

Portable Power Bank & Solar-Powered Electric Fan



Distribution Cooperation System

(I) Phase 1: Potential Agents

1. Cooperation Positioning

For potential partners who have shown interest but not yet confirmed long-term cooperation, the core focus is on "small-batch procurement to test market response". No agency qualification will be granted; the cooperation will only be in the "negotiation phase" to help the other party verify the local acceptance of the products, price sensitivity, and applicable scenarios.

2. Access Thresholds

- **Procurement Requirements:** Procurement based on demand, no rigid requirements.
- **Qualification Requirements:** Provision of local legal business certificates (such as individual business licenses, small-scale trading company qualifications) to ensure normal customs clearance and sales.

3. Pricing Policy

Implementation of a "minimum preferential price", which is only for small-batch trial purchases; no price negotiation is allowed.



(II) Phase 2: Formal Agency Cooperation (Three-Tier Ladder, Supporting Upgrade via Quantity Accumulation)

After the trial purchase period, if the other party intends to conduct long-term cooperation, they may apply to become a formal agent. The upgrade follows the ladder of "Tier 3 → Tier 2 → Tier 1". The higher the tier, the lower the price and the more benefits available. In addition, "upgrade based on cumulative purchase volume" is supported (i.e., when the cumulative purchase volume reaches the threshold for the next tier, the price will be automatically reduced without the need for re-application).

1. Tier 3 Agents

- **Access Thresholds:**
 - **Procurement Requirements:** First purchase: one 40-foot container (dedicated to the products) containing portable power banks or solar-powered electric fans (mixed procurement allowed). For subsequent replenishments, there is no minimum quantity requirement, and procurement based on demand is supported.
- **Pricing Policy:**
 - Portable power banks: 5% discount off the original price
 - Solar-powered electric fans: 2% discount off the original price
- **Core Benefits:** Enjoyment of regional customer referrals (e.g., local small-batch procurement needs obtained by our company will be directionally pushed to the corresponding regional Tier 1 agents), and free promotional materials (localized language manuals).

2. Tier 2 Agents

- **Access Thresholds:**
 - **Procurement Requirements:** Cumulative purchase of two 40-foot containers (dedicated to the products) containing portable power banks or solar-powered electric fans (mixed procurement allowed); accumulation starts from the trial purchase period, including the trial purchase volume, and direct upgrade to Tier 2 agent is permitted. No compensation will be given for the purchase price difference before reaching the cumulative requirement.
 - **Qualification Requirements:** Possession of local customs clearance capabilities (such as an in-house customs clearance team or a long-term cooperative customs clearance company), and at least 2 sales channels (such as offline stores, wholesale market partners) to cover major cities in the country.
- **Pricing Policy:**
 - Portable power banks: 10% discount off the original price

- Solar-powered electric fans: 3% discount off the original price
- **Core Benefits:** Priority right to test-market new products (e.g., priority supply of new high-capacity portable power banks), and free product training (2 online training sessions per year, covering sales skills and after-sales maintenance).



3. Tier 1 Agents

- **Access Thresholds:**
 - **Procurement Requirements:** Cumulative purchase of three 40-foot containers (dedicated to the products) containing portable power banks or solar-powered electric fans (mixed procurement allowed); accumulation starts from the beginning of cooperation, including trial purchase volume and procurement volume at Tier 3/Tier 2, and application for upgrade is permitted.
 - **Capability Requirements:** Possession of cross-border logistics coordination capabilities (able to coordinate customs clearance and warehousing across multiple countries), and a sales team of at least 5 people to provide replenishment support and after-sales assistance to sub-agents.
- **Pricing Policy:**
 - Portable power banks: 15% discount off the original price
 - Solar-powered electric fans: 5% discount off the original price
- **Core Benefits:** Customized product support (e.g., customization of fan voltage and portable power bank interfaces according to regional needs), and priority right to use overseas warehouses.

(III) Phase 3: Annual Rebates

- Annual sales volume: Cumulative RMB 10 million → 1% rebate
- Annual sales volume: Cumulative RMB 20 million → 2% rebate
- Annual sales volume: Cumulative RMB 30 million → 3% rebate
- **Rebate Settlement:** All annual rebates will be settled in the form of "deduction from replenishment purchases" (no direct cash payment), with a validity period of 12 months for the deduction.

IV. Exclusive Support Policies for the Global Market

1. Localized Material Support

- Provision of promotional materials: Product manuals (in English), posters (adapted to local color preferences, e.g., mainly bright yellow and red).
- Support for customized packaging: For example, printing "user instructions" and "after-sales phone number (agent's phone number)" in local languages on product packaging to enhance user trust.

2. After-Sales and Training Support



- Provision of product maintenance guidance (such as portable power bank battery cell replacement, fan motor troubleshooting).
- Organization of 1 online training session quarterly, covering content such as "local market development skills" (e.g., how to connect with wholesale markets and community retail stores) and "product adaptation suggestions" (e.g., recommending high temperature-resistant models for the high-temperature weather in Africa).

3. Market Protection Support

- Price control: Uniform formulation of a "suggested retail price" to prohibit low-price dumping and ensure the profit margin of distributors.

4. Brand Promotion Support

- Conduct promotion under the company's brand to enhance credibility and visibility; provide promotional materials with the brand logo (self-media videos, promotional manuals, company homepage, etc.).

VI. Cooperation Process and Assessment Mechanism

1. Cooperation Process

- **Formal Agency Application:** The other party submits the *Agency Application Form* → Our company verifies qualifications and sales volume → Signs the *Global Agency Contract* (with a validity period of 2 years; renewal is allowed if there are no violations upon expiration) → Implements the price and benefits corresponding to the tier.
- **Upgrade Process:** The system automatically calculates the cumulative purchase volume → After reaching the upgrade threshold, our company sends the *Upgrade Notification Letter* → After confirmation by the other party, the new tier price is implemented.
- **Compliance Assessment:** The agent must comply with local laws and regulations and our company's pricing policies. If penalized by local regulatory authorities for violations, or if there are ≥3 complaints that harm the company's brand image, cooperation will be terminated immediately.

VII. Settlement Methods

- **Trial Purchase Period:** Arrange shipment after payment is received.
- **Formal Agency:**
 - First purchase: Pay 30% of the payment, and pay the remaining amount before shipment.
 - Subsequent replenishments: Support "prepayment deduction".

- **Rebate Settlement:** All annual rebates are settled in the form of "deduction from replenishment purchases" (no direct cash payment), with a validity period of 12 months for the deduction.

*Glory Zenith reserves the right to final interpretation of this policy.