



ARABICA ESTATE

AUTHORISED REGIONAL

DISTRIBUTOR

CONTRACT



It is a mutual agreement between Arabica Estate Academy Sdn Bhd (Co. No.: 1133442-U) of 46, Jalan Perusahaan Jelutong 2, 11600 Penang, Malaysia (hereinafter referred to as “Headquarters”) of the one part and TCW Global Marketing Sdn Bhd of No. 9, Jalan Perindustrian Meru Selatan, 41050 Klang, Selangor (hereinafter referred to as “Authorised Regional Distributor”) of the other part on the following terms and conditions effective from 1st December 2020 :

1. AUTHORISATION ON THE PRODUCTS DISTRIBUTION

1) The Headquarters are hereby authorized TCW Global Marketing Sdn Bhd to distribute all the products below :

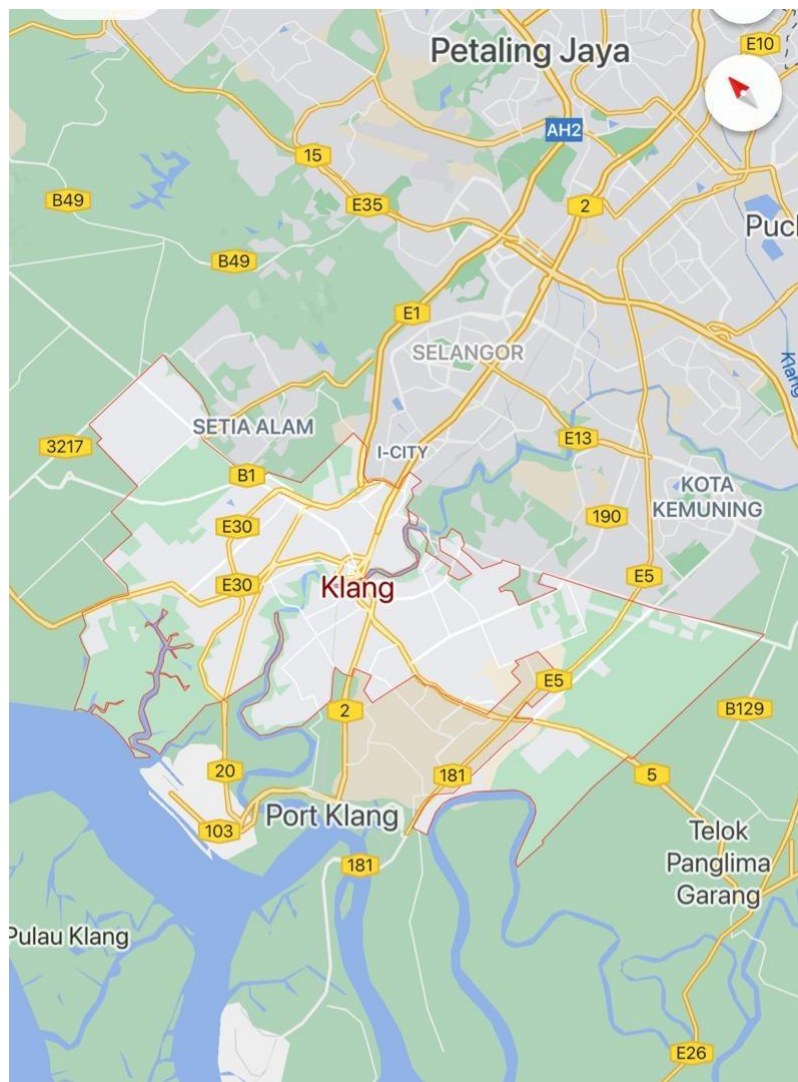
- Coffee Beans
- Drip Coffee
- Kopi O
- 2 in 1 Kopi O
- Chocolate, Matcha and Hojicha Powder

for a period of one year from the effective date above. This Agreement will not automatically be renewed upon expiry of this agreement unless either party issues intent of renewal in formal writing document 3 months before the expiry of the contract. With the absence of such renewal notice, this Agreement is deemed to be self-expired upon expiry.



2. AUTHORISED DISTRIBUTION REGION

- 1) TCW GLOBAL MARKETING SDN BHD will be given authority by Arabica Estate Academy Sdn Bhd to distribute all the products carrying the brand name of Arabica Estate and ZENN By Arabica Estate at Klang Valley Area.
- 2) Authorised Area is as drawn by the red line, any other request out of the drawn area can be proposed to the management and subject to approval.





3. MONTHLY MINIMUM ORDER QUANTITY (MOQ)

- 1) As a newly joined Authorised Distributor, TCW GLOBAL MARKETING SDN BHD will have to purchase the start up stock of minimum RM5,000 in the first month upon signing the contract.
- 2) There will be 2 trial months in the following month, for example, contract is signed on the 1st of December 2020, the monthly MOQ is not compulsory for January and February 2020, it is serve as the trial and transition period.
- 3) Starting on the forth month, which is March 2020, the Monthly MOQ will resume as normal and the Authorised Distributor is required to place the monthly order of minimum RM5,000.
- 4) If the Monthly MOQ is below RM5,000, the Headquarters reserves the right to pull back the status of the Authorised Distributor at the certain region.

4. PAYMENT TERM AND DELIVERY LEAD TIME

- 1) TCW GLOBAL MARKETING SDN BHD is required to make the order 1 week in advance and 100% payment in advance is required upon placing the order.
- 2) The delivery lead time will be roughly 1-3 working days depending on the exact speed of the courier company, Arabica Estate is not responsible for any delay of the delivery.



5. SELLING PRODUCT ON ONLINE PLATFORM

- 1) TCW GLOBAL MARKETING SDN BHD will be able to sell all products on the Online Platform such as Shopee, Lazada and any other trusted Online Platforms.
- 2) TCW GLOBAL MARKETING SDN BHD can make seasonal or short period promotion on the products selling on Online Platform and will have to inform the Headquater in advance.
- 3) Headquarters will give notice on the monthly promotion to be made on Online Platfrom, TCW GLOBAL MARKETING SDN BHD is encouraged to follow Headquater promotion as it is only for seasonal and also special occasion in order to increase sales volume.



The signatures hereunder signify the acceptance of all the above terms and conditions by both the Headquarters (Arabica Estate Academy Sdn Bhd) and the Authorised Distributor (TCW Global Marketing Sdn Bhd).

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For and on behalf of
TCW Global Marketing Sdn Bhd
Name:
Position :
Date:

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For and on behalf of
Arabica Estate Academy Sdn Bhd
Name:
Position :
Date :

