

Wakunaga of America Co., Ltd.

United States Unilateral Price Policy

Effective: **June 1, 2019**

Updated: **February 8, 2021**

We recognize that our high-quality resellers invest time and resources to deliver an extraordinary customer experience through knowledgeable staff and compelling vendor presentation. To support our resellers' efforts, Wakunaga of America Co., Ltd. ("Wakunaga") wishes to establish policies that allow resellers to earn the profits necessary to maintain the high level of customer excellence people have come to expect from Wakunaga resellers.

In order to successfully compete in the marketplace and to maintain its premium brand image, Wakunaga has announced this Unilateral Price Policy ("Unilateral Policy" or "Policy"). Hereafter, all sales from Resellers to End Users of products set forth in Wakunaga's *Unilateral Price Grid* (attached) inside the United States shall be subject to this Unilateral Policy.

Wakunaga's products covered and their coordinating minimum advertised prices are set forth in the *Unilateral Price Grid* which shall be delivered or otherwise made available by Wakunaga to the Reseller. Wakunaga reserves the right from time to time to alter, modify, suspend, or cancel this Unilateral Policy, the products covered, and/or the minimum resale prices.

This Policy does not restrict the Reseller's right to establish independent advertised and/or resale prices of Wakunaga products. Wakunaga reserves the right to determine whether a Reseller has advertised Wakunaga products at a net advertised price less than the minimum advertised price established in this Unilateral Policy. Upon such determination Wakunaga may, without assuming any liability, cancel all orders and may indefinitely refuse to accept new orders from the Reseller.

This Policy has been unilaterally adopted by Wakunaga. Wakunaga neither solicits nor will it accept assurances by a Reseller of acquiescence with this Policy. Nothing in this Policy shall constitute an agreement between Wakunaga and any Reseller of compliance with this Policy. The Reseller within its own discretion can choose to acquiesce or not acquiesce with this Policy. Wakunaga will not discuss conditions of acceptance related to this Policy. This Policy is non-negotiable and will not be altered, modified, or amended for any Reseller.

Combining a product(s) from the *Unilateral Price Grid* with any other product for a sale price lower than the combined price of what the two (2) products could be purchased independent of each other shall not constitute acquiescence with Wakunaga's Unilateral Policy.

The issuance of non-Wakunaga announced rebates (in any form) on a product(s) listed in the *Unilateral Price Grid* shall not constitute acquiescence with Wakunaga's Unilateral Policy.

Advertising that requests the End User to "see price in cart," "click to see price," "add to cart for best price," or presents "Why we do not show a price?" or a price that is struck through, no price listed, or any language or graphic representation that implies, or from which the End User can infer, that the End User click through to the cart to see a price lower than that set forth in the *Unilateral Price Grid* shall not constitute acquiescence with Wakunaga's Unilateral Policy.

The offer of free shipping or financing on product(s) in the *Unilateral Price Grid* shall constitute acquiescence with Wakunaga's Unilateral Policy.

The offer of a gift card redeemable for value on a future purchase with the purchase of product(s) in the *Unilateral Price Grid* shall constitute acquiescence with Wakunaga's Unilateral Policy.

Wakunaga, from time to time within its sole discretion, may announce promotion prices and bundles of the products listed in the *Unilateral Price Grid* which shall constitute acquiescence with Wakunaga's Unilateral Policy.

Wakunaga's sales personnel have no authority to modify or grant exceptions to this Policy. All questions regarding interpretation of this Policy should be directed to the Wakunaga Policy Coordinator at: uppcommittee@wakunaga.com.

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United States Unilateral Price Grid

Each Wakunaga Reseller has the right to determine its advertised and resale prices of all Wakunaga Products.

UPC	PRODUCT CODE	PRODUCT DESCRIPTION	COUNT	SRP \$	MINIMUM ADVERTISED PRICE
0 23542 10020 5	100-20	Kyolic Liquid	2 oz/no caps	\$18.99	\$14.24
0 23542 10021 2	100-21	Kyolic Liquid-Vegetarian	2 oz/60 caps	\$22.29	\$16.72
0 23542 10023 6	100-23	Kyolic Liquid	4 oz/no caps	\$32.59	\$24.44
0 23542 10031 1	100-31	Kyolic Cardiovascular	100 tabs	\$14.69	\$11.02
0 23542 10032 8	100-32	Kyolic Cardiovascular	200 tabs	\$24.49	\$18.37
0 23542 10131 8	101-31	Kyolic B1, B6, B12, GABA	100 tabs	\$14.69	\$11.02
0 23542 10132 5	101-32	Kyolic B1, B6, B12, GABA	200 tabs	\$24.49	\$18.37
0 23542 10231 5	102-31	Kyolic Enzymes-Vegetarian	100 tabs	\$15.79	\$11.84
0 23542 10232 2	102-32	Kyolic Enzymes-Vegetarian	200 tabs	\$27.69	\$20.77
0 23542 10041 0	100-41	Kyolic Cardiovascular	100 caps	\$15.79	\$11.84
0 23542 10042 7	100-42	Kyolic Cardiovascular	200 caps	\$27.69	\$20.77
0 23542 10043 4	100-43	Kyolic Cardiovascular	300 caps	\$37.49	\$28.12
0 23542 10091 5	100-91	Kyolic Cardiovascular-Vegetarian	100 caps	\$17.99	\$13.49
0 23542 10141 7	101-41	Kyolic B1, B6, B12, GABA	100 caps	\$15.79	\$11.84
0 23542 10142 4	101-42	Kyolic B1, B6, B12, GABA	200 caps	\$27.69	\$20.77
0 23542 10143 1	101-43	Kyolic B1, B6, B12, GABA	300 caps	\$37.49	\$28.12
0 23542 10241 4	102-41	Kyolic Enzymes-Vegetarian	100 caps	\$16.89	\$12.67
0 23542 10242 1	102-42	Kyolic Enzymes-Vegetarian	200 caps	\$29.89	\$22.42
0 23542 10341 1	103-41	Kyolic Vit C, Astragalus	100 caps	\$16.29	\$12.22
0 23542 10342 8	103-42	Kyolic Vit C, Astragalus	200 caps	\$28.29	\$21.22
0 23542 10343 5	103-43	Kyolic Vit C, Astragalus	300 caps	\$38.59	\$28.94
0 23542 10441 8	104-41	Kyolic Lecithin	100 caps	\$15.79	\$11.84
0 23542 10442 5	104-42	Kyolic Lecithin	200 caps	\$27.69	\$20.77
0 23542 10443 2	104-43	Kyolic Lecithin	300 caps	\$37.49	\$28.12
0 23542 10541 5	105-41	Kyolic Selenium, Vit A,C&E	100 caps	\$17.39	\$13.04
0 23542 10542 2	105-42	Kyolic Selenium, Vit A,C&E	200 caps	\$30.99	\$23.24
0 23542 10641 2	106-41	Kyolic Herbs, Vit E	100 caps	\$18.49	\$13.87
0 23542 10642 9	106-42	Kyolic Herbs, Vit E	200 caps	\$31.59	\$23.69
0 23542 10643 6	106-43	Kyolic Herbs, Vit E	300 caps	\$43.99	\$32.99

Headquarters:
Plant:

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0 23542 10741 9	107-41	Kyolic Phytosterols	80 caps	\$20.09	\$15.07
0 23542 10743 3	107-43	Kyolic Phytosterols	240 caps	\$50.59	\$37.94
0 23542 10841 6	108-41	Kyolic B6, B12, Folic Acid	100 caps	\$18.49	\$13.87
0 23542 10941 3	109-41	Kyolic Nattokinase, Suntheanine	80 caps	\$29.89	\$22.42
0 23542 10942 0	109-42	Kyolic Nattokinase, Suntheanine	160 caps	\$51.09	\$38.32
0 23542 10943 7	109-43	Kyolic Nattokinase, Suntheanine	240 caps	\$69.59	\$52.19
0 23542 11041 9	110-41	Kyolic CoQ10	100 caps	\$33.69	\$25.27
0 23542 11141 6	111-41	Kyolic Curcumin	100 caps	\$60.29	\$45.22
0 23542 11142 3	111-42	Kyolic Curcumin	150 caps	\$81.49	\$61.12
0 23542 11145 4	111-45	Kyolic Curcumin	50 caps	\$34.79	\$26.09
0 23542 11241 3	112-41	Kyolic Blood Sugar Balance	100 caps	\$18.99	\$14.24
0 23542 11441 7	114-41	Kyolic Red Yeast Rice + CoQ10	75 caps	\$25.49	\$19.12
0 23542 15042 2	150-42	Kyolic Omega-3	180 softgels	\$49.99	\$37.49
0 23542 15049 1	150-49	Kyolic Omega-3	90 softgels	\$28.29	\$21.22

UPC	PRODUCT CODE	PRODUCT DESCRIPTION	COUNT	SRP \$	MINIMUM ADVERTISED PRICE
0 23542 20041 7	200-41	Kyolic Reserve 600mg	60 caps	\$18.49	\$13.87
0 23542 20042 4	200-42	Kyolic Reserve 600mg	120 caps	\$31.59	\$23.69
0 23542 25063 4	250-63	Kyolic One Per Day-Vegetarian	30 caplets	\$15.79	\$11.84
0 23542 25066 5	250-66	Kyolic One Per Day-Vegetarian	60 caplets	\$27.69	\$20.77
0 23542 35049 5	350-49	Kyolic Brain Memory	90 caps	\$22.29	\$16.72
0 23542 35261 1	352-61	Kyolic Brain Focus-Vegetarian	60 caplets	\$17.99	\$13.49
0 23542 35441 7	354-41	Kyolic Neuro-Logic	120 caps	\$36.99	\$27.74
0 23542 35546 9	355-46	Kyolic Estro-Logic	60 caps	\$28.29	\$21.22
0 23542 35641 1	356-41	Kyolic Prosta-Logic	60 softgels	\$42.89	\$32.17
0 23542 37041 7	370-41	Kyolic Lucky 7	60 caps	\$33.69	\$25.27
0 23542 37141 4	371-41	Kyolic Brain Energy	60 caps	\$33.69	\$25.27
0 23542 37295 4	372-95	Kyolic Liver Support-Vegetarian	50 caps	\$21.69	\$16.27
0 23542 35941 2	359-41	Kyo-Dophilus Cran+ Probiotic	60 Capsules	\$26.59	\$19.94
0 23542 60042 2	600-42	Kyo-Dophilus Daily Probiotic	180 Capsules	\$39.49	\$29.62

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0 23542 60044 6	600-44	Kyo-Dophilus Daily Probiotic	360 Capsules	\$72.89	\$54.67
0 23542 60045 3	600-45	Kyo-Dophilus Daily Probiotic	45 Capsules	\$13.59	\$10.19
0 23542 60049 1	600-49	Kyo-Dophilus Daily Probiotic	90 Capsules	\$22.49	\$16.87
0 23542 60132 0	601-32	Kyo-Dophilus Kids Probiotic	60 Tablets	\$16.29	\$12.22
0 23542 60241 9	602-41	Kyo-Dophilus Enzymes+ Probiotic	60 Capsules	\$20.39	\$15.29
0 23542 60242 6	602-42	Kyo-Dophilus Enzymes+ Probiotic	120 Capsules	\$34.99	\$26.24
0 23542 61049 0	610-49	Kyo-Dophilus Multi 9 Probiotic	90 Capsules	\$33.39	\$25.04
0 23542 61042 1	610-42	Kyo-Dophilus Multi 9 Probiotic	180 Capsules	\$59.89	\$44.92
0 23542 62043 7	620-43	Kyo-Dophilus Fifty+ Probiotic	30 capsules	\$19.59	\$14.69
0 23542 63395 8	633-95	Kyo-Dophilus MAX Probiotic	14 capsules	\$27.45	\$20.59
0 23542 63393 2	633-93	Kyo-Dophilus MAX Probiotic	30 capsules	\$39.95	\$29.96
0 23542 67035 7	670-35	Kyo-Dophilus PRO+ Synbiotic	50 Tablets	\$43.99	\$32.99
0 23542 70032 0	700-32	Kyo-Green Tablet	180 tabs	\$18.99	\$14.24
0 23542 70050 4	700-50	Kyo-Green	5.3 oz	\$36.99	\$27.74
0 23542 70051 1	700-51	Kyo-Green	10 oz	\$60.29	\$45.22
0 23542 70055 9	700-55	Kyo-Green	2.8 oz	\$22.29	\$16.72
0 23542 70052 8	700-52	Kyo-Green Single-Serve Packs	1.76 oz	\$19.89	\$14.92
0 23542 73555 1	735-55	Kyo-Green Sprouts Blend	2.8 oz.	\$30.29	\$22.72
0 23542 73050 1	730-50	Kyo-Green Harvest Blend	6 oz	\$47.29	\$35.47
7 72570 00050 5	000-50	Moducare Grape Chewable	60 tabs	\$30.39	\$22.79
7 72570 00051 2	000-51	Moducare Grape Chewable	120 tabs	\$55.99	\$41.99
7 72570 00060 4	000-60	ModuChol-Vegetarian	60 caps	\$30.39	\$22.79
7 72570 65600 9	656-00	Moducare-Vegetarian	90 caps	\$37.99	\$28.49
7 72570 65610 8	656-10	Moducare-Vegetarian	180 caps	\$70.09	\$52.57