



SALES AND DISCOUNTS POLICY

	SPECIFIERS (INTERIOR DESIGNERS, ARCH)	CONTRACT (WITH SALES TEAM)	DEALERS (WITH SHOWROOM)
DISCOUNT	20%	40%	45%
VOLUME DISCOUNT by order if any	yes	yes	yes
CUSTOM MADE OFFER POSSIBLE ?	yes	yes	Upon authorisation
SAMPLES upon request	Standard and Custom made <u>custom-made</u>	Standard and Custom made <u>custom-made</u>	Standard
MINIMUM ORDER	no	sample box to promote the brand <u>Samplebox</u>	2500 € professional price, display with standard colors mandatory
FREIGHT COSTS IN ADDITION	yes	yes	yes
PACKAGING INCLUDED	yes	yes	yes
BANK FEES FOR INTER- NATIONAL WIRE TRANSFER	Non Incl.	Non Incl.	Non Incl.
WHO DEFINE AND SEND THE PRICES ?	Designheure's team upon your advise (fill the customer sheet), their website and our policy. <u>Contact sheet</u>	Designheure's team upon your advise (fill the customer sheet), their website and our policy. <u>Contact sheet</u>	Designheure's team upon your advise (fill the customer sheet), their website and our policy. <u>Contact sheet</u>
MAIN FOCUS	STRATEGICAL	IMPORTANT	BRANDING - BRAND AWARENESS
CLIENTELE	PRIVATE AND COMMERCIAL PROJECTS	FOCUSSED ON CONTRACT PROJECTS (restaurants, hotels, offices, retails shops etc...) and having a sales team (mandatory)	FOR BRAND AWARENESS / FOCUSSED ON END CUSTOMERS - NUMBER TO BE LIMITED : CONCEPT STORES - TRENDY LIGHTING STORES - Best places to be chosen in accordance with the level of the brand, the area, the type of clients.