

# XPRESS BATTERIES INCENTIVE TRIP

## 1. Summary

This Incentive Trip is designed to **reward growth, commitment, and investment** in the Xpress Batteries brand. Xpress Batteries members can qualify in two ways: by delivering strong year-on-year sales growth or by expanding the network through the opening of an additional approved store.

## 2. How to Qualify

### 2.1 Option 1: Sales Growth (Category 1 – 3)

- 2.1.1 Grow your store's battery purchase volumes year-on-year.
- 2.1.2 Growth is measured against your **own historical baseline** (shared in writing by AutoX).
- 2.1.3 All automotive battery purchases from AutoX count, including:
  - Willard
  - Sabat
  - VARTA
  - GP
  - Xpress Battery

### 2.2 Option 2: New Store Expansion (Category 4)

- 2.2.1 **The first five existing Xpress Batteries store owners** who successfully open an additional approved store will earn an Incentive Trip ticket.
- 2.2.2 New stores must:
  - Be approved by Xpress Batteries Head Office
  - Fully comply with the latest Xpress Batteries Corporate Identity
  - Actively trade by 31 July 2026

## 3. What's at Stake

- 3.1 A total of 20 Incentive Trip seats are available.
- 3.2 5 seats of the 20 seats are reserved for approved additional new store development.
- 3.3 The 15 remaining seats will be awarded to the top-performing stores based on growth per category.

#### 4. Who Can Attend

- 4.1 Incentive tickets are awarded to store owners only.
- 4.2 No travel companions (ie. spouses and dependants)
- 4.3 Tickets are not transferable, cannot be exchanged for cash, and are subject to full compliance with the Terms & Conditions.

5. This initiative is about **growing together**. We encourage all Xpress Batteries members to participate fully and use this opportunity to strengthen both their business and the Xpress Batteries brand.

### INCENTIVE TRIP – TERMS & CONDITIONS

#### 1. Qualification Period

- 1.1 Growth performance will be measured over the period **01 April 2026 to 28 August 2026**.
- 1.2 Historical baselines will be calculated using the units purchased from AutoX for the same period (01 April 2025 – 28 August 2025) confirmed in writing by AutoX.
- 1.3 In the instance where new stores does not have sales history for the above mentioned period, they will be added to a separate category, with a minimum volume threshold to achieve, ensuring all Xpress Batteries stores has a fair opportunity to participate in this incentive

#### 2. Categories

Category 1	Category 2	Category 3	Category 4
<b>8 Tickets</b>	<b>4 Tickets</b>	<b>3 Tickets</b>	<b>5 Tickets</b>
Tier 1 Stores	Tier 2 Stores	Store opened 2025	Footprint development
>250 avg units per month	<250 avg units per month	< than 1 year trading	April – July 2026

##### 2.1 CATEGORY 1 – 3

- 2.1.1 Growth for category 1,2 and 3 is measured based on **unit volumes purchased from AutoX**.
- 2.1.2 Winners under the growth categories will be determined based on the **highest percentage growth per category**, subject to AutoX audit and verification.
- 2.1.3 AutoX reserves the right to introduce minimum volume thresholds to ensure fair comparison across store sizes.

##### 2.2 CATEGORY 4

- 2.2.1 Only existing Xpress Batteries store owners will qualify for category 4
- 2.2.2 A “new store” is defined as:
  - A fully fitted store approved by Xpress Batteries Head Office
  - Trading under the new Xpress Batteries Corporate Identity, and

- Having recorded sell out sales history for a minimum of one calendar month by **31 July 2026**.
- 2.2.3 If multiple stores open in close succession, qualification will be determined based on the **timestamp of the first recorded sell out sale**.

### 3. **Seat Allocation**

3.1 A total of **20 seats** is available:

- 3.1.1 8 Seats reserved for Category 1
- 3.1.2 4 Seats reserved for Category 2
- 3.1.3 3 Seats reserved for Category 3
- 3.1.4 5 Seats reserved for Category 4
- 3.1.5 If any category of qualifying stores does not meet its required quota, the unallocated seats will be equally reallocated to the other categories.
- 3.1.6 Category allocations are done per store and not per buying group
- 3.1.7 Where an Xpress Batteries owner, has multiple stores, a maximum of one ticket per qualifying store applies.

### 4. **Eligibility and Good Standing**

4.1 Only stores in good standing are eligible. This includes:

- 4.1.1 Full compliance with the Xpress Batteries Agreement
- 4.1.2 The Xpress Batteries store's trading account must comply with the standard payment terms and conditions as set up in the standard trading conditions of your AutoX account.

4.2. AutoX reserves the right to disqualify any store not meeting these requirements at any time prior to travel.

### 5. **Ownership and Multiple Owners**

- 5.1 Where a store has multiple owners, the store may nominate one owner to attend.
- 5.2 Incentive tickets are awarded per **store**, for the nominated store owner.
- 5.3 Additional tickets for multiple store owners are only awarded where the **additional, separate store qualify independently**.

### 6. **Exit of Xpress Batteries, Sale of Business, or Change of Ownership**

6.1 Any store that:

- 6.1.1 Exits the Xpress Batteries programme,
- 6.1.2 Is sold or transferred, or
- 6.1.3 Undergoes a material change in ownership or control on or before the Incentive Trip departure date will forfeit eligibility.

6.2 AutoX may reallocate forfeited tickets to the next qualifying store.

### 7. **Travel Requirements**

7.1 Winners must:

- 7.1.1 Hold a valid passport with at least six months' validity beyond the return date,
- 7.1.2 Be legally eligible to travel at the time of departure.

**7.2** Travel date and times, destination, and itinerary will be communicated in due course.

**7.3** Any additional costs (such as taxes, and personal expenses) remain the responsibility of the winner unless otherwise stated.

## **8. General**

**8.1** Incentive tickets are **non-transferable** and may not be exchanged for cash or alternative benefits.

**8.2** AutoX decision regarding qualification and interpretation of these Terms & Conditions shall be final.

**8.3** AutoX reserves the right to amend these Terms & Conditions, provided that such amendments do not materially disadvantage participants unfairly.