

27/12/2017

Rules & Regulations on Renewal of Contract for Tiens Distributors

Further to the requirement of Tiens global business development, in order to maximize benefit as a protection for active distributor enthusiasm, company have specially established this rules and regulations. This rules and regulations regulate the business validity of qualified distributors. The qualified distributors enjoy the product management; retail sales, customer development and the right of obtain the corresponding reward during the period of validity.

1. Advantages of Contract Renewal

- i) Company is able to follow up and manage distributors' actual status, and improve the activeness of network through renewal of contract
- ii) Contract Renewal policy acts according to the activeness by screening the official distributors, this may drive effectively in the market development, thus enable the active distributors to enjoy a bigger benefit.
- iii) Enables company to guarantee the promotion and launching of rules and regulations is in place through renewal of contract. To enhance legal right between company and distributors. Thus is advantageous to the active distributors to obtain stronger legal support to manage their business.
- iv) In order to provide better service to distributors, it is advantageous for the company conducts more accurate statistics and analysis on our distributors' network and market, subsequently, it is helpful to active distributors in expanding their business according to the market requirement and strategy as well as capital accumulation.

2. Rules of Contract Renewal

- i) This Contract Renewal policy is applicable to all distributors, namely all ranking of distributors shall refer stipulated rules as follow:
- ii) Date of Contract Renewal: The last day of the financial month when the first sales achieved.
- iii) Period of Renewal Contract: 12 months
- iv) Qualification validity of the distributor will be extended for another 12 financial months if he renewed the contract prior to the date of contract renewal.
- v) Company reserves the right to reject the contract renewal should the distributor found violates the "Tiens Distributors' Business Manual".

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3. Mode of Contract Renewal

Tiens Distributor implementing direct mode of Contract Renewal:

- a. Contract will be extended for another 12 months automatically for those who achieve personal sales >0PV accumulate within 12 months prior to expiry of contract.

4. Failure of Contract Renewal

Any failure on renew the contract after the renewal period; company shall cancel the qualification as distributor. They will no longer enjoy any right or duty in Tiens. The process shall as follow:

- a. Company shall set his name as **“Failure of renewal”** and maintains the network.
- b. The network sales will be accumulating continuously without changes in structure without enjoying the right.

5. The obligation of subsidiary company

- i) The application of new distributors shall provide detail information for contact purpose.
- ii) Subsidiary company of all levels should be obligated to notify the distributor through effective method 3 months before expiry date regarding the renewal of their distributorship.
- iii) Subsidiary company of all levels shall verify the distributor' s application, to ensure fulfillment to the rules & regulations of “Tiens Distributors’ Business Manual (International version)” .

6. Applicable Range

- i) Those rules and regulations shall be put into effect on 27th December, 2017
- ii) Those rules and regulations are only applicable to Tiens India Branch

Tiens Group reserves the right of interpretation for this rules and regulations.

Tiens India

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