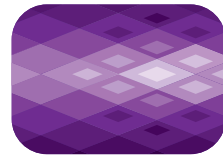




TRATHO FIDELIZA



THE LOYALTY PROGRAM THAT IS A HIT!

FOCUSING YOUR PURCHASES ON TRATHO BENEFITS
YOUR BUSINESS, SOCIETY, AND THE ENVIRONMENT.

IMAGINE A WIDESPREAD WIN-WIN SITUATION

TRATHO's Loyalty Program was developed to offer excellent benefits aligned with ESG practices:






- Following environmental protocols to handle raw materials, with reverse logistics for the collection of packaging, in compliance with the management plan of the National Solid Waste Policy.
- Establishing compensations for society through donations to charities, which can be nominated by the client.
- Reaffirming governance and management capacity by generating competitive business conditions for partnership and business loyalty.

The result is TRATHO FIDELIZA! The benefit program that places customers in five tiers, considering turnover and incentives for long-term business relationships. Everyone wins: the suppliers, customers, society, and environment.

Buy all your raw materials from TRATHO and have access to increasingly special advantages and services.



**TIERS /
BENEFITS**

	 <p>RUBI customer</p> <p>Over R\$ 100.000,00*</p>	 <p>SAPPHIRE customer</p> <p>R\$ 60.000,00 to R\$ 99.999,99*</p>	 <p>EMERALD customer</p> <p>R\$ 20.000,00 to R\$ 59.999,99*</p>	 <p>TOPAZ customer</p> <p>R\$ 10.000,00 to R\$ 19.999,99*</p>	 <p>AMETHYST customer</p> <p>R\$ 2.000,00 to R\$ 9.999,99*</p>
NETWORK	Free registration for courses, lectures, and workshops	—	—	—	—
SOLID PRICES	In reais (defined by the 3rd business day of the current month)**	In reais (defined by the 3rd business day of the current month)**	—	—	—
TECHNICAL SUPPORT	Counterproof analysis from an external laboratory	Counterproof analysis from an external laboratory	Counterproof analysis from an external laboratory	—	—
VISITS	1 visit per month (commercial, financial, or technical, on demand)	1 visit per month (commercial, financial, or technical, on demand)	1 visit per month (commercial, financial, or technical, on demand)	1 visit per month (commercial, financial, or technical, on demand)	—
INVENTORY	Guarantee on schedule received up to 3rd business day	Guarantee on schedule received up to 3rd business day	Guarantee on schedule received up to 3rd business day	Guarantee on schedule received up to 3rd business day	—
FREIGHT COST	CIF freight, see list of cities				
DELIVERY DEADLINE	24 hours	48 hours	48 hours	48 hours	72 hours
PAYMENT TERMS	Negotiable	Negotiable	Up to 60 day	Up to 45 days	Up to 35 days
NEGOTIATION	Open price formation (predefined indexes)	Open price formation (predefined indexes)	Open price formation (predefined indexes)	Open price formation (predefined indexes)	—
INDICATORS	Weekly report with key industry indicators				
TECHNICAL DOCUMENTS	Technical specifications, technical and information newsletters, MSDS, PPAP, quality certificate, and emergency sheet				
QUALITY	Management System ISO 9001:2015, products with international approval, retention sample by batch (6 months)				
REVERSE LOGISTICS	Guarantee of collection of packaging with proper disposal **				
GOOD MILEAGE	The value of the purchases is converted to miles that are transformed into donations to charities nominated by the customer.				

*Average revenue of the last 3 months.

**SEE GENERAL CONDITIONS. The information in this table is subject to updates, aiming at improvements and new opportunities for benefits.

GENERAL TERMS

NETWORK

- Vacancies subject to availability;
- Filling of vacancies in order of registration;
- Restrictions based on availability in the “acting” region.

SOLID PRICES

- Restricted by a trigger of 5% variation;
- Restricted to orders confirmed by the 3rd business day of the current month.

TECHNICAL SUPPORT

- Monthly limit of 10 analyzes. Namely: 3 analyses of chemicals and food/ingredients, and 7 analyses of metals;
- TRATHO will use external services of the laboratories Grupo Falcão Bauer, Tork Controle Tecnológico de Metais Ltda., universities, etc.;
- Products supplied by TRATHO.

NEGOTIATION

- The indicators used are the LME and dollar;
- Trigger for price revision when the variation is 5% more or less.

DELIVERY DEADLINE

- After issuing the DANFE;
- In the case of FOB freight, the deadline refers to the delivery at the indicated carrier.

PAYMENT TERMS

- Restricted to the inclusion of financial costs for the period of the request;
- After credit analysis.

INVENTORY

- Orders received by the third business day of the current month;
- Except in situations of force majeure;
- Analysis of supply contract;
- Changes in schedules only on request;
- Limited to the average purchase volume/month of the last 12 months.

FREIGHT COST

- In predefined cities. Contact us;
- SP Headquarters: CIF SP Interior up to 250 km, minimum orders R\$ 5,000.00. Capital and metropolitan region, minimum orders R\$ 2,000.00;
- SC Branch: CIF Metropolitan Region, Interior of SC, Greater Curitiba up to 150 km, minimum orders R\$ 2,000.00. Greater Florianópolis up to 200 km, min. order R\$ 5,000.00;
- RS Branch: CIF Interior of RS, Vale dos Sinos up to 180 km, min. orders R\$ 2,000.00
- RJ Branch: CIF Interior of RJ up to 150 km, minimum orders R\$ 2,000.00. Metropolitan region up to 200 km, minimum orders R\$ 5,000.00.

VISITS

- Once a month when there is a need, in person or remote;
- Necessary to check the regions and availability;
- Meetings with the commercial, technical, or financial teams, on demand.

REVERSE LOGISTICS

- Original TRATHO packaging;
- Clean and empty packaging;
- Collection depends on the delivery of a new order;
- Legislation (CADRI, MTR);
- Check out our Reverse Logistics Plan;
- An agreement must be signed between TRATHO and the customer.

The General Conditions are subject to updates, aiming at improvements and new opportunities for benefits.

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(11) 2500-3190

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(54) 3537-1566

Branch Joinville/SC
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Branch Juiz de Fora/MG
(32) 3771-0292

Branch N. Friburgo/RJ
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