

Briefing for Agent Cooperation

Significance of Cooperation

- WIN-WIN Cooperation, built upon **Completely Trust**

Ways of Cooperation

- **Customers (hereinafter referred to as Agent) Provide Clients, ONEREACH Provides Services"**, including:
Sourcing (Providing Quality Suppliers & Products with Competitive Prices)
Production Supervision
Quality Control
Inspection
Shipping Services, etc.
- **White Label Solution**
ONEREACH takes full responsibility and works **"in the name of Agent but NOT ONEREACH"** in accordance with Agent's Request.
That means Agent's Clients will never know it's the employees actually from ONEREACH working for them but just know it's the Agent's China Branch working for them. ONEREACH will stand behind the Agent. Based on this, the signboard or logo of the Agent will be shown in the Office of ONEREACH.
- **The Agent will be fully responsible for the Services Development and Promotion in its country by itself.**
The person who works on Products Sourcing, Factories Auditing and Prices Negotiations could be Outsourcing to ONEREACH Sourcing Team

Programme of Cooperation

- Establish Special Department for Customer in ONEREACH incl. Full-time Staffs working on Sourcing, Supervising and Inspecting.
- Agent makes the final decisions on how many people will have in the Special Dept. and what abilities should have for the staffs.
- The person **designated by Agent** who manages the Team (Special Dept.) will be the Top Leader and everything will be **operated openly** and **transparently** under the leadership of the Principal. In our opinion, the Right Person would be better if he is the member who already gets the complete Authorization and Trust from the Agent, furtherly, might be from the Agent's country and will work directly in ONEREACH Special Department as well.

ONEREACH Considers this as the following factors:

1. The person will get the Agent's Full Trust
2. The Agent will get the Full Sense of Participation to work with Special Department in ONEREACH
3. It would be much more easily and smoothly to communicate with the Clients from the Agent's country in their own language
4. It is not so difficult to apply for the Work Visa for the Person because ONEREACH has the Support from the Government and it will help on visa application.

Share the Operating Costs with ONEREACH

- **Office Rent** (incl. office rent, property fees, utilities, etc): approx. USD\$ 25/m² per month in Shenzhen Futian DIST
- **Labour Cost** (incl salary, social insurance fees, bounty, etc): average approx. USD\$ 800/month per head
- **Tax:** Corporate Income Tax approx. 10-20% of Taxable Income

ONEREACH Considers this mainly focusing on the following factors:

[Now we're discussing about the deep cooperation between our Two Companies, actually, we stand together, so our idea is to share all the costs for the Special Department, all the benefits on the Services to Clients from the Agent, and to take all the Responsibilities and risks together, and to grow together. That means, the Agent would have the absolute discretion on how to charge the clients and how to distribute profits for the both of us.]

Commission Charge Standard:

Per PO	Commission
<u>≤USD\$ 10,000</u>	USD\$ 300
<u>USD\$ 10,000-50,000</u>	3%
<u>USD\$ 50,001-200,000</u> (incl. Two Parts)	[eg. \$100,000, Commission: \$1,500+\$1,000=\$2,500] 3% (USD\$10,000-50,000) 2% (Excess Portion)
<u>>USD\$ 200,000</u> (incl. Two Parts)	[eg. \$250,000, Commission: \$4,000+\$500=\$4,500] 2% (≤USD\$200,000) 1% (Excess Portion)

ONEREACH INTERNATIONAL SUPPLY CHAIN CO., LTD

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