

2023.01.01

ENAGIC'S TOKUREI PROGRAM

GOOD SAMARITAN



PEOPLE TARGETED BY THE TOKUREI PROGRAM

Enagic® has always cared about putting its customers at the very center of its development strategy. We wish to share our products and the opportunities brought by our unique business plan with as many people as we can, without discrimination based on one's wealth.

We understand some people cannot afford to buy one of our machine just like that. The Tokurei program has been specifically designed for them!

The Good Samaritans will be able to start their business without any initial investment and to develop their network even before owning a machine !



HOW DOES THE PROGRAM WORK ?

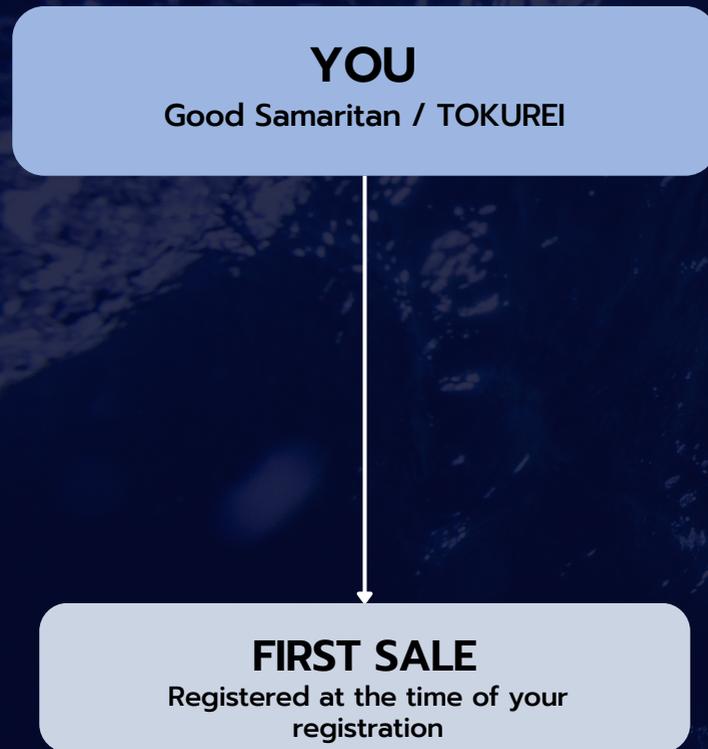
In order to be registered as a « Tokurei » distributor, all the following conditions must be met :

- To fill up the Tokurei form.
- To provide all the necessary documents to become a distributor.
- To fill up a machine order form.
- To bring a direct sale under you to validate your Tokurei status (more details on the next slides).

/!\ A Tokurei sale is treated just like a regular sale. It can help a distributor to change status or rank, and counts in your 8-point group sales.



HOW DOES THE PROGRAM WORK ?



To bring a direct sale is a sine qua non for you to be registered as a Tokurei and to enjoy all the benefits of the program. This sale assures us you are serious, it marks the beginning of your cooperation with Enagic® and will grant you your first commission !



THE REMUNERATION OF THE GOOD SAMARITANS

Once registered as a Good samaritan, the distributor will earn commissions on every sale he and his 8-point group will make. However, the payment system is different from the one applying to the regular distributors :

- -A part of the regular commission will be paid to the distributor, it depends on the type of machine that was sold and the payment method (Full payment or with installments)
- The remaining part of the commission will be set aside by Enagic® and put into your « pool ». This « pool » will help you to purchase your machine later on. Indeed, the accumulated « pool amount » will be deducted from the total amount of your purchase (in case of a full payment) or from the total amount of your installments if you choose to pay by installments

***Voir Documents " Commissions TOKUREI "*



Commissions

(Commissions based on 1 point)

TOKUREI (Samaritan)

Fullpay Sale :
1 Point

LEVELUK K8

Total

230 EUR

used to pay off machine

75 EUR

initial payment

155 EUR

LEVELUK SD501 PLT.

Total

175 EUR

used to pay off machine

75 EUR

initial payment

100 EUR

LEVELUK SD501

Total

175 EUR

used to pay off machine

75 EUR

initial payment

100 EUR

LEVELUK JR IV

Total

135 EUR

used to pay off machine

40 EUR

initial payment

95 EUR

ANESPA DX

Total

100 EUR

used to pay off machine

64 EUR

initial payment

36 EUR

*There are no Special Points on TOKUREI sales



Commissions

(Commissions based on 1 point)

TOKUREI (Samaritan)

E-PAY Sale
1 Point

| LEVELUK K8 | LEVELUK SD501 PLT. | LEVELUK SD501 | LEVELUK JR IV | ANESPA DX |
|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <u>Total</u> | <u>Total</u> | <u>Total</u> | <u>Total</u> | <u>Total</u> |
| 230 EUR | 175 EUR | 175 EUR | 135 EUR | 100 EUR |
| used to pay off machine |
| <u>75 EUR</u> | <u>75 EUR</u> | <u>75 EUR</u> | <u>40 EUR</u> | <u>64 EUR</u> |
| initial payment |
| <u>100 EUR</u> | <u>50 EUR</u> | <u>50 EUR</u> | <u>21 EUR</u> | <u>0 EUR</u> |
| at pay-off |
| <u>55 EUR</u> | <u>50 EUR</u> | <u>50 EUR</u> | <u>74 EUR</u> | <u>36 EUR</u> |

*There are no Special Points on TOKUREI sales



EXAMPLE OF MACHINE REPURCHASE

With a LEVELUK K8 (4 200 euros excl.VAT)

Option n°1 :

If the Good Samaritan / TOKUREI repurchases his machine in fullpay :



Option n°2 :

If the Good Samaritan / TOKUREI repurchases his machine with an Enagic credit (example E-PAY 10)



GENERAL RULES AND RESTRICTIONS

The "Good Samaritan" distributor is subject to some special conditions inherent to its status :

- Once the order form is registered, the distributor will not be able to change to a lower model than the one he has paid for (for example, if you choose a K8 at registration, it will not be possible to change to a Leveluk SD501 or a JR IV at the time of purchase). It is important to think carefully about the model you want to buy before registering !
- The "Good Samaritan" status will be removed from the distributor when his machine is fully paid (Fullpay or Enagic credit).
- The distributor may choose to redeem the machine in full or on credit at any time and at no additional cost (unless he/she chooses an Enagic payment, in which case a handling fee will be charged), subject to acceptance by Enagic®.
- A Good Samaritan distributor cannot sell his first machine to another person who wants to become a Good Samaritan. A "full" sale (cash or credit) is required for a Good Samaritan registration.
- Apart from special points, the Good Samaritan is eligible for any other bonus or incentive offered by Enagic®.
- Sales in "Good Samaritan" status may not count towards certain bonuses (for example, they do not count towards the monthly 8pts sales contest). They do, however, count fully as a sale and contribute to the change in seller status.
- /!\ A Good Samaritan cannot acquire a UKON, before the purchase of his machine.

