

2018 MEMBER TERMS

KEY MESSAGING

▶ **INCREASED & SIMPLIFIED BASE DISCOUNT**

▶ **3 WAYS TO INCREASE REBATES**

▶ **COMMITTED TO MEMBER GROWTH**

SIMPLIFIED BASE DISCOUNT STRUCTURE

13% FOR ALL COLLECTIONS

3 WAYS TO INCREASE REBATES

1

BRAND LISTING REBATE ¹	
PCS/DOOR/YR	REBATE
36	0.50%
54	0.75%

2

POLAROID REBATE ²	
PCS/DOOR/YR	REBATE
1ST 25 PCS	1.0%
2ND 25 PCS	1.0%

3

RETURN RATE CAP REBATE ³	
CAP	REBATE
12.5%	1.0%

CONTACT YOUR SAFILO SALES REPRESENTATIVE FOR MORE INFORMATION

1. Brands included: Adensco, Banana Republic, Bobbi Brown, Boss, Carrera, Chesterfield, Dior, Dior Homme, Elasta, Emozioni, Fendi, Fossil, Givenchy, Havaianas, Jimmy Choo, Juicy Couture, Kate Spade, Liz Claiborne, Marc Jacobs, Max Mara, Moschino, Polaroid, Rag & Bone, Safilo, Saks 5th Avenue, Smith, Tommy Hilfiger
 2. First 25pcs of Polaroid per door per year earns +1.0% rebate on total Safilo net sales. Additional 25pcs of Polaroid per door per year will earn additional +1.0% rebate on total Safilo net sales.
 3. Return Rate Cap of 12.5%.

2018 DISCOUNT STRUCTURE & TOTAL POTENTIAL REBATE

LUXURY COLLECTIONS

FENDI	13%
DIOR	13%
GIVENCHY	13%
JIMMY CHOO	13%
MOSCHINO	13%

CONTEMPORARY COLLECTIONS

CARRERA	13%
ELASTA	13%
EMOZIONI	13%
SAFILO	13%
BANANA REPUBLIC	13%
LIZ CLAIBORNE	13%
JUICY COUTURE	13%
CHESTERFIELD	13%
FOSSIL	13%
TOMMY HILFIGER	13%
SAKS 5 TH AVENUE	13%
ADENSCO	13%

PREMIUM COLLECTIONS

KATE SPADE	13%
MARC JACOBS	13%
MAX MARA	13%
HUGO BOSS	13%
BOBBI BROWN	13%
RAG & BONE	13%

MASS COOL & SPORT / OUTDOOR

POLAROID	13%
SMITH	13%
HAVAIANAS	13%

TOTAL POTENTIAL REBATE & DISCOUNT EXAMPLE

	REBATE	DISCOUNT
TOTAL DISCOUNT		13%
BRAND LISTING (6 x 0.75%)	4.5%	
POLAROID	2.0%	
RETURN RATE	1.0%	
TOTAL REBATE	7.5%	

TOTAL POTENTIAL REBATE + DISCOUNT +20.25%