are met in each period, the **Sponsor Bonus** will be calculated according to the completed qualification.

Upon reaching the **CRYSTAL** rank, you receive **2 additional business centers**, which participate in forming the **Binary Bonus**.



# DIAMOND CLUB VILAVI



Rank	Qualification Group Volume	Number of Representatives in 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

This is the highest level on the VILAVI career ladder. By joining the DIAMOND CLUB, you receive special bonuses, rewards, and privileges.

## IMPORTANT!

To confirm any **DIAMOND CLUB** qualification and achieve any **DIAMOND CLUB** rank, you must have **confirmed Bonus Activity**.

Starting from the **CRYSTAL** rank, to achieve the next rank, you must meet the conditions for **several consecutive qualification periods**.

If the conditions are met in each period, the **Sponsor Bonus** will be calculated according to the completed qualification.

Upon reaching the **BLACK DIAMOND STAR** rank, you will receive your **4th business center**.

# QUALIFICATION COMPRESSION

**When closing qualifications from 2 CARAT and above, compression applies if all the Representatives before the partner in the required qualification are:**

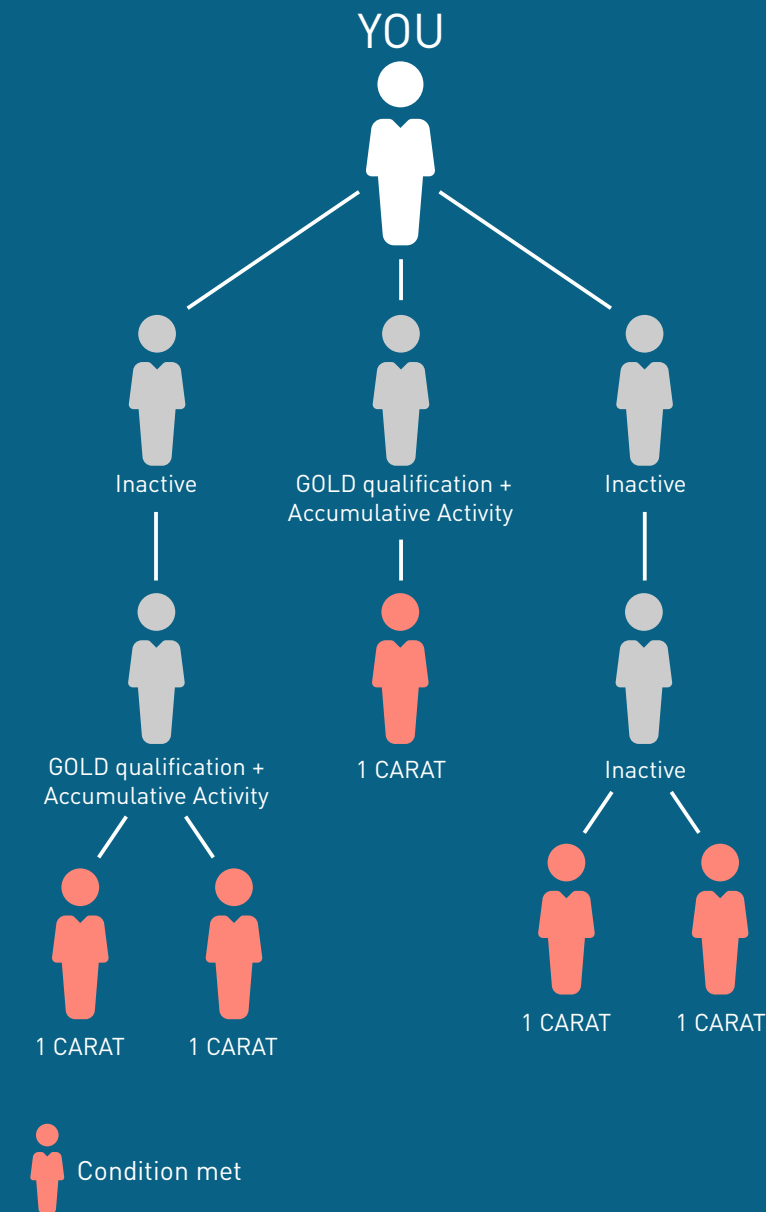
1. Inactive
2. Have Accumulative Activity and the GOLD qualification

In the structure of an inactive partner or a partner with accumulative activity and the GOLD qualification, all partners are considered.

The key condition is that all Representatives before the partner in the required qualification meet the compression requirements.

Thus, if there is a lack of a 1 CARAT Representative in the first line to close a qualification, for example, 3 CARAT, but such a Representative exists in the structure of an inactive partner or a partner with GOLD qualification and accumulative activity, the 3 CARAT qualification will be assigned.

Qualification compression has no restrictions on which line your partner is in.





			DIAMOND CLUB					
Qualification			BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR
Conditions for achieving a rank	Accumulated 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
	Number of representatives in the first line		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 activity	Confirmed bonus activity	Confirmed bonus activity	Confirmed bonus activity	Confirmed bonus activity	Confirmed bonus activity
	Number of qualification periods		3	3	4	5	6	6
Bonuses, rewards, and privileges	Recognition signs		Upon achieving a certain qualification, we award distinction signs according to the recognition ceremony regulations					
	Fixed bonuses	Client bonus	✓	✓	✓	✓	✓	✓
		Starter bonus	✓	✓	✓	✓	✓	✓
		Mentor bonus	✓	✓	✓	✓	✓	✓
		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 bonus			50 000 y.e.	100 000 y.e.	200 000 y.e.	500 000 y.e.	1 000 000 y.e.
	Drive Club		Any car provided in the car program					Special Bonus BENTLEY BENTAYGA
	Trips	GOLDEN SECTION	✓	✓	✓	✓	✓	✓
		CRYSTAL DREAM	✓	✓	✓	✓	✓	✓
		BON VOYAGE	✓	✓	✓	✓	✓	✓
		Additional	Luxury cruise gift. Round-the-world trip for two					Luxury cruise gift. Round-the-world trip for two

# MAIN TERMS AND DEFINITIONS



## VOLUME

### PERSONAL VOLUME

Each VILAVI product has a specific volume — PV. Personal Volume is the amount of product in PV purchased by the Representative for personal use or for resale to customers.

### GROUP VOLUME

The sum of personal volume and the volume of products purchased by the Representatives of the personal group.

### STARTER VOLUME

The volume of products purchased by Representatives who made their Starter Purchase.

### GROUP BONUS VOLUME

The Group Volume of the personal group in the accounting period, excluding the group volume of Representatives in 1 CARAT qualification and higher. This is used to calculate the Accumulative Bonus.

### BINARY VOLUME

The Binary Volume is the total volume of all downline business centers. It includes the group volume of Representatives with a 1 CARAT qualification and higher, as well as the volume of Starter Purchases made by newly registered Representatives.

### GROUP QUALIFICATION VOLUME

The Group Volume for a qualification period. It is used for assigning ranks and qualifications.

### ACCUMULATIVE QUALIFICATION VOLUME

The Group Volume from 0 to 3,000 GPV, used for assigning ranks from Representative to 1 CARAT. It does not have a qualification period.

### TOTAL PAYOUT VOLUME TO NETWORK

The total amount allocated for all bonus payouts across the network (except Client Bonus and Mentor Bonus).

## ACCOUNT

A Representative's account created upon registration in their Personal Account. The account number is the Representative's ID, obtained upon registration.

The account is tied to a place in the Binary Tree. All information about the Representative, their orders, bonuses, etc., is linked to the account.

If a Representative does not make a Starter Purchase within 30 days after registration, their account is automatically deleted.

If a Representative does not make any purchases for 12 months after their last purchase, their account is also automatically deleted and cannot be restored.

After the account is deleted, the Representative may re-register using the same information.

# MAIN TERMS AND DEFINITIONS



## ACTIVITY

### ACCUMULATIVE ACTIVITY

Personal purchases made by the Representative for personal/family use or resale, as well as customer purchases, which allow accumulation of volumes and receiving the Mentor Bonus, Starter Bonus, and Accumulative Bonus. To confirm Accumulative Activity, a personal volume of 50 to 99 PV must be achieved within the accounting period.

### BONUS ACTIVITY

Personal purchases made by the Representative for personal/family use or resale, as well as customer purchases, which allow accumulation of volumes and receiving bonuses. Confirmed Bonus Activity is required to close qualifications and ranks from 1 CARAT and above. To confirm Bonus Activity, a personal volume of 100 PV must be achieved within the accounting period.

## PERSONAL GROUP

A Representative's personal group includes all the Representatives they have personally signed up, as well as those signed up by those Representatives — across all generations to infinity.

## QUALIFICATION

A qualification is confirmation that a Representative and their personal group have met certain conditions during the qualification period. Bonuses are paid based on the achieved qualification. Unlike a rank, a qualification can be downgraded depending on the performance results of the Representative and their personal group during the qualification period.

## RANK

A rank is the highest qualification achieved by the Representative. A rank cannot be downgraded. It serves as recognition of a Representative's achievements and is not used for calculating bonus payments. However, achieving certain ranks grants additional privileges or results in the payment of one-time bonuses.

## QUALIFICATION PERIOD

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

## ACCOUNTING PERIOD

This period determines the calculation of bonuses. The accounting period starts at 00:00 UTC on the 2nd of the calendar month and ends at 16:59 UTC on the 1st of the following calendar month. Bonus calculations are done once per month, at the end of the accounting period.

# MAIN TERMS AND DEFINITIONS



## BINARY TREE

When the 1 CARAT rank is achieved, the Representative is placed in the Sponsor's Binary Tree. The Sponsor must place the Representative in the Binary Tree within the accounting period in which the rank was closed. If this is not done, the Representative will be automatically placed in the weaker leg of the Binary Tree before the bonus calculations are made.

## BUSINESS CENTER

The place where the Representative is located in the Sponsor's Binary Tree is called the Representative's Business Center. From this point, they begin to build their Binary Tree. Upon achieving the CRYSTAL rank, the Representative receives two additional business centers. Upon achieving the BLACK DIAMOND STAR rank, the Representative receives an additional fourth Business Center.

Business Center Placement Rule:

- The second business center is placed above the first.
- The third business center is placed in the free direction of the second business center.
- The fourth business center is placed above the top business center.

## SPILL-OVER

The upline Sponsor can place the business centers of their personal group representatives in their Binary Tree. These business centers are called spill-over. The Binary Volume generated in a spill-over business center is taken into account for calculating the Binary Bonus, but the Sponsor Bonus from this volume is paid to the direct Sponsor.

## BINARY DIRECTIONS

Each Business Center has two binary directions. Depending on its position in the tree, the directions are called left and right. The direction with the lower volume for the accounting period is called the weaker leg. The remaining direction is called the stronger leg.

## SPONSOR OR INFORMATION SPONSOR

A Sponsor is the Representative who referred another Representative to the company..

# MAIN TERMS AND DEFINITIONS



## CLIENT BONUS

The reward from customer purchases, minus the customer cashback.

## MENTOR BONUS

This is the reward you receive from purchases made by Representatives in your personal group.

## STARTER BONUS

The Starter Bonus is the reward you receive from the starter purchase made by each first-line Representative.



# MAIN TERMS AND DEFINITIONS



## CONDITIONAL UNIT (C.U.)

An internal unit adopted by VILAVI to regulate the ratio between world currencies and the internal currencies of countries. It is set by the Company based on exchange rates and the financial requirements of each country.

Currencies	C.U. (Conditional Units), exchange rate
Russian Rubles	1 C.U. = 44 rubles
Kazakh Tenge	1 C.U. = 270 tenge
Euros	1 C.U. = 0,50 euros
Uzbek Sums	1 C.U. = 6 800 sums

## BONUS CALCULATION FORMULA

**$GPV \times \% \text{ of BONUS} = \text{C.U.}$**

**Example of Development Bonus Calculation in Corresponding Currencies:**

For example:

A Representative with the 3 CARAT rank receives a Development Bonus of 5% of the GPV for the current accounting period. With 12,000 GPV, the Development Bonus is calculated as:

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

**Then:**

**$600 \text{ C.U.} \times 44 = 26,400 \text{ rubles}$**

**$600 \text{ C.U.} \times 270 = 162,000 \text{ tenge}$**

**$600 \text{ C.U.} \times 0.50 = 300 \text{ euros}$**

**$600 \text{ C.U.} \times 6,800 = 4,080,000 \text{ sums}$**

# MAIN TERMS AND DEFINITIONS



**MONTHLY SERVICE** refers to the technical features provided to each VILAVI Representative.

The Monthly Service includes the technical support for the Personal Account, maintenance of each Representative's promo websites, online training, and other services.

A small fee for the technical support of your personal electronic office will be deducted from your account every month.

This deduction will occur automatically when the bonus calculation and accrual are processed, and the fee amount will depend on your invoice:

**From 50 to 100 C.U. – 2 C.U.**

**From 100 to 500 C.U. – 5 C.U.**

**From 500 to 1,000 C.U. – 15 C.U.**

**From 1,000 C.U. and above – 20 C.U.**

# TABLE OF BINARY BONUS PAYOUT LIMITS BASED ON QUALIFICATION



Rank	Maximum Binary Bonus for the Accounting Period
1 CARAT	900 C.U.
2 CARAT	1 800 C.U.
3 CARAT	3 000 C.U.
CRYSTAL	4 500 C.U.
RUBIN	7 500 C.U.
SAPPHIRE	15 000 C.U.
EMERALD	22 500 C.U.
DIAMOND	45 000 C.U.
BLACK DIAMOND STAR	75 000 C.U.
RED DIAMOND STAR	150 000 C.U.
GREEN DIAMOND STAR	225 000 C.U.
BLUE DIAMOND STAR	300 000 C.U.
VIOLET DIAMOND STAR	450 000 C.U.
PURPLE DIAMOND STAR	No limits

Currencies	C.U. (Conditional Units), exchange rate
Russian Rubles	1 C.U. = 44 rubles
Kazakh Tenge	1 C.U. = 270 tenge
Euros	1 C.U. = 0,50 euros
Uzbek Sums	1 C.U. = 6 800 sums

Unpaid bonuses do not expire and remain in the accumulations.

# VILAVI

Your business starts now