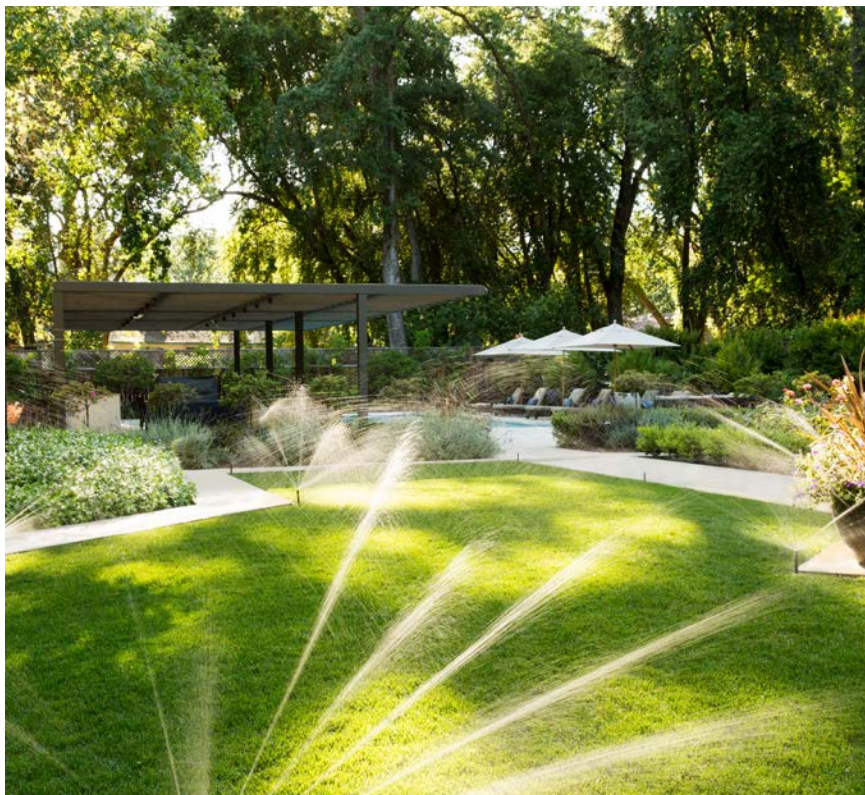


MEMBER HANDBOOK MIDDLE EAST



A WORD FROM CEO GREG HUNTER

At Hunter, we are dedicated to developing tools and services to help you succeed. The Hunter Preferred Program is one of the best ways to make that happen. As a Program member, you earn points every time you purchase Hunter irrigation and FX Luminaire lighting products — from the Node controller with Solar Panel, to the classic NP up light, to the world-famous PGP-ADJ rotor.

As you accrue points, you can exchange them for business-enhancing rewards such as gifts from top retailers, software, marketing materials and rejuvenating trips.

With our products in the ground and our people on your side, we believe we can help you achieve outstanding results. We are happy to welcome you to the Hunter Preferred Program and look forward to many years of mutual success.

PROGRAM OVERVIEW

The Hunter Preferred Program ('Program') is a customer business support initiative offered by Hunter Industries to select professional irrigation resale outlets ('Members') that stock, promote and sell Hunter irrigation and/or FX Luminaire lighting products.

Eligibility is limited to Members that purchase qualifying Hunter and FX Luminaire products from an authorised participating Hunter importer/distributor ('Distributor') within their respective region. For the purposes of these Official Terms and Conditions, the term 'company' shall mean and include a corporation, partnership or sole proprietorship. Only one membership may be maintained per company.





REGISTERING FOR PROGRAM MEMBERSHIP

Members are required to complete and submit the online form at **preferred.hunterindustries.com** to designate the contact person from each Member company who is authorised to make reward redemptions.

EARNING HUNTER PREFERRED REWARD POINTS

Members can earn points by purchasing Hunter residential and commercial irrigation and/or FX Luminaire outdoor lighting products from an authorised Distributor. All residential and commercial Hunter irrigation and FX Luminaire lighting products are eligible for points, with the exception of Hunter golf products. No points will be earned until a Member has spent at least \$5,000 (USD) on Hunter irrigation and/or FX Luminaire lighting products within a calendar year, including without limitation a Member that earned points in a preceding year.

POSTING POINTS TO MEMBER ACCOUNTS

To accumulate Points, a Member must have their purchases posted to their account. To do this, the Member must have Hunter and FX Luminaire product purchases reported to Hunter by their Distributor on a computer-generated report.

ATTAINMENT OF MEMBERSHIP LEVELS

The Program has four levels of membership available for Members based upon their annual purchase volumes:

Active Members (described in ‘General Conditions’) that purchase from \$5,000 to \$19,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Standard level.

Active Members that purchase from \$20,000 to \$49,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Silver level.

Active Members that purchase from \$50,000 to \$99,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Gold level.

Active Members that purchase more than \$100,000 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Platinum level.

BENEFITS FOR THE DIFFERENT LEVELS

All membership levels earn points at the standard Program rate. Five points are awarded for every \$50 (USD) purchased.

Annual point bonus: The top three membership levels offer an additional annual point bonus that allows Members within these levels to attain rewards more quickly. The bonus is awarded annually (posted in a single transaction to the Member’s account at the end of the year) and is calculated as a percentage of the Member’s point earnings for purchases made during the calendar year.

MEMBERSHIP LEVELS	HUNTER PREFERRED STANDARD	HUNTER PREFERRED SILVER	HUNTER PREFERRED GOLD	HUNTER PREFERRED PLATINUM
	\$5,000–\$19,999	\$20,000–\$49,999	\$50,000–\$99,999	\$100,000 +
5 points for every \$50 (USD) in eligible Hunter irrigation and FX Luminaire lighting products	●	●	●	●
Annual Point Bonus		5%	10%	15%

*Amounts above reflect annual purchases in USD. All purchase amounts are converted into USD equivalents based on the monthly conversion rate within the portal oanda.com/us-en/.

REWARD REDEMPTION

Members may claim any reward that is offered on the Program website. To claim a reward, a Member's account must be open and in good standing. If Hunter cancels a Member's account, all points in the account will be forfeited immediately. Members can claim rewards at any time during the duration of their Program membership. To claim a reward, log in to your online account at **preferred.hunterindustries.com**. You can also complete an official Award Claim Form (available on the Program website or by emailing **hunterpreferred@hunterindustries.com**). Hunter reserves the right to substitute an item of equal or greater value should the requested reward be unavailable. Certain restrictions may apply in Qatar, Saudi Arabia, and the United Arab Emirates.

EXPIRATION OF POINTS

Points are valid for two years from the date of posting to a Member's Account or until 90 days after the date of termination of the Program, whichever is earlier. If the points are not used before expiration, they are automatically forfeited.

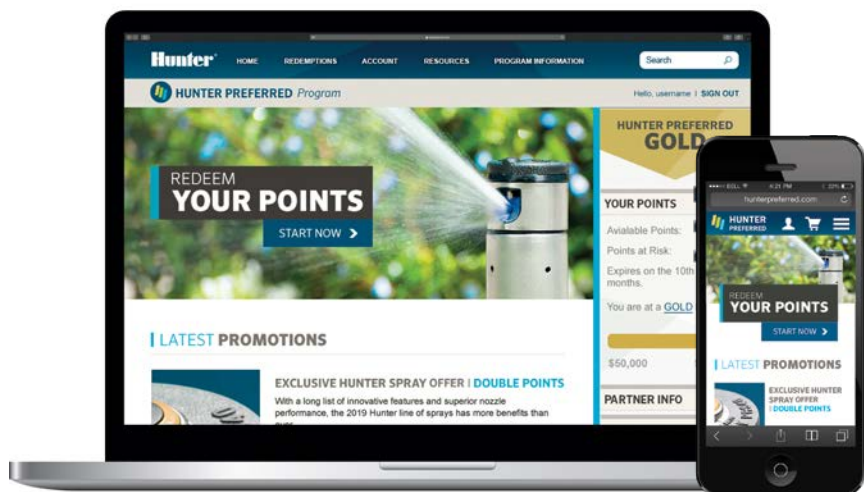
HUNTER PREFERRED

THE QUICK, EASY AND
COMPREHENSIVE WAY TO ACCESS
YOUR ACCOUNT... AND MORE!

Keeping up to date on the Hunter Preferred Program has never been easier. All the latest information about the Program and your Member account is just a click away.

At **preferred.hunterindustries.com**, you can take care of routine tasks that would otherwise require several days of waiting to receive paperwork in the mail. In a matter of minutes, you can access the data and forms you need simply by logging on and browsing our comprehensive website.





preferred.hunterindustries.com

The Program website is your most reliable resource for reward choices.

Hunter continually updates the wide selection of rewards available for redemption.

HERE ARE SOME OF THE THINGS YOU CAN DO!

- Check your account balance
- View your transaction history
- Update your address
- Add sub-users
- Shop the rewards catalogue
- Redeem your points
- Download redemption forms

OFFICIAL TERMS AND CONDITIONS

Hunter Preferred Program

The Program is void where restricted or prohibited by law.

GENERAL CONDITIONS

1. The Hunter Preferred Program ('Program') is a customer business support initiative offered to select professional irrigation resale outlets ('Members') that stock, promote and sell Hunter and/or FX Luminaire products.
2. Participation in the Program is subject to the Official Terms and Conditions set forth by Hunter Industries Incorporated ('Hunter'). Failure to abide by Program Terms and Conditions, abuse of Program privileges, conduct detrimental to the interests of Hunter or any misrepresentation may result in the termination of Program membership and the forfeiture of accrued points.
3. The Program began in Qatar, Saudi Arabia, and the United Arab Emirates on 1 October 2019 and will continue until it is terminated by Hunter. Hunter reserves the right to modify or terminate the Program without notice. The current Program Official Terms and Conditions are effective as of 1 October 2019.
4. Eligibility is limited to Members that purchase Hunter and/or FX Luminaire products from an authorised importer/distributor ('Distributor') within their respective region. For the purposes of these Official Terms and Conditions, the term 'company' shall mean and include a corporation, partnership or sole proprietorship. Only one membership may be maintained per company.
5. To participate, a company must enroll in the Program online at preferred.hunterindustries.com. The company will qualify to earn points as a Member after its membership has been activated ('effective date') and it meets the minimum requirements. Purchase information submitted by an authorised Hunter Distributor in its regular reporting process is accepted as the initial purchase of a Member, and will result in the granting of Points. Purchases prior to the effective date of a Member's enrollment are not eligible for points. Members will be issued a Program account number that will be required on all Program correspondence.
6. Hunter will be the final judge in determining any Member's eligibility to participate in the Program or to receive any Program reward.

REGISTERING FOR THE PROGRAM

7. Members are required to complete and submit the online form at preferred.hunterindustries.com to designate the contact person in each Member company who is authorised to make reward redemptions.
8. All point statements and Program rewards will be issued in the name of the Member and emailed only to the individual Member email on file. Each Member shall be responsible for advising Hunter of any contact person or email changes relating to their account.

EARNING POINTS

9. Members can earn Points by purchasing Hunter residential and commercial irrigation and/or FX Luminaire lighting products from an authorised Distributor. All Hunter residential and commercial irrigation and FX Luminaire lighting products are eligible for points, with the exception of Hunter golf products. No points will be earned until a Member has spent at least \$5,000 (USD) on Hunter irrigation and/or FX Luminaire lighting products in a calendar year, including without limitation a Member that earned points in a preceding year.

10. Purchases of Hunter and/or FX Luminaire products from suppliers, including sub-distributors or dealers that are not authorised Hunter Distributors, do not count toward points. To see whether a supplier is an authorised Hunter Distributor, visit hunterindustries.com and look under 'Get Hunter'.

POSTING POINTS TO A MEMBER'S ACCOUNT

11. To accumulate points, Members must have their purchases posted to their account. To do this, Members

must either, a) have Hunter product purchases reported to Hunter by their Distributor on a computer-generated report, or b) complete a Points Request Form available on the Program website and attach copies of their paid invoices detailing Hunter and/or FX Luminaire product purchases from the Distributor. The paid invoices must include the Distributor's name and address, the Member's name and address, the invoice number, the quantity purchased, the product model number(s), the price paid for each, the total amount paid and the date of purchase. The paid invoices submitted may be original invoices or clear, legible photocopies. Hunter reserves the right to challenge the authenticity of any invoices submitted by a Member.

12. It is the Member's responsibility to (1) determine whether a Distributor submits such reports and whether the reports contain all the Member's purchases, (2) notify the Distributor of Member's membership in the Program and the Member ID and (3) monitor the accuracy and timing of the Distributor's reporting with respect to the Member. By participating in the Program, each Member authorises Distributors to submit records of the Member's Hunter and/or FX Luminaire product purchases on behalf of the Member to Hunter. Distributor reports of Member purchases are subject to the same timing requirements listed on the Points Request Form.

13. Once a Member meets the requirements, they will earn five points per \$50 (USD) in Hunter and/or FX Luminaire or products purchased from a Distributor, net of all taxes, discounts and rebates. All purchase amounts are converted

into USD equivalents based on the monthly conversion rate within the portal oanda.com/us-en/.

14. Points will be deducted for returns. Your points can be put on hold by your Distributor if you fail to maintain your account in good standing with your Distributor.

ATTAINMENT OF MEMBERSHIP LEVELS

15. The Program has four levels of membership available for Members based upon their annual purchase volumes. Active members that purchase from \$5,000 to \$19,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Standard level. Active members that purchase from \$20,000 to \$49,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Silver level. Active members that purchase from \$50,000 to \$99,999.99 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Gold level. Active members that purchase more than \$100,000 (USD) of Hunter and/or FX Luminaire products from a Distributor in a calendar year are assigned to the Platinum level. All purchase amounts are converted into USD equivalents based on the monthly conversion rate within the portal oanda.com/us-en/.
16. The top three membership levels will be issued a year-end points bonus based in part on their level and in part on the purchase volume. Silver members will receive a bonus on points earned for invoice purchases equivalent to an additional 5% of their earned points for the calendar year. Gold members will receive a bonus on

points earned for invoice purchases equivalent to an additional 10% of their earned points for the calendar year. Platinum members will receive a bonus on points earned for invoice purchases equivalent to an additional 15% of their earned points for the calendar year. For example: A Gold member that earned 6,000 points for invoice purchases posted to their account for a given calendar year would receive a year-end point bonus of 600 points added to their account.

17. The determination of the current Member level status will occur after the end of each calendar year. Members can move to a higher membership level during a calendar year by having invoice postings to their account that fall in the purchase range of a level that is higher than their current level. Once a Member reaches a higher level of membership, all benefits associated with the new membership level will take effect.
18. In the event that at the end of a calendar year a Member has not met the purchase level requirements for its current level, the Member will be re-assigned to the appropriate level (based on its calendar year purchases) for the next calendar year.

EXPIRATION OF POINTS

19. Points are valid for two years from the date of posting to a Member's account or until 90 days after the date of termination of the Program, whichever is earlier. If the points are not used before expiration, they are automatically forfeited.
20. Point statements will be emailed every quarter to all Members whose accounts had activity during the relevant reporting period.

REWARD REDEMPTION

21. Members may claim any rewards that is offered on the Program website. To claim a reward, a Member's account must be open and in good standing. If Hunter cancels a Member's account, all points in the account will be forfeited immediately. Members can claim a reward at any time during the duration of their Program membership. To claim a reward, log in to your online account at preferred.hunterindustries.com. Hunter reserves the right to substitute an item of equal or greater value should the requested reward be unavailable. Certain restrictions may apply in Qatar, Saudi Arabia, and the United Arab Emirates.
22. Any and all fees and tax liabilities arising from the Member's receipt or use of Program points are the sole responsibility of the Member.

CORRESPONDENCE

Address all correspondence related to the Program to:

Hunter Preferred Program

Hunter Industries Incorporated
1940 Diamond Street
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Phone: +1-877-888-0167

Fax: +1-760-471-9626

Email: hunterpreferred@hunterindustries.com

Website: preferred.hunterindustries.com



Built on Innovation®

Helping our customers succeed is what drives us. While our passion for innovation and engineering is built into everything we do, it is our commitment to exceptional support that we hope will keep you in the Hunter family of customers for years to come.

Gregory R. Hunter, CEO of Hunter Industries

Gene Smith, President, Landscape Irrigation and Outdoor Lighting

Hunter Preferred Program preferred.hunterindustries.com | +1-877-888-0167 | **Corporate Website** hunterindustries.com

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Please recycle

