# BOOST BUSINESS

Bonusway company

We can enable customers to make every third purchase with double cashback, without financial losses, compensating for this motivation the user to commit the first two purchases with a high check.

### What gives users and us?

### Loyalty

The user will be motivated to use our service more often.

### **Increased activity**

Increase activity among active users of at least 1%

### Retention

Every third purchase with a double cashback is a good way to keep the user in a service that exclusive the solution for loyalty customers.



### Increase revenue

The increase in revenue for each store at 10-15%, respectively increased and our revenues.

# Example of real figures for the Zalando store (Suomi) 1 year AVERAGE now

Average check buyer: €37.68

Size of the Commission: 10% €3.77

User fees: 5% €1.88

Size of our revenue: 5% €1.88

Turnover for Zalando: €1,007,000.00

Value Bonusway: €100,700.00

Revenue: €50.350.00

Motivate the user to increase your check at 60% for the coming two purchases that would get x2 cashback on the third purchase.

### Zalando x2 SYSTEM

1 year, check at 60%, +€22.61 to the current average check

Average check buyer: €60.29

Size of the Commission: 10% €6.03

User fees: 5% €3.01

Size of our revenue: 5% €3.01

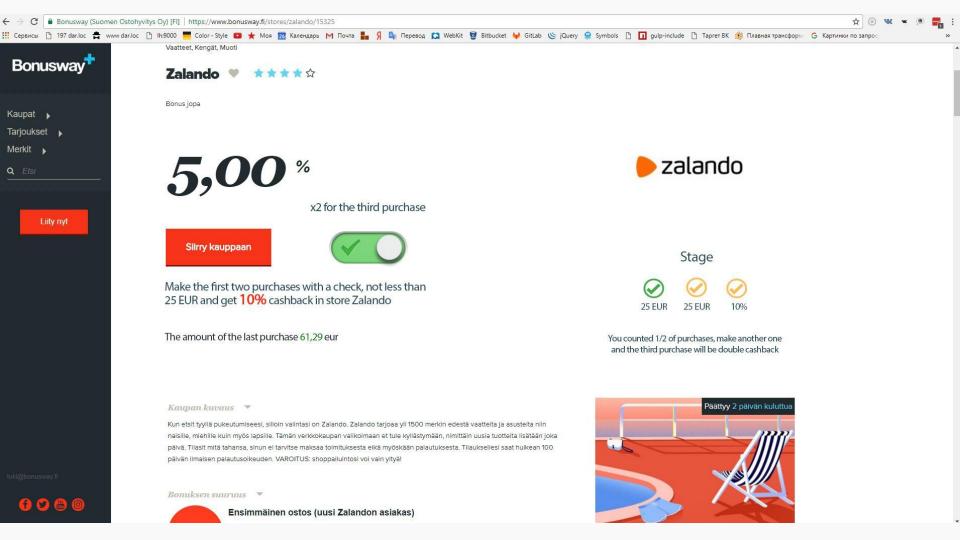
Turnover for Zalando: €1,611,200.00

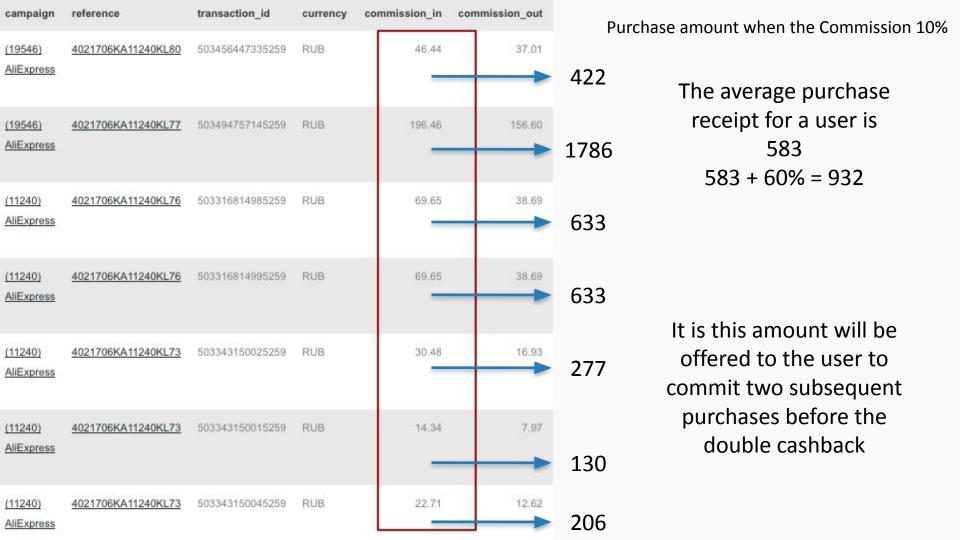
Value Bonusway: €161,120.00

Revenue: <u>€80,560.00</u> + 60% <u>€30,210.00</u>

If 10% of active users of Zalando use the x2 system, net revenue growth will be + €8.065

Detailed example of calculation.





The Commission came under double Cashback will not be taken into account when calculating the average value of the cheque

Every 3 purchases with a function of x 2 cashback, the incoming Commission will be subject to adjustment.

This is done to ensure that the user is not able to buy expensive purchases exclusively through the X 2 function and the rest of the purchase with a small cheque. Thus we will avoid financial losses.



# Thanks for Watching