

## COMMERCIAL POLICY OF ECOPACK BULGARIA AD

Regarding possible discounts applicable to recovery and recycling fees for all Ecopack customers

### 1. Validity

The present Commercial Policy of Ecopack Bulgaria AD ("Ecopack Bulgaria") regarding possible discounts applicable to recovery and recycling fees for all Ecopack customers is approved with a decision of the Board of Directors dated 17.11.2011, will be applied effective as of 01.01.2012 and shall be in force until it is further unilaterally withdrawn, modified, supplemented or cancelled, by a new decision of the Board of Directors.

### 2. Types of discounts

#### 2.1 On-time Reporting Discount

- a. If the reporting of the packaging launched at the market for a respective month is done by the customer until 15<sup>th</sup> calendar day of the following month, Ecopack grants the "On-time reporting discount".
- b. The fees deduction of 10% is applied by Ecopack in the Packaging Recovery fees' invoice.

#### 2.2 On-time Payment Discount

- c. If the payment of the recovery fees for a respective month is done by the customer until 25<sup>th</sup> calendar day of the month, following the one reported, Ecopack grants the "On-time payment discount".
- d. The fees deduction is applied by Ecopack by issuing a credit note for 20% on the value of the invoice issued and paid by the customer for the month reported.

### 3. Additional terms

- The present letter withdraws and cancels the Commercial Policy of Ecopack approved by the Board of Directors on 29.03.2010.
- This Commercial Policy is not binding to Ecopack Bulgaria and may be withdrawn unilaterally at any time, whereas to this effect Ecopack Bulgaria shall inform its customers through a notification in writing sent by mail, facsimile message, e-mail or through publication on the organization's website ([www.ecopack.bg](http://www.ecopack.bg))
- The "On-time reporting discount" and "On-time payment discount" are provided on a separate and independent basis. A customer may be eligible to receive both discounts or only one of the two, based on the above listed criteria.

Todor Bougoudjiev  
Executive Director

