

Presenter

Juanique Vorster
Subject Matter Educator | Technical Capability Lead David Jones



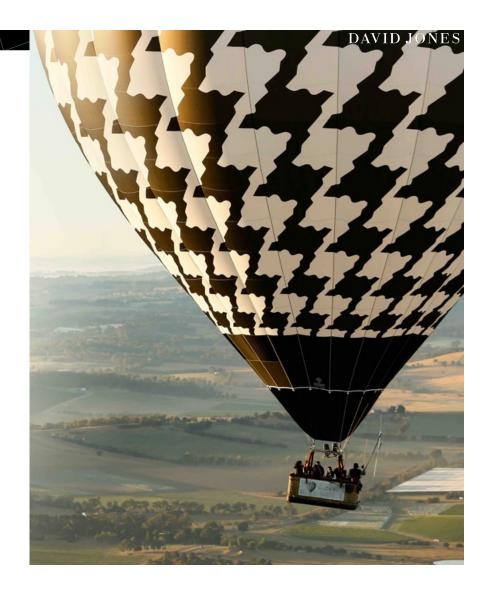
"David Jones M\"M"

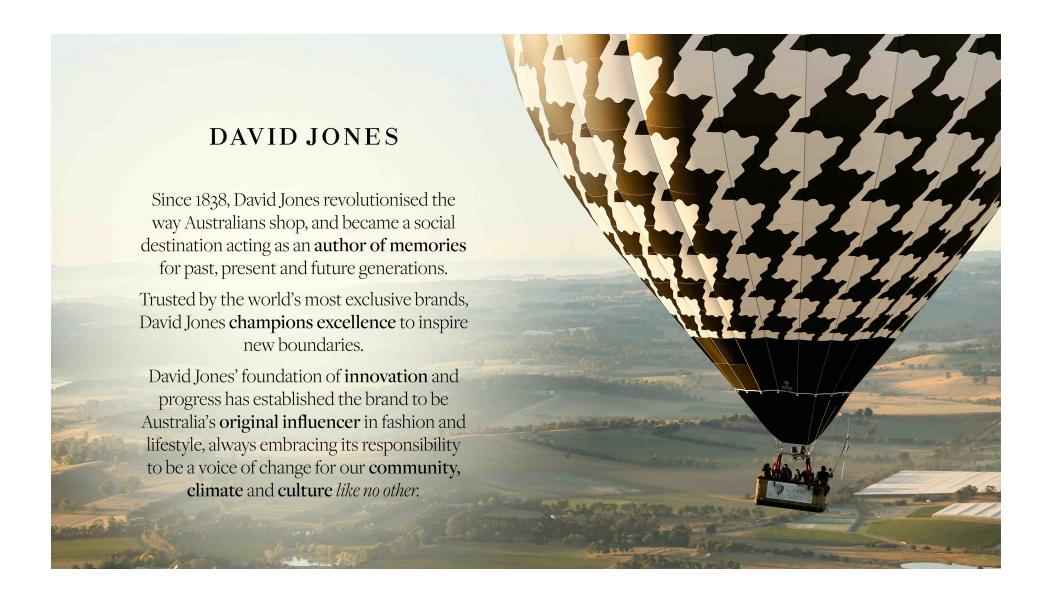


Topics

- 1. DAVID JONES INTRODUCTION
- 2. 2023 RECAP
 - Brand and Vendor Partners
 - Importance of a Mature Rebate Strategy In DJs
 - Challenges in implementing a Rebate Strategy
 - Overcoming Challenges
- 3. DRIVING GOVERNANCE
- 4. CONCLUSION

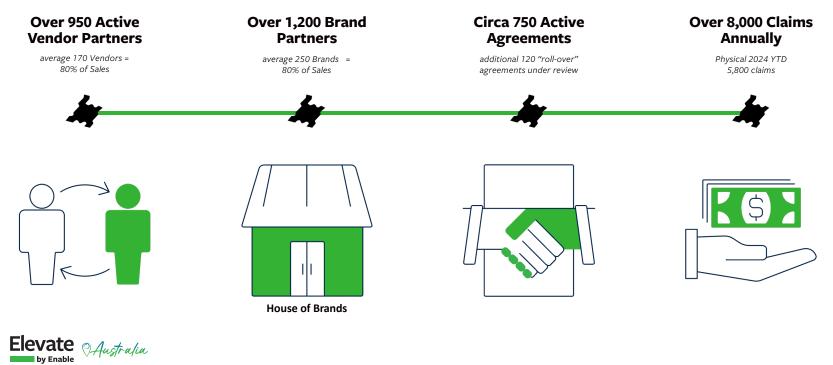






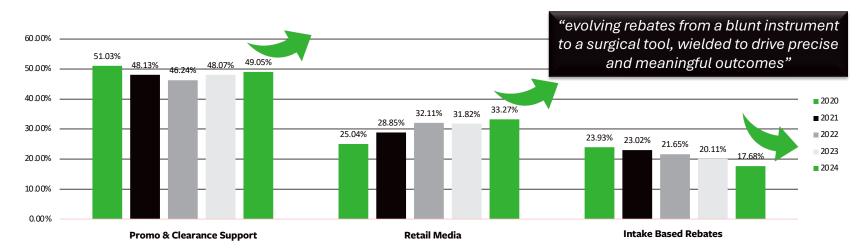
Brand / Vendor Partners

David Jones has a mature Rebate System in place with hundreds of active Vendor Trading Agreements, resulting in thousands of Claims annually



Importance of Rebates in David Jones

Partnership in rebates





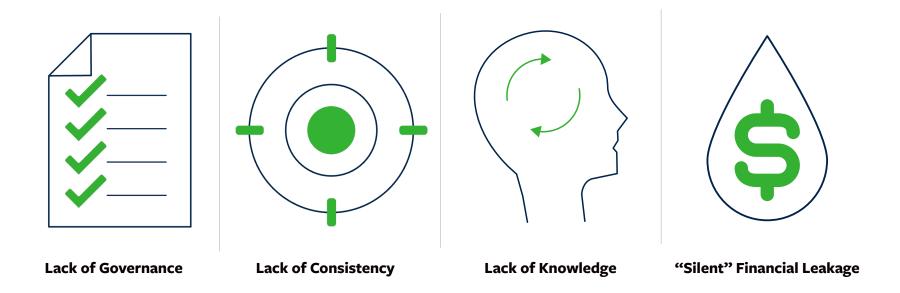
Decline in volume (intake-based rebates)

Increase in monies where there is mutual benefit



Challenges in Implementing a Rebate Strategy

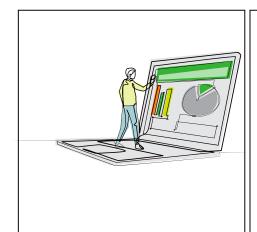
Some of the biggest challenges with a robust rebate strategy





Overcoming Challenges

Create Consistencies ...



Organized Rebate

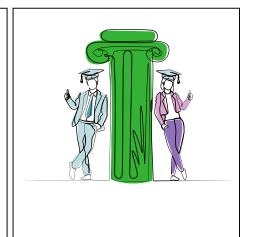
Management



Regular Audit Cadence



Robust Governance



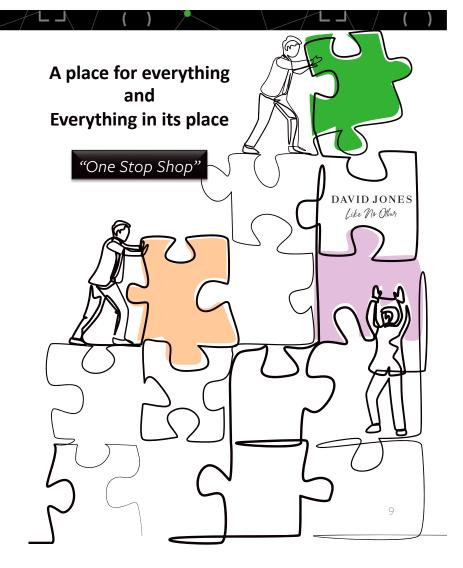
Employee Trainings



Organised Rebate Management

- ✓ System Generated / Automation
- ✓ Transactional Data
- ✓ Organized Claim Creation and Tracking
- ✓ Store all Agreements and Approvals
- ✓ Reportable
- ✓ Auditable





Regular Audit Cadence

David Jones conducts 2 types of Audits







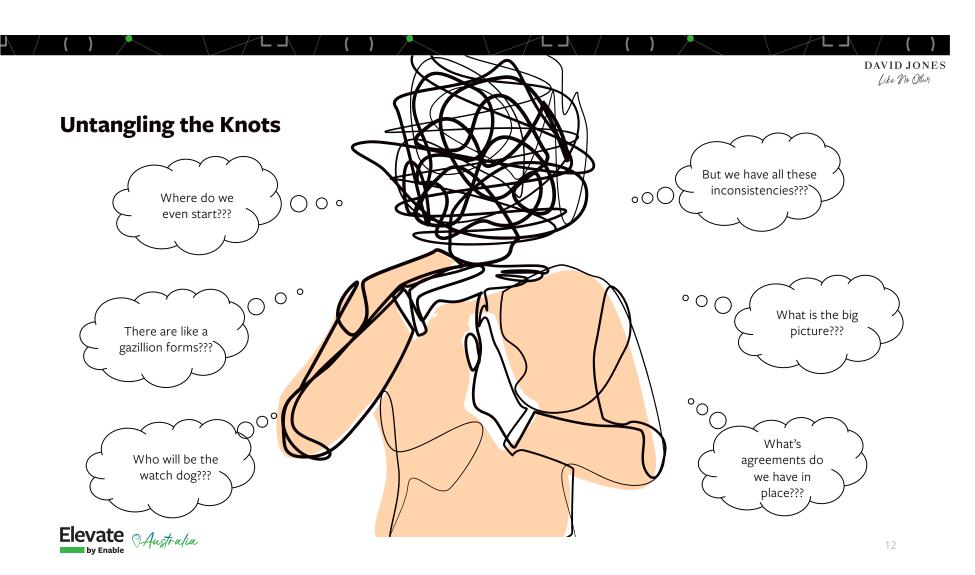
Driving Governance

Rebate Governance is not just about Governance ...



... you also need to have robust systems and processes in place to support strong governance...



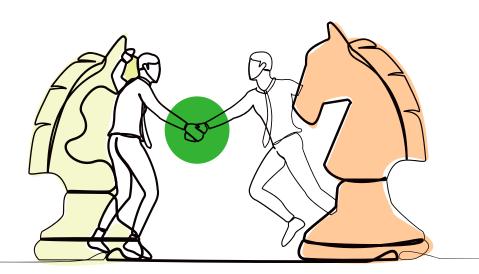


Start at the Beginning

The best time to negotiate a rebate strategy is at the time of onboarding



Legal Documentation



Consistent Negotiations



Legal Documentation

Legal Documentation map including VTT and VTT variations





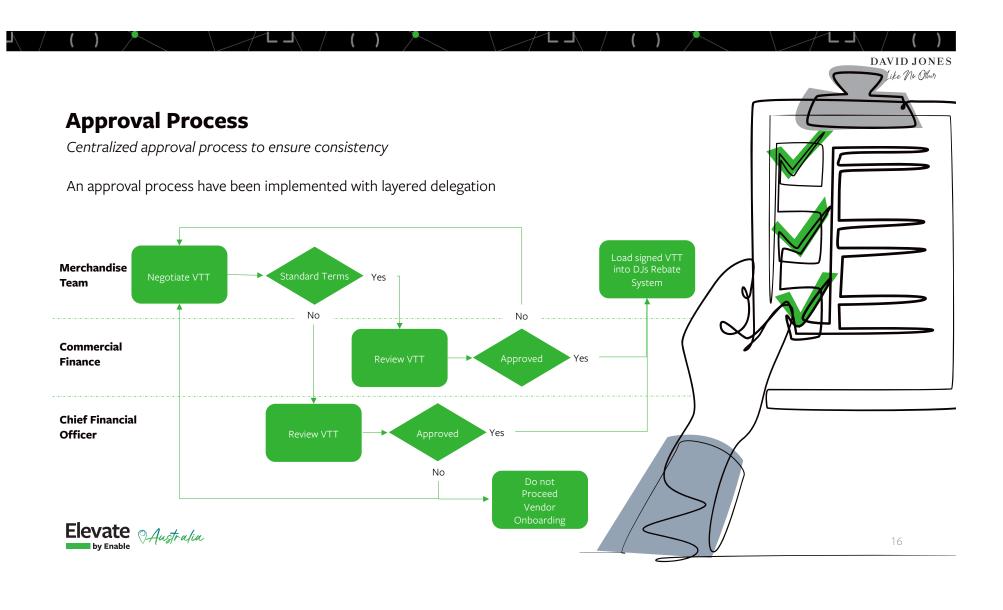
Consistent agreements | Negotiation Template

Support Document to facilitate consistent negotiation

Standardising Terms	: Wording	Guidelines
---------------------	-----------	------------

ferm	VTT Type	Guidelines	Print and the second se	
COMD (PH) Local, International		3 options: % of Intake at cost, % Markdown at cost or \$ Cap	A blood subbre a or in small, good a precised and a feature with, legal a if or exect of a subbre distributed of the subbre distributed a contains a of the subbre distributed a contains a contains a .	
	Local, International		Of the particular and constituted the second property of the second, togget a d per second out in the contents of the second out in the	
		el allocatel counts madel non opport, (with a stictions of AL madel no depth, dated no code class of madel no com-		
Inventory Management (PH) Local, International I		3 options: Indent, ASR and/or Consignment. You can negotiate all 3 if relevant to your vendor	haloge Rydon in address the add denight in a mode, with an average model; and denight of the Princeleoush and man, results in pay a to deal force aggress) or (Noval Years in 2000 mode Year), or reader, at resultant case and or yet Noval Years (Second Second Se	
	Local, International		(III), in dead subdies agent for OM distriction intendity familians, OMs subdies agent if attend by scale or (familians or different but in rando, a rando) one sub-o per familians faths (aboute)	
		Conjument Dagge. The venter agree in finance the matchesses of their the device aged made assumed in exchange the field agent leading. In the conclusion of the agreement their finance films with those of minimizing mode, their films figures of miners could be the value of the original dates.		
	Local, Dropship Only, International	3 options: % of Intake at cost, % Planned Sales or \$ Cap	The reside agrees is a distance all relating subsidy of SAR of purchases at condition from the latest facilities (residually in the followed agree completion of the marketing arrote, are resulted contin. And marketing and promotional organization in the assembly, agreed formers than it have Marketing and the Visula followed in the context fagure, found a principle providers or (placent) which is a found or former former formers for a former former in a representation or providers for the context former formers formers for a former former former formers for a former former formers formers formers for a former former former formers for the formers formers formers for a former former formers for a former former formers for the formers formers for a former former formers for the formers for a former former formers for the	
CAPEN(PH) Local, International		3 options: 100% vendor funded, mutually funded, or 100% DJ funded	$MN \ tasker's \ the original constant, questionation for Mills proof, from () of the open this period by MI.$	
			$00\% \cdot basket ty \cdot bankt to an extend y to allow the 100 species through (self-expend this parent by 500)$	
	Local, International		co secondy feeded, or exceedy agreed features, (relit or age of filed per reli'ty, SE)	
		SRY Yorks Saidel		
iew Store & Refurbishments PH & %)	Local, International	Always a % discount of first order at cost value, ex GST	of discuss as for the order year role on CET, for a sen or otherbolic sens. The roll is provided to the force of a other flow is defined from the reader ofter the sens spins.	
	Local, International	Always a % discount of first order at cost value, ex GST	A discourse to the first order cost value or CET when results introduce a new housel or company that was not percently enged. The cell for provided in the force of a release flow is classed from the control of the new found benefits.	





Document Storage

David Jones Rebate System houses all Documentation relating to Vendor Agreements

HISTORICALLY

- ✓ Signed Vendor Trading Terms
- ✓ Vendor Claim Approvals



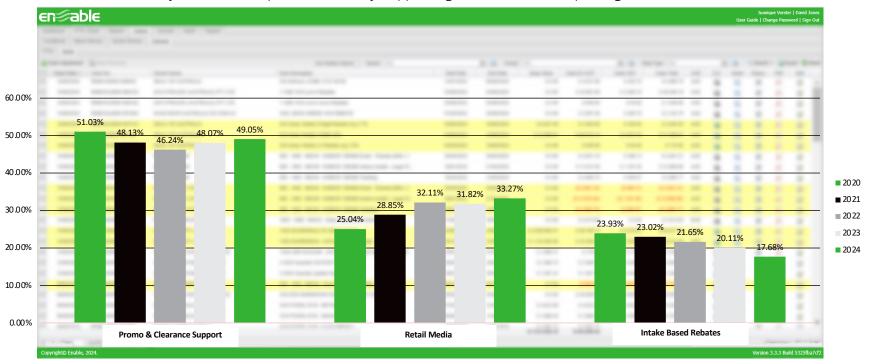
TODAY

- ✓ Signed Vendor Application Form
- ✓ Signed Vendor Trading Terms
- ✓ Vendor Claim Approvals
- ✓ Signed RBMA for Concession Partners
- ✓ Signed Variation Documentation
- ✓ Exclusivity Letters ...



Reporting

David Jones Rebates system has an export functionality, supporting various levels of Reporting





Training

There are multiple sources of Training & Support on Trading Terms and Governance



Onboarding Training

Refresher Training

External Facilitation



Pre-Recorded Training Videos

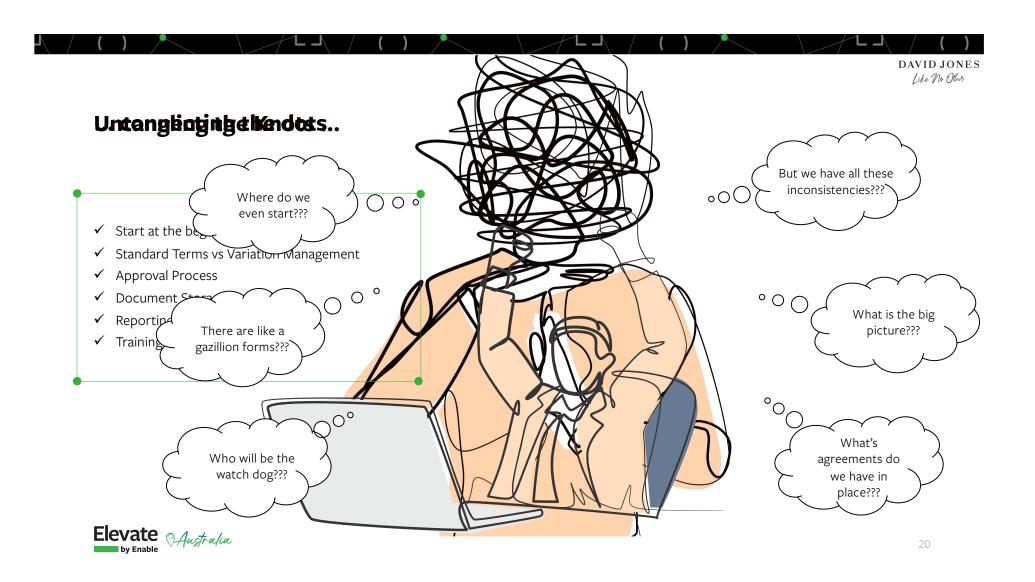


Training Material and Work Instructions



Cheat Sheets and One-Pagers





Governance moving the dial ...

