

LUCEPLAN SALES MEETING 2023

17 January 2023

SALES 2023

MACROCHANNELS
CLIENT CLASSIFICATIONS
PROGRAM ORDERS
CREDIT LIMIT
PERFORMANCE REVIEW: DOCUMENTATION
PROMOTIONS
LUCEPLAN ACOUSTICAL CENTER
OPPORTUNITIES: PROJECT & REFERENCES
PRICELIST & CERTIFICATIONS

MACROCHANNELS - Definitions

CHANNELS	code	DEFINITION
VAR	VR	Acronym for value-added reseller (VAR), they are companies that sell products through project services. So planners, interior designers and architects (for projects)
Lighting Specialist	L	Retailer specialized in selling lighting, also light manufacturers
Furniture shop	F	Furniture and also lighting companies, also furniture manufacturer
Department Store	DS	A "department store" is a retail store that has a wide range of consumer goods in different product categories known as "departments" (e.g. supermarkets)
Kitchen shop	KS	A store that sells kitchens
Bathroom shop	BS	A store that sells bathroom brands and bathroom furnishing accessories
Lifestyle store	LS	A store or design gallery that has a selection of particular products from various brands. Very often it has unique pieces
Wholesaler	G	Person or firm that buys large quantity of goods from various producers or vendors, stores them, and resells to retailers. This also includes electrical suppliers and electrical equipment dealers

MACROCHANNELS - Definitions

CHANNELS	code	DEFINITION
Office Furniture Dealer	U	Office systems retailer
Online dealers	IC	Retailers with E-commerce and an online turnover > 50% than offline.
End user	VD	final consumers, architects (only for personal orders) and influencers
Installer	I	Installers of lighting products, electricians
Distributor	D	Distributors are those who have signed a "distribution contract" with a manufacturing company. Distribution contracts are a mixture of agency, supply and sometimes franchising contracts
General Contractor	GC	A general contractor is defined as an organisation or other entity that has a contract with other organisations or entities, for the provision of services or works. A general contractor is so defined if it is the signatory of the work or the prime contractor of the project contract
Other	OT	only for marketing
Agent	AG	Agents with a Luceplan contract
CALLIGARIS group	1C	Flagship of Calligaris
IMPORT-EXPORT	IE	Import/export purchasing for third party customers

DEALER TOP GOLD



Standard discount equal to 30%+20%+**6%**.



- Delivered duty paid: TOP GOLD clients (see Areas/Group table)
- Spare parts: delivered duty paid €15 only for areas Europe group 1 & 2



- Signing of Target letter with annual and bi-annual objectives
- Achievement of fixed bi-annual Target is decisive for continuation of “Top Gold” status: otherwise there is a downgrade to “Gold” (no 6% by default)
- Negotiable start-of-year order equal to 15% of annual sales 2022 (and in any case no less than €2500)
- Entry order conditions, applicable



- Related channel promotion, applicable

DEALER GOLD



Standard discount equal to 30%+20%



- Delivered duty paid: gold clients (see Areas/Group table)
- Spare parts: delivered duty paid €15 only for Areas Europe Group 1 & 2



- Start-of-year order, minimum €2000, net
- Entry order conditions, applicable



- Related channel promotion, applicable

DEALER TOP SILVER



Standard discount equal to 25%+20%+5% year round



- Delivered duty paid: top silver clients (see Areas/Group table)



- Start-of-year order, minimum €1500, net
- Entry order conditions, applicable



- Related channel promotion, applicable

DEALER SILVER



Sconto standard pari al 25%+20%



- Delivered duty paid: silver clients (see Areas/Group table)

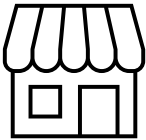


- Start-of-year order, no required minimum. Possibility of status upgrade through entry order
- Entry order conditions, applicable



- Related channel promotion, applicable

DEALER CLASSIFICATION **OFFLINE/RETAIL** (L, F, DS, KS, BS, LS, G, U, D, AG, 1C, 1E)



- Clients can conserve their status by means of an entry order, apart from exceptions discussed with the agency and approved by the sales management. Otherwise they will be downgraded to their previous status.
- Clients can boost their status to the next level by means of an entry order or through an agreement discussed with the agency and approved by the sales management.
- The final update of the table of clients and their classification will be done by 28/02/23. Until that date clients will still have their previous discount, except in cases involving the entry order or updates discussed with the agency and approved by the sales management.
- Entry orders must be received by 28/02/23
- New customer openings must be with maximum Top Silver status, unless exceptions previously discussed and approved with Sales Management.

ENTRY ORDER **OFFLINE/RETAIL** (L, F, DS, KS, BS, LS, G, U, D, AG, 1C, 1E)



(CLIENTS): S

- Orders of net cost from €1.500 to €2.000

extra 5% discount

(CLIENTS): S,TS

- Orders of net cost from €2.001 to €2.500

extra 8% discount

(CLIENTS): S,TS,G

- Orders of net cost > €2.501

extra 10% discount

(CLIENTS): S,TS,G,TG

- Orders of net cost > €2.501

extra 10% discount

(for Top Gold clients 15% of previous sales)

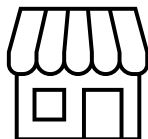


→ To reach the minimum entry order, it is possible to round out the net amount by adding other Luceplan promotions in progress to the order, discounts are not cumulative

→ Not for online dealer. (See the channels in your reports)

→ Entry orders should be received by 28.02.2023

→ Entry orders are to be paid in a single solution, without subdivision



ENTRY ORDER **ONLINE DEALERS** (IC)



- The maximum authorized status of the IC customer will be GOLD
- The customer will be able to "preserve" benefits of the level of discounts previously granted to him through a customised plan of four-monthly **Program Orders** discussed with the agency and approved by the Commercial Department - see following slides
- The final update of the table of customers and their classification will take place no later than 28/02/2023. Until that date the customer will maintain the previous discount, unless changes resulting from the order of entry or updates discussed with the Agency and approved by the Commercial Department.

PROGRAM ORDERS

The planning is everything!



The ability to project one's own needs into the future and calculate their cadence, is essential for all those, whose work is more cyclical and regular, with a clientele to serve that needs absolute trustworthiness in handling constant demands and reliability in handling constant needs.

An efficient system of **Program Orders** from which everyone benefits :

- **LUCEPLAN**: simplification from the point of view of purchasing and management with skilful and rigorous medium- to long-term planning.
- Our **SUPPLIERS**: increased efficiency in business processes by having the time to carefully examine all the micro-processes and all the figures that in the order ecosystem.
- The **RETAILER**: Saving time, money and work. Why? Because, for those who are in a position to do so, program orders are extremely convenient: those who know that they will always consume, for example, 1,000 pieces of Costanza over the course of the year and need 100 pieces per month, have the economic advantage of buying them all at once, lowering the price of the individual component, but at the same time, with Program Orders, they do not have to allocate a considerable part of their warehouse and staff to managing that volume of pieces. In addition to this, the regular expiry of Program Orders allows you to dedicate minimal resources to receiving the material, knowing that it will always arrive on the agreed date, and to act as if you already had it in stock. This saves time, money and work.
- For the **END CUSTOMER** it is a situation that allows for a regular and cadenced supply, with greater certainty of delivery and quality.

PROGRAM ORDERS



%

- Program Orders of net amount of € 5.000 to € 10.000
- Program Orders of net amount of € 10.001 to € 20.000
- Program Orders of net amount of € 20.001 to € 30.000

Extra 5% Discount
Extra 8% Discount
Extra 10% Discount



%

- Can be applied by all Macrochannels
- Program Orders to be received within:
 - QTR 1 within 28/02/23
 - QTR 2 within 30/04/23
 - QTR 3 within 31/08/23
- Program Orders can be modified by max. 10% of the value of the total amount and/or quantities indicated
- Transport and payment: standard customer conditions
- They will not be valid if the products indicated therein correspond to those contained in a Project Report previously received from a third party.
- Program Orders will be aligned with the price list in force on the date of the corresponding QTR.

PROGRAM ORDERS

PROGRAM ORDERS 2023											
QTR 1				QTR 2*				QTR 3*			
January	February	March	April	May	June	July	August	September	October	November	December
1											
2											
3											
4											
5											
6											
7											
8											
9											
0											
1											
2											
3											
4											
5											
6											
7											
8											
9	Within 28		From 19 to 30								
0	February		April								
1											
2	Maximum						From 22 to 31				
3	Limit						August				
4	For		Maximum								
5	Sending		Limit				Maximum				
6	Program		For				Limit				
7	Orders		Sending				For				
8	QTR 1		Program				Sending				
9			Orders				Program				
0			QTR 2				Orders				
1							QTR 2				

*Program Orders will be aligned with the price list in force on the date of the corresponding QTR.

DEALER CLASSIFICATION

STATUS CLIENT	PRICE LIST	Standard discount	Project registration discount	Extra Discount	Σ
Cliente TOP GOLD	ITALIA / EUROPA	30%	20%	6%	47,36%
Cliente GOLD	ITALIA / EUROPA	30%	20%		44%
Cliente TOP SILVER	ITALIA / EUROPA	25%	20%	5%	43%
Cliente SILVER	ITALIA / EUROPA	25%	20%		40%

The update of the table of clients and their classification will be done no later than 28/02/23

DUTY PAID TABLE



- For Ex-Work areas, possible delivery at the logistic warehouses of clients. In other Areas use the specific Table
- Excluding islands to be quoted
- For delivery with hydraulic tailgate, on the floor, in restricted areas, and telephone notice, it is necessary to request a quotation in advance.

AREA	LISTINO	Country	Dealer TOP Gold	Dealer G old	Spare Parts, only	Dealer Top Silver	Dealer Silver	Charge	Proof of delivery
EUROPE Group 1	Europe	ITALIA, REP. SAN MARINO	€ 150	€ 150	€ 15	€ 150	€ 350	€ 25	€ 5
EUROPE Group 2	Europe	GERMANIA, AUSTRIA, OLANDA, BELGIO, FRANCIA, SPAGNA (No Island), PORTOGALLO, SLOVENJA, LUSSEMBURGO	€ 180	€ 180	€ 15	€ 380	€ 380	€ 38	€ 10
EUROPE Group 3	Europe	ROMANIA, ESTONIA, LETTONIA, LITUANIA, POLONIA, REP.CECA, SLOVAKIA, CROAZIA, BULGARIA, FINLANDIA, UNGHERIA, GRECIA (No Island)	€ 380	€ 380	NOT	€ 560	€ 560	€ 50	€ 10
	Export 240	IRLANDA	€ 380	€ 380	NOT	€ 560	€ 560	€ 50	€ 10
EUROPE Group 4	Europe	MOLDOVA, SERBIA, MONTENEGRO, REP.MACEDONIA, ALBANIA, BOSNIA	Ex-Works	Ex-Works	Ex-Works	Ex-Works	Ex-Works	ask for prices at every request	Not
	Export 240	MALTA, CIPRO	Ex-Works	Ex-Works	Ex-Works	Ex-Works	Ex-Works	ask for prices at every request	Not

DUTY PAID TABLE



- For Ex-Work areas, possible delivery at the logistic warehouses of clients. In other Areas use the specific Table
- Excluding islands to be quoted
- For delivery with hydraulic tailgate, on the floor, in restricted areas, and telephone notice, it is necessary to request a quotation in advance.

AREA	LISTINO	Country	Dealer T OP Gold	Dealer Gold	Spare Parts, only	Dealer Top Silver	Dealer Silver	Charge	Proof of delivery
SWISS	Svizzera	SVIZZERA	€ 300	€ 300	NOT	€ 400	€ 400	€ 40	€ 10
UK	UK	UK - GIBILTERRA	GBP 360 + dap	GBP 385 + dap	NOT	GBP 385 + dap	GBP 385 dap	GBP 40	GBP 9
	UK	IRLANDA del NORD	GBP 360	GBP 385	NOT	GBP 385	GBP 385	GBP 40	GBP 9
DENMARK	Danimarca	DANIMARCA	DKK 1500	DKK 2000	NOT	DKK 2000	DKK 2000	DKK 280	DKK 75
	Danimarca	FAROE - GROENLANDIA	Ex works	Ex works	NOT	Ex works	Ex works	Not	Not
SWEDEN	Svezia	SVEZIA	SEK 4500	SEK 4500	NOT	SEK 5000	SEK 5000	SEK 440	SEK 110
NORWAY	Norvegia	NORVEGIA	NOK 4500 + dap	NOK 4500 + dap	NOT	NOK 5000 + dap	NOK 5000 + dap	NOK 400	NOK 110
Export	Export	SOUTH KOREA, PHILIPPINE, JAPAN, HONG KONG, INDIA, PAKISTAN, MALESIA, SINGAPORE, TAIWAN, THAILANDIA, VIETNAM, INDONESIA, SAUDI ARABIA, EMIRATES, ISRAEL, LEBANON, QATAR, TURKEY, KUWAIT, OMAN, BAHARAIN, JORDAN, EGYPT, SOUTH AFRICA, KENYA, COTE D'AVOIR, MAROCCO, NIGERIA, SUDAN, ANGOLA, USA, LATAM etc.	Ex works	Ex works	NOT	Ex works	Ex works	Not	Not

DUTY PAID TABLE



- For Ex-Work areas, possible delivery at the logistic warehouses of clients. In other Areas use the specific Table
- Excluding islands to be quoted
- For delivery with hydraulic tailgate, on the floor, in restricted areas, and telephone notice, it is necessary to request a quotation in advance.

AREA	LISTINO	Country	Dealer T OP Gold	Dealer Go Id	Spare Parts, only	Dealer Top Silver	Dealer Silver	Charge
CHINA	China	China	Ex works	Ex works	NOT	Ex works	Ex works	Not
Australia	Australia	Australia	Ex works	Ex works	NOT	Ex works	Ex works	Not
Eurasia	EAC	RUSSIA - KAZAKHSTAN - KIRGHIZSTAN – BIELORUSSIA – ARMENIA	Ex works	Ex works	NOT	Ex works	Ex works	Not

DUTY PAID TABLE – BALEARI/ANDORRA



- For Ex-Work areas, possible delivery at the logistic warehouses of clients. In other Areas use the specific Table
- Excluding islands to be quoted
- For delivery with hydraulic tailgate, on the floor, in restricted areas, and telephone notice, it is necessary to request a quotation in advance.

		Shipment costs (€)			
	Amount of order (VAT excluded)	ITALIA → SPAGNA (continent)	SPAGNA → BALEARI	Total	Proof of delivery
TOP GOLD	0 - 180 €	38	120	158	10
	180 – 700 €	0	100	100	10
	700 – 1000 €	0	75	75	10
	>1000 €	0	0	0	10
GOLD	0 - 180 €	38	180	218	10
	180 – 700 €	0	140	140	10
	700 – 1000 €	0	75	75	10
	>1000 €	0	0	0	10
TOP SILVER	0 – 380 €	38	180	218	10
	380 – 700 €	0	140	140	10
	700 – 1000 €	0	75	75	10
	>1000 €	0	0	0	10
SILVER	0 - 380 €	38	180	218	10
	380 – 700 €	0	140	140	10
	700 – 1000 €	0	75	75	10
	>1000 €	0	0	0	10

CREDIT LIMIT

Cos'è il Fido?

What's a credit limit?

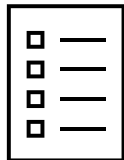
Il fido è la cifra di massima esposizione accordabile per uno stabilito periodo commerciale.

A Credit Limit is the maximum financial exposure that the company accept for its customers.

The Credit Limit is not merely an indication of the customer's solvency capacity but an assessment in relation to the frequency of purchases and interaction with the company

A Credit Limit is a B2B relationship between two defined legal persons

- All clients, except for those required to pay in advance, are granted CREDIT.
- Customer CREDIT LIMIT will be established on the basis of:
 - On the value of the net turnover achieved as at 31 December 2022;
 - On the proposal of the area agency;
 - On the basis of the indications of international and local Luceplan accredited bodies;
 - Finance office verification;
 - Group treasury approval.
- The CREDIT limit will be approved by the sales division in cooperation with the financial division of Luceplan and **is communicated to clients** through a statement of annual purchasing conditions.
- The CREDIT is annual but **can be revised** at any time by the express and **irrevocable** decision of the company
- Each time the Credit Limit is reached, it will be necessary to return the amount due, in order to be able to unblock orders and subsequent shipments.
- It will be the responsibility of the local agency to remind the customer to return or pay invoices for new orders by bank transfer.
- Delays and discontinuity in payments, lowering the need for a Credit Limit.
- A customer's Credit Limit refers to any insurance situation in the Group.

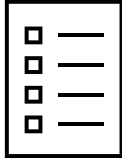


Statistics of ORDERS and SALES December 2022 regarding:

1. **Customers;**
2. **Products** (sell in your area and only with your agency code);
3. **Channels** (in your area and only with your agency code);

>> inside the “customer” report:

- **Customer Target bonus performance** and his outstanding orders;
- **Agent Target bonus performance.**



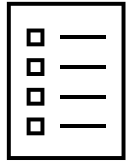
CUSTOMER PROSPECT:

Master data positions

To be defined with sales management:

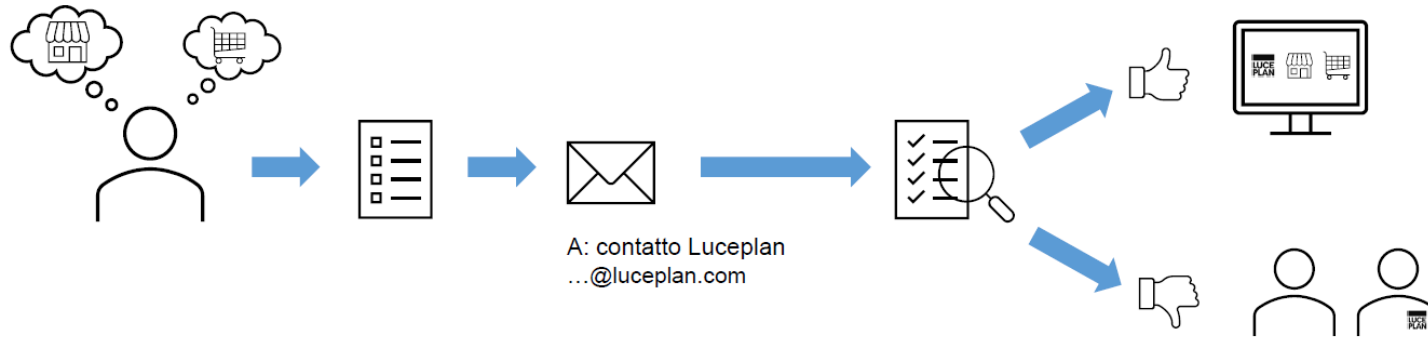
- ① Customer status (top gold, gold, top silver or silver);
- ② Control of the customer's real channel (Lighting specialist, online dealer, supplies shop, etc.);
- ③ Discount based on customer status VS average annual discount 2023;
- ④ Credit limit to be agreed and reviewed with commercial and finance management;
- ⑤ Target performance mandatory for Top Gold customers.

STORE FINDER – WHERE TO BUY



CUSTOMER PROSPECT Store finder

An excel file will be sent to the agencies to review the clients to be listed on the store finder, we ask for your full cooperation.



A: contatto Luceplan
...@luceplan.com

1. New Customer
2. Evaluation and processing of documents by Back Office and Sales Department
3. Sending of order confirmation, commercial agreement and inclusion on mailing list
4. Store finder after file review expected every 6 months



OFFICIAL RETAILERS

Search engine of the official retailers worldwide.



OFFICIAL RETAILERS ONLINE

Search engine of the official online dealers –
Luceplan channel IC



OFFICIAL RETAILERS

Search engine of the official retailers worldwide.



OFFICIAL RETAILERS ONLINE

Search engine of the official online dealers –
Luceplan channel IC

Conditions to be fulfilled in order to be included in the Luceplan website store finder

- Turnover in the last 2 years
- For new client, the first order must be invoiced prior to 6 months
- Display area dedicated to Luceplan (Y / N)
- Indicate if it is an online dealer (IC channel)
- Indicate if it is a gold member
- Sales agreement signed
- Other important reasons

TOP RANKING for

Gold Retailer

Luceplan Gold Member



OFFICIAL RETAILERS

Search engine of the official retailers worldwide.



OFFICIAL RETAILERS ONLINE

Search engine of the official online dealers –
Luceplan channel IC

Conditions to be fulfilled in order to be included in the Luceplan website store finder

- Turnover in the last 2 years
- For new client, the first order must be invoiced prior to 6 months
- Only online dealer (IC channel)
- Indicate if it is a gold member
- Sales agreement signed
- Other important reasons

TOP RANKING for

Gold Retailer

Luceplan Gold Member.

NB: on random display

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CREDIT LIMIT
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PROMOTIONS RECAP

- ENTRY ORDERS
- PROGRAM ORDERS
- COUNTERBALANCE
- OUTDOOR SPACES
- LUCEPLAN ACOUSTICAL CENTER

Transport and payment: standard client conditions
This Promotion cannot be combined with other promotional offers, and it is not valid unless the products indicated are contained in a Project Submission previously received from third parties



Counterbalance



VALIDITY: until 31/01/2023



COMMERCIAL OFFER:

By purchasing at least one Counterbalance with a special red finish, you will have the right to an extra 10% discount with the possibility of adding the black and white D73 version to the order same conditions.



PRODUCTS
Counterbalance



CHANNELS:
L, F, DS, KS, BS, LS, U, IE, G, D, AG



Transport and payment: standard client conditions
This Promotion cannot be combined with other promotional offers, and it is not valid unless the products indicated are contained in a Project Submission previously received from third parties



Outdoor



VALIDITY: until 31/12/2023



COMMERCIAL OFFER

the customer purchases samples of their choice from the outdoor collections under the following conditions:

Showroom order discounts:

- 1 collection of your choice: discount 30% 20% + extra 10% (=49.6%)
- 2 collection of your choice: discount 30% 20% + extra 20% (=55.2%)
- 3 collection of your choice: 30% 20% discount + extra 25% (=58%)
- 4 collection of your choice: 30% discount 20% + extra 30% (=60.8%)



The promo adhesion will result in the customer:
unconditional extra 15% discount on any article of the sampled collection until 31/12/2023



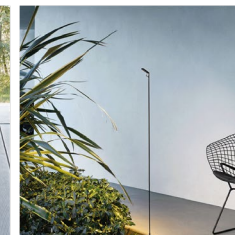
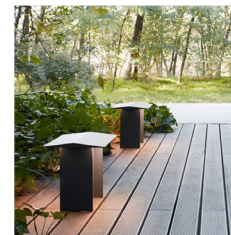
PRODUCTS:

Fienile outdoor, Flia, Nui, Grande Costanza Open Air



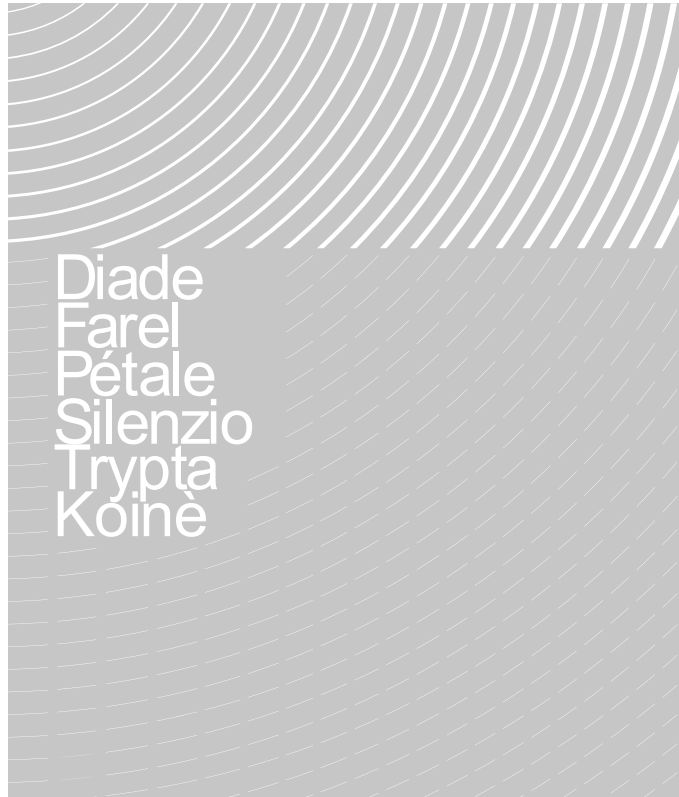
CHANNELS:

L, F, DS, KS, BS, LS, U, IE, G, D, AG, VD



SALES 2023

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CLIENT CLASSIFICATIONS
PROGRAM ORDERS
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- A collective and easily accessible space dedicated to work, study and design. In shared spaces noise pollution caused by unwelcome or irritating sounds can have a negative impact on human Psychological wellbeing. Lighting conditions also influence our mood and health, playing a fundamental role in the creation of a space suited to various needs. Supplying proper lighting and greater acoustic control at the same time – for better comprehension of speech and reduction of noise propagation – we make it possible to generate a comfortable environment, contributing to boost wellbeing and productivity.
- Due to costs, distances and times, it is increasingly complicated for all of us at Luceplan to be able to dedicate the time necessary for a visit to the Milan showrooms, where we can test the solutions proposed by Luceplan.
- Identification of a customer-partner with whom to locally share the promotional activities of the LUCEPLAN ACOUSTICAL SOLUTIONS.



- Goals: creation of local spaces, dedicated to technical-promotional activities, in which the customer, the local agency, architects and professionals in general can draw to be able to excite and persuade the buyer towards the use of Luceplan light and acoustic comfort solutions.
- Identification of a series of clients motivated to share spaces and independently manage the dissemination activity.

CONDITIONS OF COLLABORATION

- **AREA:** 1 LUCEPLAN ACOUSTICAL CENTERS only, per Province (ITA), Cantone (CH), City (EC), etc. with the exception of the cities of Milan, Monaco and the Capitals in general.
- **Collections:** The customer purchases samples of Luceplan's Acoustical Lighting collections of his choice: DIADE, FAREL, KOINE', PETALE, SILENZIO, TRYPTA
- **Client Status:** all status
- **Client Channel:** VAR (VR), LIGHTING (L), FURNITURE (F), RETAIL SALE (DS), DESIGN STORE (LS), OFFICES (U), WHOLESALE (G), DISTRIBUTOR (D), INSTALLER (I)
- **Showroom discount:**
 - 3 collections of your choice: discount: 30% 20% + extra 20% (=55%)
 - 4 collections of your choice: discount: 30% 20% + extra 25% (=58%)
 - 5 collections of your choice: discount: 30% 20% + extra 30% (=60.8%)
 - 6 collections of your choice: discount: 30% 20% + extra 35% (=63.6%)
- **Showroom payments:** customer base conditions + 90 days. (only for those not in advance)
- **Exhibition layout:** at Luceplan's expense
- **Graphic design:** window stickers and necessary printing material at Luceplan's expense

PARTICIPATION IN THE LUCEPLAN ACOUSTICAL CENTERS PURCHASE, will result in the customer:

- **Base Discount for Acoustical Light Collections (only) : 30% 20%**
- **Extra 10%** unconditional discount on any purchase of Acoustical Lighting products (DIADE, FAREL, KOINE', PETALE, SILENZIO, TRYPTA), until 12/31/2023 and any renewal options
- **Digital training** dedicated to customer-partner staff
- **Free Acoustical-Lighting test projects**
- **Presentations:** required by the customer, in collaboration with the local agency, to organize annually at least two events/technical presentations/training, etc. and anything else necessary for the diffusion of the LUCEPLAN ACOUSTICAL SOLUTIONS Program in the presence of Luceplan representatives (commercial personnel, technicians, agencies, etc.)
- **Landing Page** dedicated to the LUCEPLAN ACOUSTICAL SOLUTIONS CENTER (PREFERRED PARTNERS) and relative address on the store finder
- **Top-ranking** in the store finder area of the website www.luceplan.com



UNCONDITIONAL YEAR-END AWARD FOR ACOUSTIC PRODUCTS

the presumed principle is that the strong dissemination and presentation activity of the LUCEPLAN ACOUSTICAL SOLUTIONS program by the customer-Partner favors an increase in projects and sales in the designated territory, partly conveyed by the customer himself but equally by other interlocutors in the same territory .

Therefore, it is necessary to recognize a value for the contribution provided by the customer: for any invoice made out to the territory (AREA) designated by the customer, an Unconditional Prize will be awarded at the end of the year, equal to 1% of the total sales made by Luceplan on the products: DIADE, FAREL, KOINE', PETALE, SILENZIO, TRYPTA.

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PROJECT ADVISORY

The “PROJECT ADVISORY” objective is to monitor the progress (from specification to completed installation) of projects and supply contracts in general. The initiative involves the collaboration, support and participation of all those who promote and specify LUCEPLAN products in projects and supply contracts, be they specifiers, clients (new or habitual), or dealership agencies.

RECEPTION OF ORDERS RELATED TO REGISTERED PROJECTS

You must register your project using the form (A), which must be completed in full and returned to us.

The total value of the project based on retail prices (excluding VAT) from the price list in force at the time must be at least € 8.000,00.=

RICHIEDENTE

Codice cliente	<input type="text"/>
Ragione sociale	<input type="text"/>

DATI PROGETTO

Nome del progetto	<input type="text"/>		
Luogo di realizzazione	<input type="text"/>		
Città	<input type="text"/>	Stato	<input type="text"/>
Canale	<input type="text" value="seleziona canale..."/>	<input type="button" value="GO"/>	

DETTAGLI PROGETTO

Prodotti e quantità		Finitura	Quantità	Data di consegna richiesta
Modello	Descrizione			
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

CAMPIONI

Sono stati inviati dei campioni?	<input type="button" value="Seleziona..."/>	descrizione dei campioni, se consegnati		
Modello	Descrizione	Finitura	Quantità	Data consegna
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

ELEMENTI IDENTIFICATIVI DEL COMMITTENTE

PRESCRITTORE (Architetto, Lighting designer...)	INSTALLATORE	OTHER
Denominazione <input type="text"/>	Denominazione <input type="text"/>	Denominazione <input type="text"/>
Referente <input type="text"/>	Referente <input type="text"/>	Referente <input type="text"/>
Tel/Fax <input type="text"/>	Tel/Fax <input type="text"/>	Tel/Fax <input type="text"/>
e-mail <input type="text"/>	e-mail <input type="text"/>	e-mail <input type="text"/>

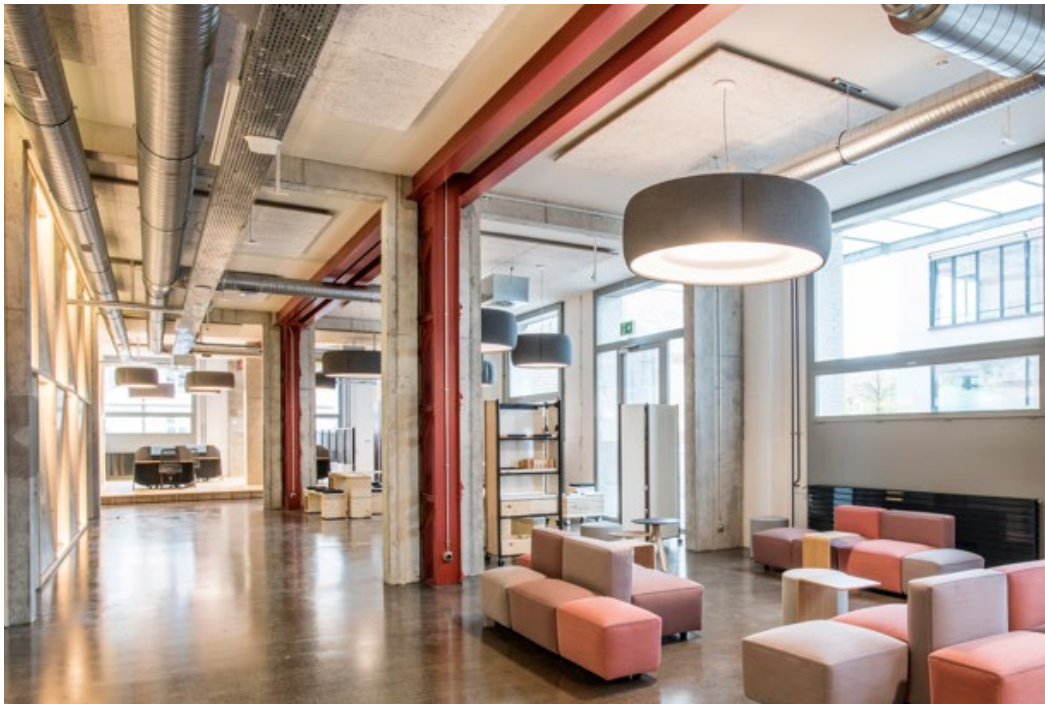
☐ Si allega copia del progetto illuminotecnico

Data <input type="text"/>	Segnalatore <input type="text"/>
---------------------------	----------------------------------

SPAZIO RISERVATO A LUCEPLAN

File / Reference no.

RECEPTION OF ORDERS RELATED TO REGISTERED PROJECTS



The order is sent by the same partner that made the project

If the project is successfully completed by the same partner that made the project, the order will be processed based on the agreed terms and conditions.

At the time of certification of the project or supply contract, the company can grant particular sales conditions:

- Discounts (possible extra discounts granted for a given project can never be cumulative with other discounts offered in particular sales promotions in progress)
- Refund conditions
- Guarantees & assistance
- Certifications

RECEPTION OF ORDERS RELATED TO REGISTERED PROJECTS



The order is sent by a different partner

As you are fully aware, we cannot refuse to supply our partners. However, we rely on all of you to respect the ethical rules that govern our business relationship.

An order received from a different partner will be processed with the standard discount only.

The 20% discount granted for the planning activity and for the project registration will fully benefit the partner that registered the project and the value of the supply will be considered when calculating their annual target.

RECEPTION OF ORDERS RELATED TO REGISTERED PROJECTS



Philips Lighting Italy SpA
Via E. T. Moneta 40 T +39 026620421 info@luceplan.com
20161 Milano Italy F +39 0266203400 www.luceplan.com

Milano, Marzo 2018

ACCORDO COMMERCIALE 2018 „Top Gold Partner“

Egregi Signori,

facendo seguito agli accordi intercorsi con il nostro responsabile d'area, ci preghiamo di confermarci le seguenti condizioni commerciali relative all'esercizio 2018.

CONDIZIONI DI ACQUISTO:

Il vostro sconto ordinario, calcolato sui prezzi di listino al pubblico, non potrà essere applicabile sui prodotti del catalogo Luceplan, sarà pari al 10%.

E' inoltre riconosciuto un ulteriore sesto in virtù della vostra attività di progettazione e installazione progetto. Resta inteso che, unicamente nel caso in cui ci pervenga da parte vostra un ordine omologato a una segnalazione progetto precedentemente ricevuta da terzi, tale sconto non verrà riconosciuto.

Proprio per evitare ogni incomprensione, vi preghiamo di segnalare la vostra attività di progettazione tramite la modulistica qui allegata.

Pagamento:

Resa: Porto franco per ordini di importo >= € 5.000,00 (esclusa I.P.T.). Gli ordini di valore inferiore saranno soggetti ad un addebito di € 30,00 (esclusa I.P.T.) per le spese di trasporto sostenute.

TARGET semestrale 2018

Come convenuto, il target di fatturato netto (IVA esclusa) da realizzarsi nel periodo 01.01.2018-30.06.2018 sarà pari ad Euro 1.000.000,00.

Nel caso in cui l'obiettivo semestrale non venga raggiunto, lo sconto ordinario che vi verrà riconosciuto nella seconda metà dell'anno sarà pari al 50%.

TARGET annuale 2018

Il target di fatturato netto (IVA esclusa) da realizzarsi nel periodo 01.01.2018-31.12.2018 sarà pari ad Euro 2.000.000,00.

Ogni vendita di prodotti del catalogo Luceplan da parte di Philips Lighting Italy S.p.A. avverrà alle condizioni del listino in vigore al momento della vendita.

DURATA:

Il presente accordo si intende sin d'ora cessato ad ogni effetto il 31.12.2018. Potrà comunque essere risolto immediatamente ed unilateralmente nel corso del periodo da Philips Lighting Italy S.p.A. nel caso di insolvenze reiterate o relative ad importi particolarmente significativi.

SEGNALAZIONE PROGETTO:

Le modalità previste per la segnalazione progetto costituiscono parte integrante del presente accordo e vengono da voi accettate integralmente.

Augurandovi un proficuo 2018, ci è gradita l'occasione per porgervi cordiali saluti.

RECEPTION OF ORDERS RELATED TO REGISTERED PROJECTS



The order is sent by a different partner

Advisory validity: twelve months from the date of our confirmation.

- The assignment of the project is determined by priority of the first submission of the advisory.
- The communication of the Project Advisory must be in written form (ordinary mail, fax, e-mail, etc.)
- It is absolutely necessary to attach the documentation with information on the identifying parameters of the Client:
 - Specifier
 - Contractor
 - Installer

SALES 2023

MACROCHANNELS
CLIENT CLASSIFICATIONS
PROGRAM ORDERS
CREDIT LIMIT
PERFORMANCE REVIEW: DOCUMENTATION
PROMOTIONS
LUCEPLAN ACOUSTICAL CENTER
OPPORTUNITIES: PROJECT & REFERENCES
PRICELIST & CERTIFICATIONS

Important information regarding the use of the price lists

Luceplan products destined for the EUROPE market cannot be exported to markets other than that of reference, as the products themselves may not comply with local regulations.

Any request for export outside the EUROPE market must therefore be verified with Luceplan.



AREA	PRICE LIST	COUNTRY	CERTIFICATES REQUIRED
AFRICA	EU/Export 220	ANGOLA, BOTSWANA, BURKINA FASO, BURUNDI, CAMERUN, CHAD, GAMBIA, GHANA, GIBUTI, GUINEA, GUINEA EQUATOR., GUINEA-BISSAU, LESOTHO, LIBERIA, LIBIA, MADAGASCAR, MALAWI, MALI, MAURITANIA, MAURIZIO, MOZAMBICO, NAMIBIA, NIGER, NIGERIA, REP.CENTRO AFRIC, RIUNIONE FRANCIA, RWANDA, SAHARA OCC., SANT'ELENA, SAO TOME', SENEGAL, SEYCHELLES, SIERRA LEONE, SOMALIA, SWAZILAND, TANZANIA, TOGO, TUNISIA, UGANDA, ZAIRE, ZAMBIA, ZIMBABWE	To assess on a case by case basis
		ALGERIA	CE
		COSTA d'AVORIO	Inspection needed
		EGITTO	GOEIC
		KENIA	Compulsory certificate of conformity
		MAROCCO	Requires certificates/technical file made on individual project
		REP.SUD AFRICA	They ask the trademark + authorized importer required

AREA	PRICE LIST	COUNTRY	NOTE
AMERICA	110 V	ARUBA, BAHAMAS, BARBADOS, BELIZE, BERMUDE, CANADA, COLOMBIA, COSTARICA, CUBA, DOMINICA, ECUADOR, EL SALVADOR, GIAMAICA, GUADALUPA, GUATEMALA, GUYANA, HAITI, HONDURAS, ISOLE VERGINI, NICARAGUA, PANAMA, REP.DOMENICANA, SURINAM, VENEZUELA	To assess on a case by case basis
		MESSICO, PORTORICO, U.S.A.	UL
	EU/Export 220	CILE, ANTIGUA, ANTILLE OLANDESI, BOLIVIA, PARAGUAY, PERU', SANTA LUCIA, URUGUAY	
		ARGENTINA	IRAM + authorized importer required
	EU/Export 220 + 110 V	BRASILE, MARTINICA, TRINIDAD	To assess on a case by case basis
	DKK	GROENLANDIA	
ASIA CENTRALE	EU/Export 220	AFGHANISTAN, BANGLADESH, IRAK, IRAN, MALDIVE, MONGOLIA, NEPAL, PAKISTAN	To assess on a case by case basis
		BHUTAN	GCM
		INDIA	BIS

AREA	PRICE LIST	COUNTRY	NOTE
ASIA GOLFO	EU/Export 220	CIPRO, GIORDANIA, LIBANO, SIRIA	
		ARABIA SAUDITA	SASO
		BAHREIN, YEMEN	GCM
		ISRAELE	SII
		TURCHIA	CE
	EXPORT 240V	EMIRATI ARABI U., KUWAIT, OMAN, QATAR	GCM
ASIA ORIENTALE	EU/Export 220	FIJI, LAOS, MYANMAR, NUOVA CALEDONIA, SRI LANKA, VIETNAM	To assess on a case by case basis
		COREA del SUD	KC
		FILIPPINE	ICC
		INDONESIA	SNI
		MALAYSIA	SIRIM
		SINGAPORE	Safety Mark
		TAILANDIA	PISI
ASIA ORIENTALE	CHINA	CHINA	CCC
	EXPORT 240V	MACAO	
		HONG KONG	Declaration of conformity required
	EU/Export 220V + spina JAPPO	GIAPPONE	PSE + authorized importer required

AREA	PRICE LIST	COUNTRY	NOTE
OCEANIA	AUSTRALIA	AUSTRALIA	220 V + wire australia + certifi. Elettr.
	EU/Export 220V	NUOVA ZELANDA	RCM
RUSSIA	EAC	FED. RUSSIA, KAZAKHSTAN, KIRGHIZSTAN, BIELORUSSIA, ARMENIA	EAC To assess on a case by case basis
EUROPA	EU/Export 220V	ALBANIA, ANDORRA, AUSTRIA, AZERBAIGIAN, BELGIO, BOSNIA HERZ., BULGARIA, CROAZIA, ESTONIA, FINLANDIA, FRANCIA, GEORGIA, GERMANIA, GRECIA, ISLANDA, KOSOVO, LETTONIA, LIECHTENSTEIN, LITUANIA, LUSSEMBURGO, MACEDONIA, MOLDAVIA, MONACO, MONTENEGRO, OLANDA, POLONIA, PORTOGALLO, Rep. CECA, ROMANIA, SERBIA, SLOVAKIA, SLOVENIA, SPAGNA, SVIZZERA, TAGIKISTAN, TURKMENISTAN, UCRAINA, UNGHERIA, UZBEKISTAN	
	EXPORT 240V	CIPRO, IRLANDA, MALTA	
	ITALIA	ITALIA, SAN MARINO	
	DKK	DANIMARCA, ISOLE FAROE	
	NOK	NORVEGIA	
	SEK	SVEZIA	
	UK	REGNO UNITO	UKCA
		GIBILTERRA, IRLANDA nord, ISOLA di MAN	



RISKS and CONSEQUENCES:

- Loss of insurance cover;
- Products not in line with the reference market from the point of view of technical and functional regulations;
- Loss of warranty;
- Administrative sanctions;
- Certifications integral part of the import and export process;
- Risk of goods being blocked by customs;
- Sales activities out of control;
- Energy labels.

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THANK YOU!