

Development

| KAZAKHSTAN RED SCORE CARD | GOLD | | | SILVER | | | BRONZE | | |
|--|------------|----------|-----------|------------|----------|-----------|------------|----------|-----------|
| | Target | OLD | NEW | Target | OLD | NEW | Target | OLD | NEW |
| TOTAL SCORE | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| TOTAL SCORE + BONUS | 110 | 110 | 110 | 110 | 110 | 110 | 110 | 110 | 110 |
| Cooler KPIs | | | | | | | | | |
| Purity | Y/N | 10 | 10 | Y/N | 10 | 10 | Y/N | 10 | 10 |
| 70% Fullness | Y/N | 10 | 10 | Y/N | 10 | 10 | Y/N | 10 | 10 |
| Pricetag | Y/N | 5 | 5 | Y/N | 5 | 5 | Y/N | 10 | 10 |
| 50% MyCoke | Y/N | 10 | 10 | Y/N | 10 | 10 | Y/N | 10 | 10 |
| Door target | 3 | 10 | 10 | 2 | 10 | 10 | 1 | 15 | 15 |
| Strategic SKU | Y/N | - | 15 | Y/N | - | 15 | Y/N | - | 15 |
| Door target-bonus | (+1) | 10 | 10 | (+1) | 10 | 10 | (+1) | 5 | 5 |
| Display KPIs | | | | | | | | | |
| Display Purity | Y/N | 5 | - | Y/N | 5 | - | Y/N | 10 | - |
| Display Pricetag | Y/N | 5 | - | Y/N | 5 | - | Y/N | 10 | - |
| Cashier Display - CSD | 1 | 5 | 5 | 1 | 5 | 5 | 1 | 5 | 5 |
| Cashier Display - STILL | 1 | 5 | 5 | 1 | 5 | 5 | 1 | 5 | 5 |
| Bonaqua 5L in the cashier zone | 1 | 10 | 5 | 1 | 10 | 5 | Y/N | - | - |
| Bonaqua 5L in the cashier zone - bonus | Y/N | - | - | Y/N | - | - | 1 | - | 5 |
| Display Target - CSD (Should Be Pure & Pricetag Available) | 2 | 10 | 10 | 1 | 10 | 10 | 1 | 10 | 10 |
| Display Target - STILL (Should Be Pure & Pricetag Available) | 1 | 10 | 10 | 1 | 10 | 10 | 1 | - | 5 |
| Display Target - STILL - bonus (will be removed) | Y/N | - | - | Y/N | - | - | 1 | 5 | - |
| Coke'n Meal Inside | Y/N | 5 | 5 | Y/N | 5 | 5 | Y/N | 5 | 5 |

Strategic SKU

| <i>Gold</i> | <i>Silver</i> | <i>Bronze</i> |
|-----------------------|-----------------------|-----------------------|
| ✓CC 1.00 LT | ✓CC 1.00 LT | ✓CC 1.00 LT |
| ✓CC 1.50 LT | ✓CC 1.50 LT | ✓CC 1.50 LT |
| ✓CC 500 ML | ✓CC 500 ML | ✓CC 500 ML |
| ✓CC ZERO | ✓CC ZERO | ✓CC ZERO |
| ✓Fanta&Sprite 1.00 LT | ✓Fanta&Sprite 1.00 LT | ✓Fanta&Sprite 1.00 LT |
| ✓Fanta&Sprite 1.75 LT | ✓Fanta&Sprite 500 ML | ✓BONAQUA 500 ML |
| ✓Fanta&Sprite 500 ML | ✓BONAQUA 500 ML | ✓FUUSE TEA 1 LT |
| ✓BONAQUA 500 ML | ✓FUUSE TEA 1 LT | ✓FUUSE TEA 500 ML |
| ✓FUUSE TEA 1 LT | ✓FUUSE TEA 500 ML | |
| ✓FUUSE TEA 500 ML | | |

1. To add Coke 300ml in Strategic SKU?
2. To replace CC 1 LT with CC ZERO 1 LT?

New Score Card TT

| KAZAKHSTAN RED SCORE CARD | GOLD | | SILVER | | BRONZE | |
|--|-------------|-----------|------------|-----------|------------|-----------|
| | Target | NEW | Target | NEW | Target | NEW |
| | TOTAL SCORE | 100 | 100 | 100 | 100 | 100 |
| TOTAL SCORE + BONUS | 110 | 110 | 110 | 110 | 110 | 110 |
| Cooler KPIs | | | | | | |
| Purity | Y/N | 10 | Y/N | 10 | Y/N | 10 |
| 70% Fullness | Y/N | 10 | Y/N | 10 | Y/N | 10 |
| Pricetag | Y/N | 5 | Y/N | 5 | Y/N | 10 |
| 50% MyCoke | Y/N | 10 | Y/N | 10 | Y/N | 10 |
| Door target | 3 | 10 | 2 | 10 | 1 | 15 |
| Strategic SKU | Y/N | 15 | Y/N | 15 | Y/N | 15 |
| Door target-bonus | (+1) | 10 | (+1) | 10 | (+1) | 5 |
| Display KPIs | | | | | | |
| Cashier Display - CSD | 1 | 5 | 1 | 5 | 1 | 5 |
| Cashier Display - STILL | 1 | 5 | 1 | 5 | 1 | 5 |
| Bonaqua 5L in the cashier zone | 1 | 5 | 1 | 5 | - | - |
| Bonaqua 5L in the cashier zone - bonus | - | - | - | - | 1 | 5 |
| Display Target - CSD (Should Be Pure & Pricetag Available) | 2 | 10 | 1 | 10 | 1 | 10 |
| Display Target - STILL (Should Be Pure & Pricetag Available) | 1 | 10 | 1 | 10 | 1 | 5 |
| Coke'n Meal Inside | Y/N | 5 | Y/N | 5 | Y/N | 5 |