

BLEND		250g (RM)	500g (RM)	Distributor Discount (%)	Additional Rebate (%)		
(ARABICA ESTATE)					> RM10,000	> RM25,000	>RM50,000
Milano Gold Blend	N/A	32.5	40.00%	2%	3%	5%	
Italian Gold Blend	N/A	37.5					
Premium AE Blend	26	45					
Premium Arabica Blend	26	45					
Specialty Salvador Blend	35	60					
Specialty Ethiopia Blend	35	60					
Specialty House Blend	N/A	75					
Brazil Santos Single Origin	25	45	30.00%				
Colombia Single Origin	30	50					
El Salvador Casablanca	30	55					
Indonesia Mandheling Single Origin	35	60					
Indonesia Gayo Single Origin	35	60					
Monsoon MLB	33	60					
Ethiopia Sidamo Single Origin	33	60					
Ethiopia Sidamo Premium Grade	38	70					
Ethiopia Haile Masha G1	40	75					

(ZENN BY ARABICA ESTATE)					
Rainforest Drip Coffee	18	40.00%	2%	3%	5%
Atlantic Drip Coffee	18				
Niagara Drip Coffee	28				
Sakura Drip Coffee	32				
(OTHER CONDIMENTS)					
Chocolate Powder (700g/pkt)	35	35.00%	2%	3%	5%
Matcha Powder (700g/pkt)	110				
Hojicha Powder (700g/pkt)	160				
Chocolate Powder Bottle 80%	15	35.00%	2%	3%	5%
Matcha Powder Bottle 80%	45				
Hojicha Powder Bottle 80%	60				
(ARABICA ESTATE KOPI O)					
Kopi - O (20sachet x 13g)	11	35.00%	N/A	N/A	N/A
2 in 1 Kopi O (20sachet x 30g)	13				