



UNIQ
COSMETICS

MARKETING PLAN

1 THE FIRST PART OF THE MARKETING PLAN

Congratulations on your decision to engage in working with the Uniq Company. There are no obligations for you, except perhaps the quality of the products and financial income will become so attractive for you that you will want to know more and more and continue on and on. We wish you good luck!

STEP NUMBER 1

To understand the marketing plan

STEP NUMBER 2

To always ask anything you don't understand on time, so you and the people under you can work with accurate and truthful information

STEP NUMBER 3

To follow the marketing plan and make your dreams come true!

REMUNERATION LEVELS

It lies in the remuneration level of 0-27% depending on the turnover level. One perfume has a point value of 10 points. One point is converted to a value of 27 CZK (approx. 1 €).

3%

GROUP TURNOVER **100 POINTS**

6%

GROUP TURNOVER **400 POINTS**

9%

GROUP TURNOVER **1 200 POINTS**

13%

GROUP TURNOVER **2 400 POINTS**

18%

GROUP TURNOVER **4 000 POINTS**

22%

GROUP TURNOVER **6 000 POINTS**

27%

GROUP TURNOVER **10 000 POINTS**

EXAMPLE

A distributor who has reached a level of 27% in the two branches with the level of 18% and turnover of exactly 4,000 points and a turnover of 9% with a point value of 1,500 points in one branch and personally with a turnover of 500 points.

Calculation of the commission

$2 \times 4,000 \text{ p (with a 9\% margin)} + 1 \times 1,500 \text{ p (with an 18\% margin)} + 1 \times 500 \text{ p (with 27\% margin)} = 8\,000 \times 0,09 (9\%) + 1,500 \times 0,18 + 500 \times 0,27 = 720 \text{ p} + 270 \text{ p} + 135 \text{ p} = 1\,125 \text{ p} \times 27 \text{ CZK} = 30,375 \text{ CZK (1,125 €)}$

2

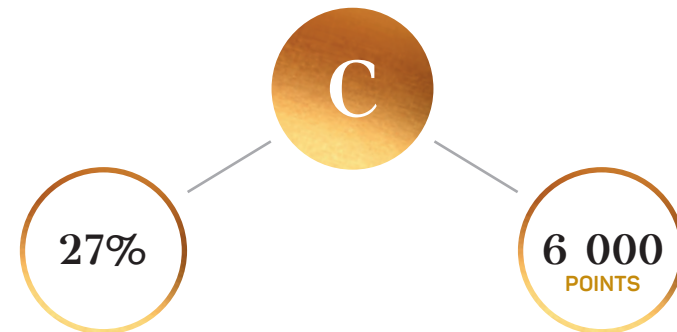
THE SECOND PART OF THE MARKETING PLAN

Is the first part completed? Congratulations! Let's go on! In the following steps you can see the expanded and graphically depicted structure of positions that will allow you to achieve interesting earnings and other benefits.

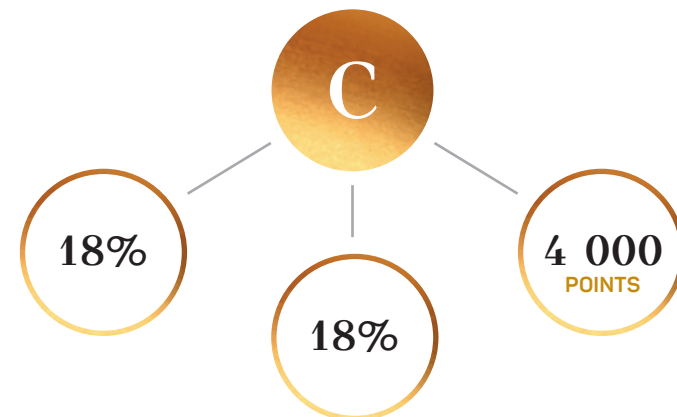
CHALLENGER

If a distributor reaches a level of 27% and also supports another distributor in some of their branches, who has also reached a level of 27%, while personally or in other branches creates monthly turnover of at least 6,000 points, or option B which means they personally support two branches qualified for 18% and at the same time personally or in other branches generate a monthly turnover of 4,000 points, then they will qualify to the CHALLENGER level and gain a bonus of 2% from their own turnover and the turnover of all their branches, which haven't qualified to the Challenger level. At the same time they gain a bonus of 2% from the global turnover.

OPTION A



OPTION B



BONUS

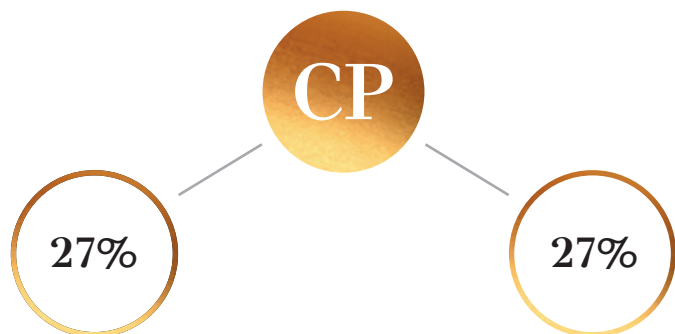
+2% GROUP TURNOVER

+2% GLOBAL TURNOVER

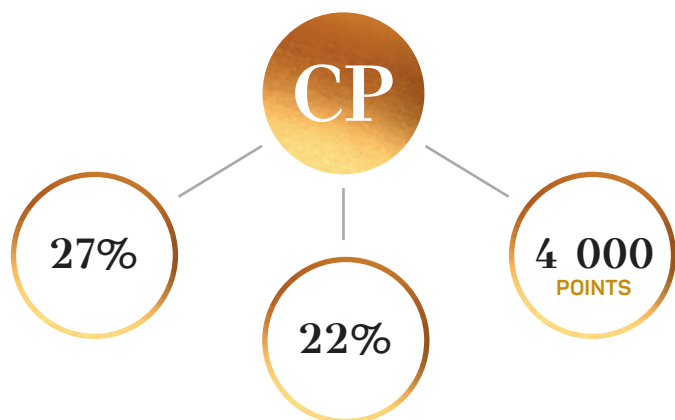
CHALLENGER PRO

If a distributor reaches a level of 27%, and supports at least two branches, which in one month reached a level of 27% or option B, which means supporting one branch which reached a level of 27% and the second branch reaching level of 22% and personally or in other branches they create a monthly turnover of 4,000 points, then they qualify to the CHALLENGER PRO level and gain a bonus of 2% of own turnover and turnover of all their branches, which haven't qualified for the CHALLENGER PRO level while gaining share additional 1% of all its branches, which haven't qualified to the Challenger level and also has a share of 4% from the global turnover. When a Challenger defends this position in 12 consecutive months, they gain a bonus from the company in the amount of 100,000 CZK per every year this is upheld.

OPTION A



OPTION B



BONUS

$$2\% + 1\% = 3\%$$

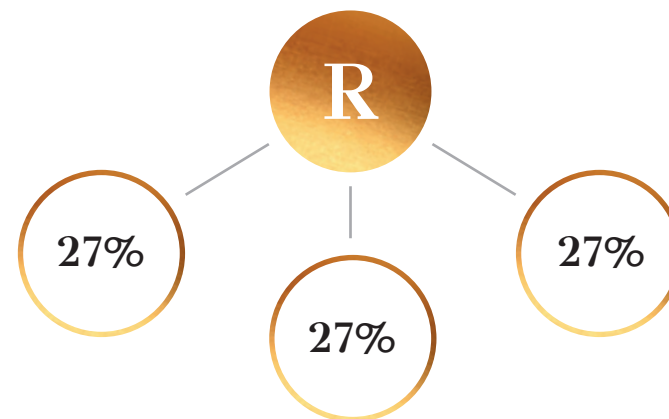
GROUP TURNOVER

$$2\% + 2\% = 4\%$$

GLOBAL TURNOVER

RUBÍN

If a distributor reaches a level of 27%, and supports at least three branches, which in one month reached a level of 27%, then they qualify for the RUBÍN level and gain a 2% bonus from their own turnover and turnover of all their branches, which haven't qualify for the Challenger level and at the same time they gain an additional share of 1% from all their branches, which haven't qualified for the CHALLENGER PRO level while gaining a share of 1% of their own turnover and turnover from all of their branches, which haven't qualified for the CHALLENGER PRO and at the same time they gain 1% from their own turnover as well as the turnover of all of their branches, which haven't reached the RUBIN level, while gaining a share of 5% from the global turnover. When a Challenger defends this position in 12 consecutive months, they gain a bonus from the company in the amount of 150,000 CZK per every year this is upheld.



BONUS

$$2\% + 1\% + 1\% = 4\%$$

GROUP TURNOVER

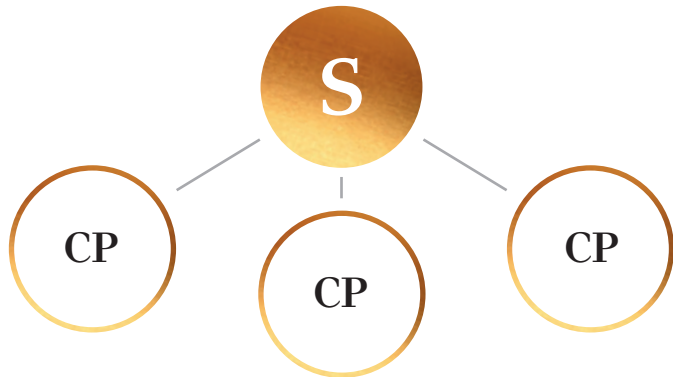
$$2\% + 2\% + 1\% = 5\%$$

GLOBAL TURNOVER

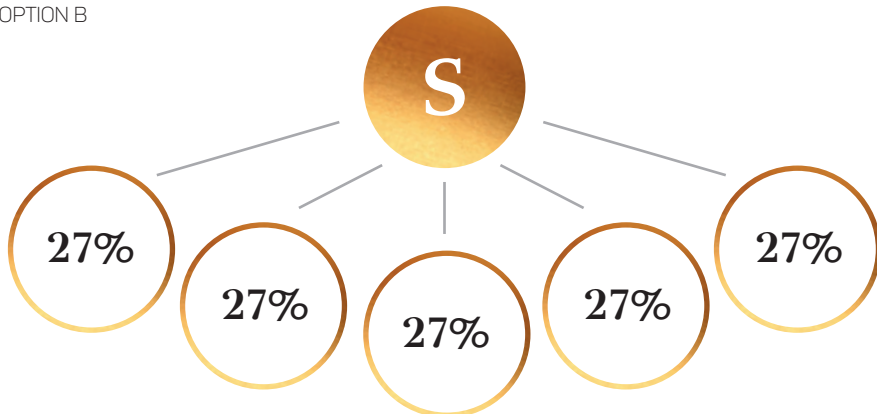
SMARAGD

If a distributor reached a level of 27%, and supports at least three branches, which in one month reached the Challenger Pro level or supports five separate branches qualifying for 27%, then they qualify for the SMARAGD level and gain a bonus of 2% from their own turnover and turnover of all of their branches, which haven't qualified for the Challenger level and at the same time they gain an additional share of 1% from all their branches, which haven't qualified for the Challenger Pro level while receiving 1% from the personal turnover and the turnover of all their branches, which haven't reached the Rubín level and also 1% from the personal turnover and turnover from all their branches, which haven't reached the SMARAGD level and at the same time they acquire a 6% share of the global turnover. If the distributor defends this position for 12 consecutive months, they receive a company bonus in the amount of 200,000 CZK per every year this is upheld.

OPTION A



OPTION B



BONUS

$$2\% + 1\% + 1\% + 1\% = 5\%$$

GROUP TURNOVER

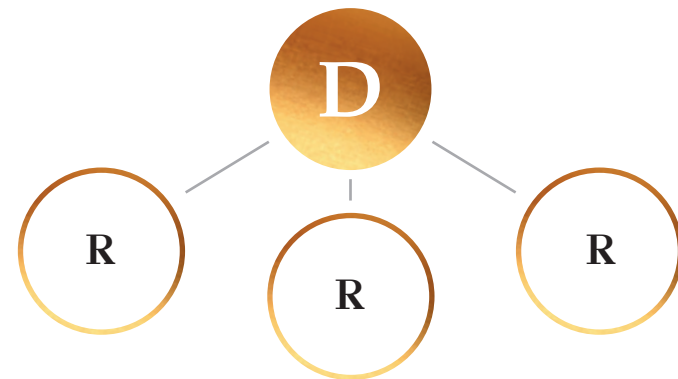
$$2\% + 2\% + 1\% + 1\% = 6\%$$

GLOBAL TURNOVER

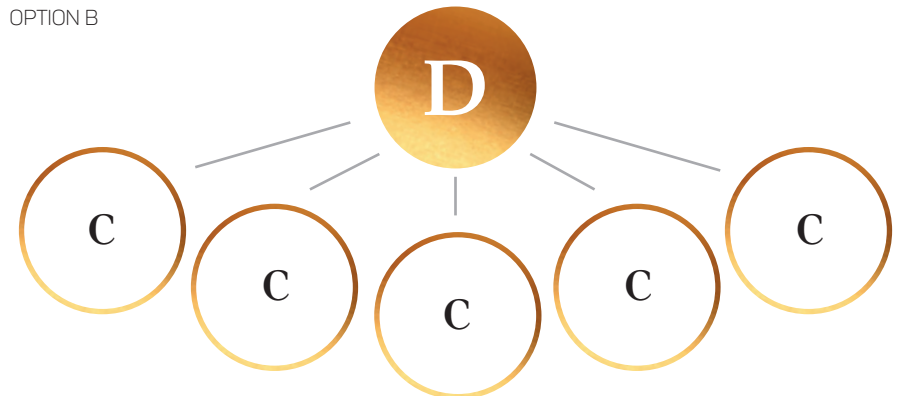
DIAMANT

If a distributor has reached a level of 27%, and supports at least three branches, which reached the Smaragd level in a month, they qualify for the DIAMANT level, or supports five branches qualifying in one calendar month for Challenger, they gain a bonus of 2% from their own turnover and the turnover from all of their branches, which haven't qualified for the Challenger level while gaining an additional share of 1% of all of their branches, which haven't qualified for Challenger Pro and receive 1% from the personal turnover and the turnover of all of their branches, which haven't reached the Rubín level while gaining 1% from the personal turnover and all of their branches, which haven't reached the Smaragd level, and at the same time 1% of the personal turnover and the turnover from all their branches, which haven't reached the DIAMANT level while gaining 7% share of the global turnover. If the distributor defends this position for 12 consecutive months, they receive a company bonus in the amount of 250,000 CZK per every year this is upheld.

OPTION A



OPTION B



BONUS

$$2\% + 1\% + 1\% + 1\% + 1\% = 6\%$$

GROUP TURNOVER

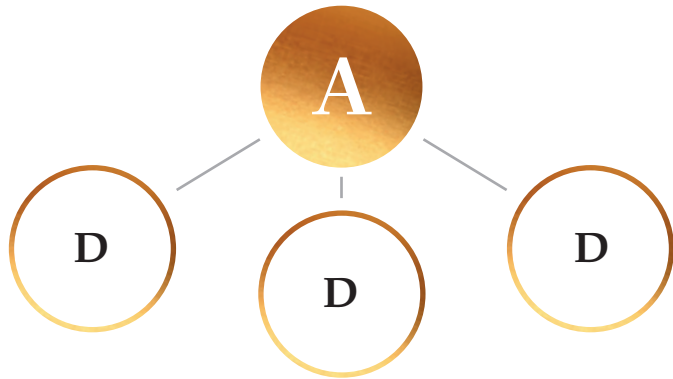
$$2\% + 2\% + 1\% + 1\% + 1\% = 7\%$$

GLOBAL TURNOVER

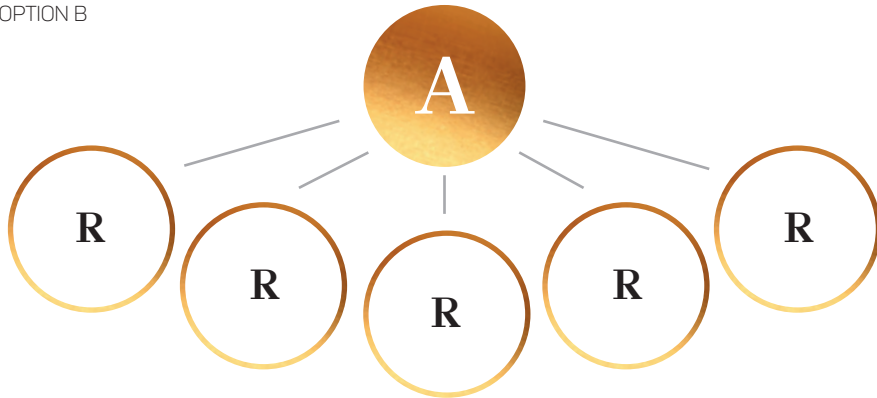
AMBASADOR

If the distributor supports at least three branches, which have reached the Diamant level or five branches qualifying for Rubín level, then they qualify for the AMBASADOR level and gain a bonus of 2% from their own turnover and the turnover of all of their branches, which haven't reached Challenger level, and at the same time they gain an additional share of 1% of all their branches, which haven't qualify for Challenger Pro and receive 1% from the personal turnover as well as the turnover of all of their branches, which haven't reached Rubín level, while gaining 1% from personal turnover and the turnover of all of their branches, which haven't reached Smaragd level, while gaining a 1% bonus from the personal turnover as well as the turnover from all of their branches, which haven't reached the Diamant level and at the same time a bonus of 1% from their personal and all of their branches' turnover, which haven't reached AMBASADOR level while also gaining a share of 8% from the global turnover. If the distributor defends this position for 12 consecutive months, they receive a company bonus in the amount of 700,000 CZK per every year this is upheld

OPTION A



OPTION B



BONUS

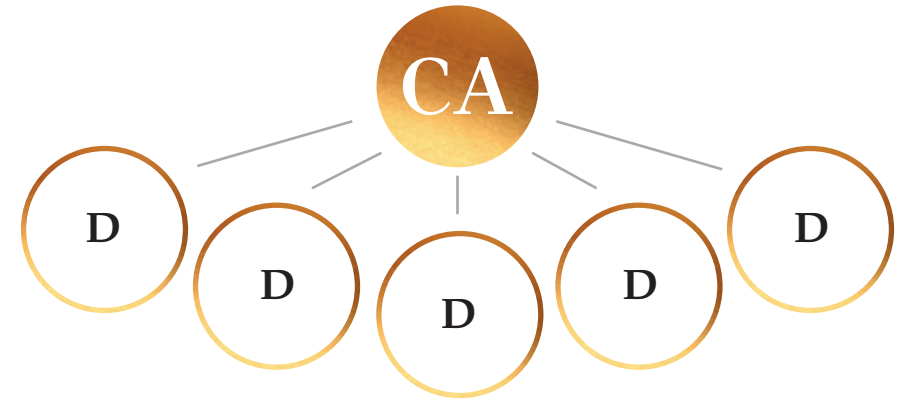
$$2\% + 1\% + 1\% + 1\% + 1\% + 1\% = 7\% \quad 2\% + 2\% + 1\% + 1\% + 1\% + 1\% = 8\%$$

GROUP TURNOVER GLOBAL TURNOVER

CROWN AMBASADOR

If a distributor supports at least five branches, which reached Diamant level in a month, they gain a bonus of 2% from their own turnover and turnover from all of their branches, which haven't qualified for the Challenger level while gaining an additional share of 1% of all of their branches, which haven't qualified for Challenger Pro and receive 1% from the personal turnover and the turnover of all of their branches, which haven't reached Rubín level while gaining 1% from the personal turnover and all of their branches, which haven't reached the Smaragd level, and at the same time 1% of the personal turnover and the turnover from all their branches, which haven't reached Diamant level while gaining a 1% share of the personal turnover as well as the turnover of all their branches which haven't reached Ambassador level, while gaining 9% from the global turnover. If a CROWN AMBASADOR defends this position for 12 consecutive months, they receive a company bonus in the amount of 1,600 000 CZK per every year this is upheld.

CROWN AMBASADOR It is currently the highest possible award. Additional rewards will consist in a number of different badges in your structure and in building additional branches. It will be described a year after the functioning of the company. We wish you all much success, we all have the same success goals.



BONUS

$$2\% + 1\% + 1\% + 1\% + 1\% + 1\% = 7\% \quad 2\% + 2\% + 1\% + 1\% + 1\% + 1\% + 1\% = 9\%$$

GROUP TURNOVER GLOBAL TURNOVER

EXAMPLE

Rubín position has one branch qualified for 27%, out of that it has a personal bonus of 4%, second branch qualified for the Challenger and it has a bonus of 2% and a third branch qualified for Rubín, out of which it has no personal bonus.

ATTENTION! All positions for the Challenger level are eligible for a bonus from the global turnover - ALWAYS. In the 1:1 ratio, e.g.: 2% of the global turnover is gained by everyone who has reached the position of Challenger or a higher position.



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