



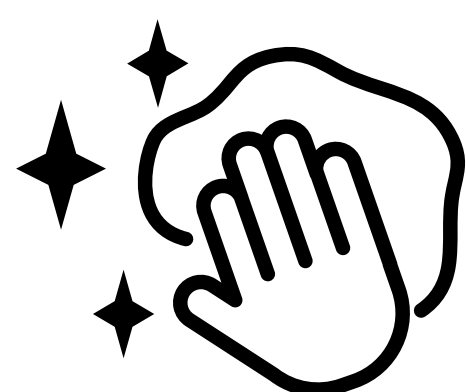
What is SESI PRO?

Non-domestic sectors such as restaurants, universities, hotels, clinics, shops, schools, offices, nursing homes, are required by law to use bactericidal products but until now without an opportunity to reuse and refill. SESI Pro is the range to meet that need:

- The SESI PRO range is antibacterial, tested under BS EN1276 and BS EN13697 as required to meet UK regulatory standards.
- SESI Pro uses effective ingredients to get the job done but avoids hidden 'nasties' that are persistent in the environment. All ingredients are clearly labelled.
- SESI Pro offers circular supply where Distributors collect back the empty containers for SESI to pick up, clean and refill.
- SESI Pro products are non-perfumed and use plant-based dyes to clearly distinguish products.

The SESI-Pro range

- Bactericidal Disinfectant
- Bactericidal Hand Dishwash
- Machine Dishwash Liquid
- Glass & Mirror Cleaner
- Surface Spray
- Citric Acid Toilet Cleaner
- Bactericidal Hand Soap
- Hand Sanitizer



Why become a SESI PRO Distributor?

- Bring the refill concept to a new sector, building a B2B customer base that doesn't depend on retail footfall or High Street locations.
- Help your local businesses reduce their plastic waste and carbon footprint.
- Earn up to 40% margin from end-user RRP plus quantity discounts on top.

Start Now:

1. **Get ready.** Apply to be a distributor using the form below. Once approved you will receive a promotional pack and your SESI Pro distributor prices will appear in your SESI shopping basket.
2. **Reach out.** Research your client base. Drop off brochures and spread the word. Network on social/local media and attend events.
3. **Build your network** Arrange with your local bicycle delivery service to expand your sales and deliver the products to your customers. SESI will collect the empties whenever we deliver to you.



Pricing

- SESI Pro Distributors will get one of two price bands:
- Tier 1 for Distributors buying over £500 (Excl VAT) of SESI Pro product per month (averaged) - 40% margin for 20L and 5L units, 28% margin for bottled products, referenced to the Enduser List Price.
 - Tier 2 for Distributors buying over between £100 and £500 (Excl VAT) of SESI Pro product per month (averaged) - 30% margin for 20L and 5L units, 25% margin for bottled products, referenced to the Enduser List Price

Disinfectant (Bottle size 1L) Hand Dishwash Liquid (Bottle size 750ml) Machine Dishwash Liquid (Bottle size 1L)	Enduser List Price (Incl VAT)	TIER 1 Distributor Price (40% / 28%) (Excl VAT)	TIER 2 Distributor Price (30% / 25%) (Excl VAT)
20L Tub	£64.00	£32.00	£37.33
5L Tub	£21.00	£10.50	£12.25
8 x Bottle Pack	£39.92	£24.00	£24.95

Glass & Mirror (Bottle size 750ml) Surface Spray (Bottle size 750ml) Citric Acid Toilet cleaner (Bottle size 750ml)	Enduser List Price (Incl VAT)	TIER 1 Distributor Price (40% / 28%) (Excl VAT)	TIER 2 Distributor Price (30% / 25%) (Excl VAT)
20L Tub	£50.00	£25.00	£29.17
5L Tub	£17.00	£8.50	£9.92
8 x Bottle Pack	£39.92	£24.00	£24.95

Bactericidal Hand Soap (Bottle size 500ml)	Enduser List Price (Incl VAT)	TIER 1 Distributor Price (40% / 28%) (Excl VAT)	TIER 2 Distributor Price (30% / 25%) (Excl VAT)
20L Tub	£76.00	£38.00	£44.33
5L Tub	£25.00	£12.50	£14.58
8 x Bottle Pack	£39.92	£24.00	£24.95

Hand Sanitiser (Bottle size 500ml)	Enduser List Price (Incl VAT)	TIER 1 Distributor Price (40% / 28%) (Excl VAT)	TIER 2 Distributor Price (30% / 25%) (Excl VAT)
20L Tub	£108.00	£54.00	£63.00
5L Tub	£36.00	£18.00	£21.00
8 x Bottle Pack	£47.92	£28.80	£29.95

Mixed Box of 7 product bottles (being the whole SESI Pro range excluding Machine Dishwash Detergent)	Enduser List Price (Incl VAT)	TIER 1 Distributor Price (28% Margin) (Excl VAT)	TIER 2 Distributor Price (25% margin) (Excl VAT)
Trial Pack	£35.93	£21.56	£22.46

Volume discounts additional!

Additional Volume Discounts (on value of sales order of SESI Pro and any other SESI product) (Excl VAT):		Discount
Orders over £500		1%
Orders over £700		2%
Orders over £900		3%
Orders over £1100		4%
Orders over £1400		5%
Orders over £1700		6%
Orders over £2000		7%

Out of Area and Multi-Site Customers

SESI will support Distributors If you find a B2B customer with branches or delivery points beyond your delivery reach. SESI will supply the locations that Distributors can’t manage, dovetailing with your pricing to the customer and rewarding the Distributor with a margin on ‘out of area’ sales. See the Terms & Conditions for more details.

Sales Support

- SESI Pro Distributors benefit from these support tools:
- A welcome pack of pre-printed brochures that can be customised with your contact details,
 - Self-adhesive “Waste Busters” window stickers to hand on to clients.
 - Access to the Waste Busters community including entry to the Waste Buster monthly competition whereby social media active clients and Distributors can win prizes.

Reduce your costs by decanting bottles & 5L tubs

Decant and make up your own bottles and 5L tubs to lower the cost of supply. Accessories available on the website:

Accessories	Wholesale Price
100% Recycled rPET Bottle in 500ml, 750ml and 1L sizes	50p - 70p
5L tub and cap	£0.90 to £1.20
Range of caps; simple, disc-top, lotion pump, trigger spray	10p - 50p
Labels for bottles and 5L tubs	20p - 25p



Bactericidal Disinfectant

Bactericidal Hand Dishwash Liquid

Machine Dishwash Liquid

Glass & Mirror Cleaner

Surface Spray

Cirtic Acid Toilet Cleaner

Bactericidal Hand Soap

Hand Sanitizing Gel