

PM-International 亚太总部分销商守则

1. 分销商的法律地位

1.1. 分销商是一名自雇的销售人员，其目的是通过销售 FitLine 产品来获得收入。

1.2. 分销商的分销活动包括以其本人名义直接向终端消费者销售 FitLine 产品，向 PM 推荐终端消费者（客户直购计划），以及作为推荐人向 PM 推荐新分销商。

1.3. 分销商不承担任何运营义务，并可自由决定工作的时间、地点、方式和工作量。分销商必须自行承担与其业务相关的所有费用。每个分销商都是独立的承包商，因此有责任履行其业务所产生的所有法律义务（注册公司、所得税、销售税、社会保险、竞争法）。

2. 开始与终止分销商资格

2.1. 分销商资格从分销商提交完整申请开始；一旦 PM 接受申请，该协议即为有效。成为分销商并不需要购买 FitLine 产品。如果分销商申请被接受，PM 将立即通知分销商其申请已被接受。

2.2. 在收到申请接受通知后的 30 天内，分销商可以通过书面声明撤回其申请，无需说明理由。在撤回申请后，作为分销商购买的所有 FitLine 产品可以退还，PM 将全额退还其购买款项。

DISTRIBUTOR RULES OF PM-INTERNATIONAL Headquarters Asia Pacific Pte Ltd

1. LEGAL POSITION OF THE DISTRIBUTOR

1.1. A Distributor is a self-employed salesperson, who intends to earn income through the distribution of FitLine products.

1.2. A Distributors' distributary activities include selling FitLine products in their own name directly to end consumers, referring end consumers to PM (Customer Direct Program) and referring new Distributors to PM as a sponsor.

1.3. Distributors have no operational obligations and can freely decide when, where, how and how much they work. Distributors must bear all costs relating to their business themselves. Each Distributor is an independent contractor, and as such responsible for the fulfillment of all legal obligations resulting from the business (registering a company, income tax, sales tax, social insurance, competition law).

2. BEGINNING AND ENDING A DISTRIBUTORSHIP

2.1. A Distributorship begins with a completed application by the Distributor; it becomes a valid agreement as soon as the application has been accepted by PM. It is not necessary to order FitLine Products to become a Distributor. If the Distributor is accepted, PM will inform a Distributor of the acceptance of their application without delay.

2.2. Within 30 days of receiving notice of the acceptance of the application, a Distributor can withdraw their application by means of a written declaration to PM without stating any reasons. After the withdrawal of the application, all FitLine products purchased as a Distributor may be returned and PM will reimburse the full amount paid for them.

2.3. 分销商资格为无定期期限,可以由任一方通过提前30天书面通知随时终止。任何一方有权在以下情况下立即终止经销协议:(i) 另一方未在知悉违反协议后10天内纠正其违反行为;或(ii) 另一方进入清算、被接管、解散或经历类似程序。如果分销商违反了《分销商规则》第3.3条、第4.1条、第4.2条、第5.2条或第7.4条中的义务,则该行为构成终止的理由

2.4. 分销商应定期审查并更新申请中提供的数据,特别是名称、地址、银行账户信息、电子邮件和电话号码

2.5. 在分销商去世的情况下,经所有继承人同意并书面请求,分销权可以转让给配偶、子女或父母,前提是受让方接受当前版本的PM分销商规则,并且PM书面同意该转让。

3. 奖金资格

3.1. 分销商将因通过客户直销计划将最终消费者推荐给PM购买FitLine产品,或因介绍、培训并支持作为赞助商的分销商购买产品而获得奖金。奖金还将支付给这些最终消费者和分销商的后续订单,以及分销商直接或间接赞助的其他分销商的任何FitLine产品订单。一旦产品已付款,奖金的权利即产生。奖金的要求和金额由当时有效的PM收入计划确定;PM可决定对收入计划进行修改,并适用于所有分销商。

3.2. PM 按月支付奖金。如果适用且分销商之前已书面通知PM其有权申报销售税,并提供了税号及负责的税务机关,则奖金应支付相应的商品及服务税(GST)。否则,商品及服务税(GST)将被视为已包含在奖金内。奖金明细将可在合作伙伴区域查看,然而,如果分销商希望通过邮件接收,将收取10新加坡元的行政费用。奖金的支付最迟将在次月20日之前完成。

2.3. A Distributorship is concluded for an indefinite time; it can be terminated at any time by either Party upon providing 30 days written notice in advance. Either Party shall be entitled to terminate the Distributorship with immediate effect in case the other Party (i) commits a breach of its obligations under this Distributorship without rectifying such breach within 10 days after becoming aware thereof; or (ii) goes into liquidation, comes under receivership, is wound up or undergoes similar proceedings. If a Distributor is in breach of its obligations under articles 3.3, 4.1, 4.2, 5.2 or 7.4 of the Distributor Rules, this shall constitute a cause for termination.

2.4. The Distributor shall regularly review and update the data provided in the application, especially name, address, bank account information, email and telephone.

2.5. In the case of death of the Distributor, the Distributorship can be transferred to a spouse, child, or parent if the transfer is requested in writing with the agreement of all heirs, the transferee accepts the PM Distributor Rules in the actual version and PM agrees in writing.

3. ENTITLEMENT TO BONUS

3.1. The Distributor will receive a bonus for FitLine products bought either by end consumers referred by Distributor to PM through the Customer Direct Program, or by a distributor who is introduced, trained and supported by Distributor as a sponsor. The bonus will also be paid for further orders by these end consumers and distributors as well as any other orders of FitLine products by distributors directly or indirectly sponsored by the Distributor. The right to a bonus arises once the products have been paid for. Requirements for, and the amounts of the bonus are determined in the PM Income Plan in the form valid at the time of referral; PM may decide to make amendments to the Income Plan which apply to all Distributors.

3.2. PM pays out the bonus on a monthly basis. GST shall be payable on the bonus if applicable and if a Distributor has previously informed PM in writing of a right to declare sales tax and provided their tax number and the responsible tax office. Otherwise GST is considered included in the bonus. The bonus statement will be available in the Partner Area, however, if a Distributor wishes to receive it by mail, an administrative fee of 10 SGD will be charged. Payment of the bonus will be made by the 20th of the following month at the latest.

3.3. 任何对PM收入计划中描述的奖金标准的操控都是禁止的。这包括赞助那些实际上并未销售FitLine产品的分销商(即虚拟分销商),以及公开或隐蔽的多重注册,若此类行为被禁止。同时,禁止使用配偶、亲属、公司、合伙企业、信托或任何第三方的名称来规避此项规定。也禁止鼓励第三方销售或购买产品,以便在收入计划中获得更好的位置或操控团队奖金。

4. 分销商在其他地方的销售活动

4.1. 未经PM事先书面同意,分销商不得为PM的竞争对手从事任何活动。PM的竞争对手是指在亚太地区提供与FitLine产品竞争的任何公司。

4.2. 分销商应将为其其他公司进行的所有允许的分销活动与为PM及FitLine产品进行的活动完全分开。不允许以任何方式诱使或试图诱使PM的其他分销商从其他公司购买商品或服务,或在其为PM的活动之外,或代替其为PM的活动,或减少或停止其为PM的活动。

5. FITLINE产品的购买与分销

5.1. 分销商应 exclusively 直接从PM订购和接收FitLine产品。

5.2. 分销商应仅通过个人直接销售将FitLine产品销售给最终消费者。不得通过零售店、交易市场、展会、在线拍卖、大众媒体及其他类似的销售活动销售FitLine产品。如果分销商希望在其他国家销售FitLine产品,则分销商负责检查FitLine产品是否可以在该国销售,并且是否符合该国的法律法规,特别是任何消费者或进口法规、健康法规和标签要求。PM在这方面不承担任何责任。

3.3. Any manipulation of bonus criteria described in the PM Income Plan is prohibited. This includes the sponsoring of Distributors who do not actually sell FitLine products (straw men), as well as open or disguised multiple registrations to the extent prohibited. It is also prohibited to use the name of the spouse, relatives, corporation, partnership, trust or any other names of third parties to circumvent this provision. It is also prohibited to encourage third parties to sell or purchase products in order to achieve a better position in the Income Plan or to manipulate the group bonus.

4. SALES ACTIVITY OF A DISTRIBUTOR ELSEWHERE

4.1. A Distributor may not undertake activities for a competitor of PM without PM's prior written agreement. A competitor of PM is any company which offers goods which are competing with FitLine products within the APAC region.

4.2. A Distributor shall keep every permitted distribution activity for another company completely separate from the activity for PM and with FitLine products. It is not permitted to cause or try to cause other Distributors of PM in any way whatsoever to purchase goods or services from the other company or to become active for the other company in addition to or instead of their activity for PM or to reduce or stop their activity for PM.

5. PURCHASE AND DISTRIBUTION OF FITLINE PRODUCTS

5.1. The Distributor shall exclusively order and receive FitLine products directly from PM.

5.2. The Distributor shall only sell FitLine products to end consumers through personal direct sales. It is not allowed to sell FitLine products through retail stores, trading markets, fairs, online auctions, mass media and other similar sales activities. If the Distributor wants to sell FitLine products in another country, the Distributor is responsible for checking whether the FitLine product can be marketed in that country and whether it complies with the laws and regulations of that country, notably any consumer or import regulations, health regulations and labelling requirements. PM declines any responsibility in this respect.

5.3. 如果消费者对FitLine产品不满意,分销商必须在交货后30天内退回所售的FitLine产品。消费者无需提供任何特别理由,仅因对产品不满意即可退货(PM满意保证)。产品退回后,消费者可以选择更换、抵用或退还已支付的购买价格。如果消费者选择抵用或退款,则必须在消费者要求取消退货日期后的60天内将抵用或退款支付给消费者。

5.4. 分销商可以自由从PM订购任何数量的产品。没有购买任何FitLine产品的义务,也没有最低购买要求。 分销商可以根据PM的退货政策将FitLine产品退还给PM, 退货政策可以在www.pm-international.com的合作伙伴区域登录后找到。

5.5. 分销商所下的所有订单将根据订单时PM在线商店中显示的PM价格处理。 销售税、包装和运输费用一般会另外收取,视情况而定。 付款必须在交货前完成或确保。

6. 分销商的其他义务

6.1. 分销商必须作为独立且负责任的企业家行事,避免任何看起来像是PM的员工,或有权以PM的名义做出任何声明的表现。

6.2. 如果PM是国家和国际直销协会的成员,分销商必须遵守这些协会为其成员及代表规定的行为规范。

6.3. 分销商关于PM和FitLine产品的所有声明必须符合PM的规定,特别是产品目录、产品标签、官方网站以及其他相关文件中的规定。以及其他产品信息。 在任何情况下,分销商不得将治疗或疗愈功能归因于FitLine产品,也不得使用与适用法律规定相违背的健康声明。

6.4. 分销商不得对FitLine产品或其包装进行任何修改,也不得允许第三方进行此类修改。 只要不遮挡任何广告声明或产品信息,允许在标签上粘贴包含分销商地址信息的地址标签。

5.3. The Distributor has to take back FitLine products sold to consumers within 30 days after delivery in case of dissatisfaction. The consumer does not have to provide any special reasons, not being satisfied with the products is sufficient (PM satisfaction guarantee). The consumer may choose between exchange, credit or a refund of the purchase price paid once the products have been returned. If the consumer chooses credit or a refund, the credit or refund must be made to the consumer within 60 days from the consumer requests for cancel date of return of the products.

5.4. The Distributor is free to order any quantity of products from PM. There is no obligation to purchase any FitLine products, nor a minimum purchase requirement. The Distributor can return FitLine products to PM in accordance with PM's return policy, which can be found in the Partner Area after login on www.pm-international.com.

5.5. All orders made by the Distributor are processed according to the PM prices shown in the PM Online Shop at the time of order. Sales tax, costs of packaging and shipping are generally added, as far as they apply. Payment must be secured or completed before delivery.

6. FURTHER OBLIGATIONS OF THE DISTRIBUTOR

6.1. The Distributor has to act as an independent and responsible entrepreneur and avoid any appearance of acting as an employee of PM, or of being entitled to make any statements in the name of PM.

6.2. As far as PM is a member of national and international associations for direct marketing, the Distributor must comply with the standards of conduct specified by these associations for their members and their representatives.

6.3. Everything the Distributor says about PM and FitLine products must be in accordance with PM's stipulations, especially those in the product catalog, on the product labels, official websites and in other product information. Under no circumstances may the Distributor attribute therapeutic or healing properties to FitLine products or use health claims contrary to applicable legal provisions.

6.4. The Distributor may not make any changes to FitLine products or their packaging and may not allow third parties to make such changes. It is allowed to stick an address label with address information of the Distributor on a label as long as no advertising statement or product information is hidden by it.

6.5. 分销商在进行PM和FitLine产品的广告宣传时,只能使用PM发布的产品信息、销售材料和销售辅助工具,并且在互联网进行广告和销售时,只能使用PM提供给分销商的互联网商店。分销商仅被授予有限的使用PM商标、商品名称、标识、营销材料和销售辅助工具的权利,目的仅限于推广和销售FitLine产品。严禁未经授权使用、修改或歪曲PM的知识产权。有关更多信息,请参阅PM的《商标、标识、品牌和名称使用指南》,您可以在登录后于合作伙伴专区找到该指南(www.pm-international.com)找到。

6.6. 每位分销商在进行任何广告宣传和吸引新分销商时,必须遵守法律规定的强制性要求。这尤其适用于有关不正当竞争和非法交易行为的规定。禁止任何形式的‘垃圾信息发送’以及系统性地挖掘其他公司分销合作伙伴的行为。在担任PM 分销商期间提供的任何有关销售和潜在收益的信息,必须真实准确并以事实为依据。PM 将对任何违规行为严格追责,情节严重者将被终止分销商资格。

6.7. PM 将监督并随机抽查其分销商是否遵守合同义务和法律规定,尤其是在在线广告措施方面,包括由外部服务提供商进行的社交媒体营销。

6.8. 如分销商违反合同规定或适用法律,PM 有权在不事先通知的情况下暂停其对合作伙伴专区的访问权限。该暂停措施将持续有效,直至分销商在收到 PM 的相关通知后纠正违规行为。

7. 团队线保护政策

7.1. 尊重和保护赞助线是 PM 的基本原则。在分销商资格有效期内及其后 12 个月内,已在 PM 赞助线注册的个人或公司不得更换至其他赞助线。同时,禁止使用配偶、亲属、公司、合伙企业、信托或任何第三方的名称来规避此项规定。

6.5. The Distributor will only use the product information, sales materials and sales aids published by PM when advertising for PM and for the FitLine products and, insofar as advertising and sales take place over the Internet, will only use the Internet shop made available to the Distributor by PM. Distributors are granted limited rights to use PM's trademarks, trade names, logos, marketing materials and sales aids solely for the purpose of promoting and selling FitLine products. Any unauthorized use, modification, or misrepresentation of PM's intellectual property is strictly prohibited. For more information, please refer to PM's "Guidelines of Use for Trademarks, Logos, Brands and Names" which you can find in the Partner Area after login (www.pm-international.com).

6.6. Every Distributor has to comply with binding legal regulations during any general advertising measures and in attracting new Distributors. This applies in particular to the rules on unfair competition and unlawful trading practices. Any form of 'spamming' and the systematic poaching of distribution partners from other companies is forbidden. Any information provided on sales and potential earnings when working as a Distributor of PM has to be correct and based on facts. Any violation will be strictly followed up by PM, up to termination of the distributorship.

6.7. PM will monitor and randomly check the compliance of its distributors with contractual and legal obligations, especially in the context of online advertising measures, including social media marketing by external service providers.

6.8. PM reserves the right to suspend a Distributors access to the Partner Area without prior notice if the Distributor violated contractual rules or applicable law. The suspension will remain until the violation has been removed upon corresponding notification by PM.

7. LINE PROTECTION

7.1. It is a principle of PM to respect and protect the sponsor line. During the term of the Distributorship and 12 months thereafter, no persons or companies already registered in a sponsor line with PM may change to another sponsor line. It is also prohibited to use the name of the spouse, relatives, corporation, partnership, trust or any other names of third parties to circumvent this provision.

7.2. 根据第2.2条规定,已终止业务合作关系或退出合作的经销商,仅在符合以下条件之一的情况下,方可重新注册为经销商:(a) 由其原推荐人再次推荐,或 (b) 自终止自己账户日起已满12个月。因连续12个月无个人业绩而被注销记录的经销商,可自由重新提交申请进行注册,不仅可由原推荐人推荐,也可由其他任何推荐人推荐,注册至任何团队下。

7.3. 亲属和配偶的注册须遵守特定规定,相关规则可以在www.pm-international.com 的合作伙伴专区下的‘亲属注册常见问题’中找到。

7.4. 团队线保护同样适用于客户直接计划中的客户。任何已注册的客户,只有在其最后一次购买FitLine 产品后经过 6 个月,方可重新注册并选择新的赞助商。

8. 参与调解程序

8.1. 作为分销商,您有义务以友好方式解决因在线签订的合同关系所产生的任何争议。如果无法以此方式达成友好解决方案,您应根据当地法律参与非诉讼仲裁程序。

7.2. A Distributor who has terminated their business partnership or withdrew from it according to article 2.2. can only be re-registered as a Distributor if they submit a new application and (a) are sponsored by their former sponsor, or (b) if at least 12 months have passed since termination. A Distributor who has been deleted from records due to inactivity (12 months without personal volume) can be freely re-registered with a new application, i.e. not just under the former Sponsor but in any line under any Sponsor.

7.3. The registration of relatives and spouses is subject to specific rules that can be found in the Partner Area under www.pm-international.com in the "FAQ Registration of Relatives".

7.4. Line protection also applies to customers in the Customer Direct Program. Any registered customer may only register anew and under a new sponsor if 6 months have passed after their last order of FitLine products.

8. PARTICIPATION IN MEDIATION PROCEEDINGS

As a Distributor, you are obliged to resolve any disagreements arising from a contractual relationship concluded online in an amicable manner. If an amicable solution cannot be reached in this way, you should take part in an out-of-court arbitration procedure according to local law.

9. 最终条款

9.1. 当事人之间的合同关系适用新加坡法律。

9.2. 因本协议引起或与之相关的任何争议的管辖法院为新加坡。然而，PM 有权在分销商所在的司法管辖区对分销商提起诉讼。

9.3. 合同中约定的书面形式要求，传真或电子邮件亦可满足，除非是因故终止的通知，必须通过挂号信进行。

9.4. 除了这些分销商规则外，PM 的以下规定也适用，并且分销商明确承认其为分销商协议的一部分，这些规定可以在合作伙伴专区 www.pm-international.com 找到：

- 收入计划
- 互联网和社交媒体使用指南
- 撤销权
- 商标、标识、品牌和名称使用指南
- 数据隐私政策
- 商业行为和道德准则

2026年7月

9. FINAL PROVISIONS

9.1. The contractual relationship between the parties is governed by the laws of Singapore.

9.2. The court of jurisdiction for any disputes arising out of or in relation to this Agreement is Singapore. However, PM shall be entitled to initiate legal proceedings against the Distributor in the Distributor's jurisdiction.

9.3. A contractually agreed-upon requirement for written form is also met by telefax or e-mail, except for a notification of termination for cause which has to be made by registered letter.

9.4. In addition to these Distributor Rules, the following rules of PM, which can be found in the Partner Area at www.pm-international.com also apply and are expressly recognized as part of the Distributorship agreement by the Distributor:

- Income Plan
- Guidelines of Use for the Internet and Social Media Policy
- Right of Withdrawal
- Guidelines of Use for Trademarks, Logos, Brands and Names
- Data Privacy Policy
- Code of Business Conduct and Ethics

August 2026