

2018 Preferred Account Program



REBATES

- **Semester Growth Rebate**

Accounts that satisfy the Qualifying Criteria will be eligible for a rebate on their Net Purchases in each Semester if they achieve the Growth Targets set forth in the table below.

| Semester | Growth Target (%) | Rebate (%) |
|-----------------|-------------------|------------|
| First Semester | 12% | 8% |
| Second Semester | 12% | 8% |

- **Semester Ray-Ban® Prescription Lens Purchase Rebate**

Accounts that satisfy the Qualifying Criteria and achieve the Growth Targets set forth in the table above will be eligible for a rebate on their Net Purchases in each Semester if they achieve the Purchase Targets set forth in the table below.

| Semester | Purchase Target (\$) (of Ray-Ban Prescription Lenses) | Rebate (%)* |
|-----------------|---|-------------|
| First Semester | \$2,000 | 2%* |
| Second Semester | \$2,000 | 2%* |

**Capped at \$1,500 per Semester.*

2018 Preferred Plus Account Program



REBATES

- **Growth Rebates: Semester and Annual**

Semester Growth Rebate

Accounts that satisfy the Qualifying Criteria will be eligible for a rebate on their Net Purchases in each Semester if they achieve the Growth Targets set forth in the table below.

| Semester | Growth Target (%) | Rebate (%) |
|-----------------|-------------------|------------|
| First Semester | 9% | 8% |
| Second Semester | 9% | 8% |

Annual Growth Rebate

In addition, Accounts that satisfy the Qualifying Criteria and achieve both of the Semester Growth Targets set forth in the table above will be eligible for an Annual rebate of 2% on their Net Purchases in 2018.

- **Semester Ray-Ban® Prescription Lens Purchase Rebate**

Accounts that satisfy the Qualifying Criteria and achieve the Growth Targets set forth in the table above will be eligible for a rebate on their Net Purchases in each Semester if they achieve the Purchase Targets set forth in the table below.

| Semester | Purchase Target (\$) (of Ray-Ban Prescription Lenses) | Rebate (%)* |
|-----------------|---|-------------|
| First Semester | \$2,000 | 2%* |
| Second Semester | \$2,000 | 2%* |

**Capped at \$1,500 per Semester.*

- **Annual Loyalty Rebate**

Accounts that satisfy the Qualifying Criteria will be eligible for a rebate, as set forth in the table below, if they: (i) carry a minimum of four (4) brands per door, excluding brands in the Ray-Ban® and Oakley® families (namely, RB, RX, RJ, RY, OO, OX, OJ, OY); (ii) carry a minimum of twenty (20) units per brand; and (iii) have Net Purchases in 2018 that amount to at least \$90,000.

| Minimum # of Brands, excluding Brands in the Ray-Ban and Oakley families | Minimum # of Units per Brand | Minimum Net Purchases Amount in 2018 | Rebate (%) |
|--|------------------------------|--------------------------------------|------------|
| 4 | 20 | \$90,000 | 2% |