

As a worldwide acknowledged manufacturer and distributor of high-end healthcare and lifestyle products, medi is very diligent and sensitive with respect to any such characteristics that become relevant in the context of advertising, displaying and selling its products. Further it is of great importance for medi's international business to have stable and transparent pricing, delivery and service structures.

Therefore the distribution of medi-products is subject to the following terms and conditions:

1. Definitions:

For the purposes of interpreting this Policy, the following terms shall have the meaning as respectively indicated:

- a) **"Dealer"** means, such individual or legal person purchasing products from medi and offering and/or selling those products in the market.
- b) **"Customer"** means any such individual or legal entity purchasing Products from Dealer.
- c) **"End-Consumer"** any natural person (usually a patient) that purchases a Product for the personal, non-commercial use.
- d) **"medi"** means collectively or singularly, the German headquarter of medi GmbH & Co.KG inclusive of any companies pertaining to the medi company-group.
- e) **"Product"** means any item manufactured and/or distributed by medi.
- f) **"Distribution" or "to distribute"** means the sale and advertisement of Products with any legally permitted method.
- g) **"Online-Distribution"** means the advertisement, display and/or sale of Products over the Internet (like e.g. self-operated online stores, sales-networks, third party platforms or any other method available now or in future).
- h) **"Offline-Distribution"**: means the advertisement, display and/or sale of Products in a tangible shop environment and/or in any other environment where the individuals involved in the commercial activity interact face to face with each other.
- i) **"Policy"**: The Terms and Conditions contemplated in this document.
- j) **"Product-List"**: A document that may be renewed from time to time and issued by medi to Dealers determining medi's Products together with further particulars as may be related to such Products.
- k) **"Retail-Price-Indication"**: A document that may be renewed from time to time and issued by medi to Dealers indicating medi's reasonable, non-binding assessment regarding the sale of certain Products to the end-consumer.
- l) **"Special Product"** Such Product that by law, by nature and/or by its product-description (e.g. user manual) requires a specific fitting, control-measuring, adjustment or whatever other modification in the immediate presence of the patient to suit the Product to his needs. A list of Special Products is attached to this Policy.
- m) **"Territory"**: The country in which the Dealer has his registered headquarter.
- n) **"EU"**: Such countries being a member of the European Union or that have contractually adopted any EU regulations regarding the free trade and sale of goods.

2. General Guidelines:

- a) Whenever an individual written Agreement between Dealer and medi currently exists or will be established in the future, the contents of this Policy shall enhance such Agreement, provided however that in case of ambiguities, the contents of such Agreement shall prevail over this Policy.
- b) Each Dealer is entitled to sell on a non-exclusive basis, any such Products he has directly acquired from medi only in compliance with the product related descriptions issued by medi and correct (brand-) name(s). Unless otherwise permitted by mandatory EU-law Dealer shall only sell within the Territory. Although medi does not oppose applicable EU-regulations, medi nevertheless strongly recommends for brand-strategic purposes to maintain shipping within the Territory.

- c) Any prices ascribed to any Product, whether by means of a Product-List or a Retail-Price-Indication are only meant to serve as guidance for Customers or Dealers in case of doubts. In no event whatsoever is any such price declaration meant to have a binding effect upon Customers or Dealers. Consequently, each Dealer is free to determine his sales-price or retail price for each Product in his free discretion.
- d) The sale of Special Products is only permitted where Dealer immediately interacts with the patient. In no event whatsoever shall Dealer sell Special Products online and medi waives any liability that may arise from any wrongful sale of Special Products.
- e) Dealer shall always offer, advertise and display the Products so, that they appear as those of a premium brand. Generally, the Products shall always be promoted through their unique features, advantages and added-value(s) rather than by price-reductions. Unless for specific, time-limited promotions, Dealer shall seek to avoid terms such as e.g. "cheap", "excess", or "liquidation".
- f) Dealer shall not actively promote the Products outside of the Territory.
- g) Any sales-related activities are subject to Dealer's regular course of business and the general and common rules that the market or its customers would reasonably expect from a due and diligent businessman.
- h) Dealer shall always have at least a physical street address, an adequate email address and a land-line telephone number for its customers.
- i) Dealer shall adhere to and comply with all regulations, statutes and rules applicable to conducting his business.
- j) For the sole purpose of distributing medi products Dealer shall adhere to medi's Trademark & Marketing Material Policy. No particular licenses or other rights are granted or transferred by means of this document.

3. Online Distribution

The Online Distribution of Products shall be additionally subject to the following:

- a) Whenever the Online-Distribution over certain sales-platforms requires medi's authorization, medi reserves the right to give or withhold such authorization in its sole free discretion. Any required authorization must be given in writing.
- b) The Online-Distribution conditions apply regardless, whether the online shop is operated by the Dealer itself or whether the online shop is operated by any third party like e.g. Trade Partners or sales platforms, like Amazon, Ebay, JD, T-mall etc. (hereafter collectively the "Partner(s)"). With respect to any third parties whom the Dealer involves in his sales activities, the Dealer shall subject those parties to these terms and conditions and have them comply as if they themselves were the Dealer.
- c) The Dealer's websites must be compliant with all applicable provisions to lawfully advertise online products and execute any related Online-Distribution with applicable payment and delivery for the Customer(s).
- d) Dealer shall make available on his websites a well-placed and easily accessible reference to its Customer service department, allowing each Customer to quickly contact the service department via land-line phone email and a chat function, all in accordance with the applicable standards in the market.
- e) A land-line telephone hotline for Customers shall be accessible in compliance with such opening hours as are common standard in the market.
- f) The domain of the Dealer's shop shall contain Dealer's name.



- g) The homepage(s) of the Dealer's website, accessible under the approved domain name(s) must specify and display Medi's brand names and logos in accordance with any rules therefore established by medi and applicable legal requirements.
- h) Any Products offered on the Dealer's website must show Medi's brand name(s) and logo together with the original name, and a thorough description of the Product, along with respective photo and/or video-material and the packaging, all in accordance with good standards in the market for premium-products and as previously approved in writing by medi, unless medi has itself provided the information before.
- i) All websites must be kept up to date. A clear final price must be prominently shown for each Product.
- j) The display of crossed out higher prices is only permitted when related to specific one-time or periodical occasions but not as a generally applied long-term promotion concept.
- k) The Dealer must specify its terms of delivery and other conditions in a clear and comprehensible manner.
- l) The handling of inquiries, orders and the dispatch of Products must reflect the premium brand image and the excellent reputation of the Products.
- m) The Dealer shall ensure that chat or telephone inquiries to the customer service department are answered quickly and clearly by trained personnel.
- n) Dealers personnel shall be qualified to specifically identify the customer's needs and to transmit the various use-applications in the context of the applicable product-portfolio.
- o) On its authorized websites, the Dealer shall only advertise the Products included in its current assortment range, and available for immediate delivery.
- p) Marketing activities must reflect the premium brand image of the Products. Any advertising in an inappropriate manner (e.g. erotic, pornographic, political context etc.) is prohibited.
- q) Unless issued by End-Consumers within the EU, any orders may only be served and shipped to a Customer's address within the Territory.
- r) Unless issued by End-consumers within the EU, any order, requiring shipment outside of the Territory shall be directed to medi's homepage, where he will obtain information, where to obtain the ordered Products for the respective shipping-address.
- s) Shipments will only be delivered to pre-approved ship-to locations. Dealer shall not make any drop-ship commitments and medi will not drop ship for Internet accounts.
- t) By ordering Products from medi, Dealer agrees to comply with the terms and conditions of this Policy and to ensure that it's staff and/or any third party involved in Dealer's business shall adhere to this Policy as well.

If you have any questions about the Commercial Policy, please contact commercialpolicy@medi.de.



Orthopedics

Bandages	PRG	
Body part back		
Lumbamed disc	5402	
Lumamed sacro	5405	
Lumbamed facet	5403	
Body part knee		
Genumedi PT (Var.000)	5667	only in Germany
Genumedi PSS (Var.000)	5713	(therapy concept)
Simple kneecap France	5710	
Genumedi made-to-measure	5701	
Genumedi PA	5716	
Orthoses	PRG	
Body part knee		
Collamed	5652	
Collamed long	5654	
Stabimed	5661	
medi PTS	5640	
medi ROM	5647	
PT control / PT control wrap	5666	
medi Soft OA	5626	
medi Soft OA light	5627	
M.4s OA	5623	
M.4s OA comfort	5631	
M.4s PCL dynamic	5613	
M.4s ACL	5606	
M.4 X-lock	5610	
M.4 AGR	5616	
M.4s comfort	5617	
M.3s OA	5630	
medi Rehab one	5639	
Collamed OA	5656	
Genumedi pro ROM	5670	
protect.4 OA	5723	
protect.4 evo	5724	
protect.ROM / cool	5731	
protect.ROM telescopic	5732	
protect.Co	5740	
protect.St	5741	
protect.St pin France	5743	
protect.PT soft	5744	
protect.OA soft	5745	
SF Ligafit	5780	
SF Artrofit	5781	
SF Fit ROM	5782	
SF Patella track-o-fit	5783	
SF Air-o-fit brace	5784	
SF Air-o-fit support	5785	
SF FitLine PT control	5786	
SF FitLine PT soft	5787	
Wrap-around Hinged Knee Support	5788	
Body part hand/elbow		
Epico ROMs	5101	
medi Epico active	5103	

Manumed RFX	5005
medi Epico ROMs PRU	5104
protect.Epico ROM	5130
SF Elbow Fit	5180
Body part back	
medi 3C	5330
medi 4C	5331
medi 4C flex	5332
medi 4C flex	5331
protect.Dorsofix	5341
Thoracolumbar Spine Support	5346
SF Corset 4C	5370
Body part hip	
SF Hip orthosis	5501
medi Hip one	5502
Body part shoulder	
medi Humeral fracture brace	5204
SAK	5210
SAS 15	5212
SAS light	5209
SAS 45	5211
SLK 90	5216
SAS multi	5213
medi SAS comfort	5217
medi SAS multi comfort	5214
medi OP shoulder splint ESS	5231
protect.SA 15	5251
medi Arm fix	5200
medi Easy sling	5202
Body part ankle	
medi ROM Walker	5800
protect.CAT Walker	5844
protect.CAT+E9:G79 Walker short	5845
protect.CAT Walker achilles	5846
protect.CAT Walker short achilles	5847
medi Walker boot	5801
Levamed stabili-tri	5811
protect.ROM Walker	5840
protect.Air ROM Walker	5841
protect.Walker boot	5842
protect.Air Walker boot	5843
Deluxe Night Splint	5870
SF Fit Walker	5880
SF Fit ROM Walker	5881
protect.Ankle foot orthosis	5920
Releveur de pied (France)	5921
Osteoporosis	
Spinomed	5302
Spinomed active	5310
Spinomed active excl. back splint	5312
Spinomed active OK	5313
Spinomed active men	5320
Spinomed II	5300



Spinomed (V)	5303
Spinomed active made-to-measure	5311
Spinomed active OK m-t-m	5314
Spinomed active OK (replacement body)	5315
Spinomed plus	5316
Spinomed plus m-t-m	5317
Spinomed active men m-t-m	5321
Spinomed active men (replacement body)	5322
Knee Orthoses SLP	PRG
M.4s comfort SLP	5618
M.4 X-lock SLP	5611
M.4s OA SLP	5624
M.4s OA comfort SLP	5632
M.4s PCL dynamic SLP	5614
Kidz	PRG
medi Epico Roms Kidz	5102
medi ROM Kidz	5648
medi Walker boot Kidz	5802

Phlebology

Hospital	PRG	Stat.group
lipomed shirt	235	2211
lipomed basic Lympho-Opt	234	2215
lipomed skinline (m-t-m)	233	2206
lipomed blackline (m-t-m)	233	2206
lipomed skinline (special-mtm)	233	2207
lipomed blackline (special-mtm)	233	2207
lipomed basic (special-mtm)	234	2207
Compression	PRG	
mediven angio (as off 02/2021)	37+195	
mediven comfort m-t-m	198	
mediven elegance m-t-m	189+907	
mediven plus m-t-m	197+903	
mediven forte m-t-m	196	
duomed basic m-t-m	199	
mediven elegance France m-t-m	954+955+956	
MAXIS MICRO m-t-m	2598	
mediven 550 leg	191+184	
mediven mondi	186	
mediven cosy	192	
mediven 550 arm	178	
mediven mondi esprit	177	
Export FP10 mondi esprit m-t-m	914	
Export FP10 mondi m-t-m	919	
Export FP10 cosy m-t-m	974	
Woundcare	PRG	
circaid juxtacures	7002	
FP10 circaid juxtafit Premium	920	

Orthopedics

Productquality	PRG	promotion corridor	price corridor MIN	Retail-Price- Indication	price corridor MAX
Achimed	5910	52,72 €	59,31 €	65,90 €	72,49 €
Epicomed	5120	47,12 €	53,01 €	58,90 €	64,79 €
Epicomed E+motion	5124	52,72 €	59,31 €	65,90 €	72,49 €
Genumedi	5700	40,72 €	45,81 €	50,90 €	55,99 €
Genumedi E+motion	5714	47,12 €	53,01 €	58,90 €	64,79 €
Genumedi pro	5664	91,12 €	102,51 €	113,90 €	125,29 €
Genumedi PSS	5713	66,32 €	74,61 €	82,90 €	91,19 €
Genumedi PT	5667	70,32 €	79,11 €	87,90 €	96,69 €
Levamed active	5824	52,72 €	59,31 €	65,90 €	72,49 €
Levamed stabili-tri	5811	132,72 €	149,31 €	165,90 €	182,49 €
Levamed	5820	42,32 €	47,61 €	52,90 €	58,19 €
Levamed E+motion	5825	49,52 €	55,71 €	61,90 €	68,09 €
Lumbamed basic	5401	65,28 €	73,44 €	81,60 €	89,76 €
Lumbamed plus	5400	83,12 €	93,51 €	103,90 €	114,29 €
Lumbamed plus E+motion	5404	99,92 €	112,41 €	124,90 €	137,39 €
M.step	5810	55,92 €	62,91 €	69,90 €	76,89 €
Manumed	5000	47,12 €	53,01 €	58,90 €	64,79 €
Manumed active	5021	43,12 €	48,51 €	53,90 €	59,29 €
Manumed active E+motion	5022	44,72 €	50,31 €	55,90 €	61,49 €
medi Epibrace	5110	35,92 €	40,41 €	44,90 €	49,39 €

Phlebology

Productquality	PRG	ART	promotion corridor	price corridor MIN	Retail-Price- Indication	price corridor MAX
duomed CCL2 AG	940	7	37,52 €	42,21 €	46,90 €	51,59 €
Maxis Micro CCL 2 AG	2510	7	40,72 €	45,81 €	50,90 €	55,99 €
mediven comfort CCL2 AD	4	1	51,92 €	58,41 €	64,90 €	71,39 €
mediven comfort CCL2 AG	4	7	67,92 €	76,41 €	84,90 €	93,39 €
mediven elegance CCL2 AD	22	5	46,32 €	52,11 €	57,90 €	63,69 €
mediven elegance CCL2 AT	22	1	70,32 €	79,11 €	87,90 €	96,69 €
mediven for men CCL2 AD	7	5	36,72 €	41,31 €	45,90 €	50,49 €
mediven forte CCL2 AD	9	5	52,72 €	59,31 €	65,90 €	72,49 €
mediven harmony CCL2	49	255	40,72 €	45,81 €	50,90 €	55,99 €
mediven plus CCL2 AD	5	5	45,52 €	51,21 €	56,90 €	62,59 €
mediven plus CCL2 AG	5	7	56,72 €	63,81 €	70,90 €	77,99 €
mediven sheer & soft 20-30 mmHG AG	46	7	45,52 €	51,21 €	56,90 €	62,59 €
mediven sheer & soft 20-30 mmHG AT	46	1	52,72 €	59,31 €	65,90 €	72,49 €
duomed basic CCL2 AG	20	7	50,32 €	56,61 €	62,90 €	69,19 €
duomed soft CCL2 AG	918	7	21,52 €	24,21 €	26,90 €	29,59 €
medi travel men CCL1 AD	39	5	25,52 €	28,71 €	31,90 €	35,09 €
medi travel woman CCL1 AD	39	5	25,52 €	28,71 €	31,90 €	35,09 €
mediven active CCL2 AD	10	5	36,72 €	41,31 €	45,90 €	50,49 €

Definitions:

- Retail-Price-Indication:** The prices assigned to a product, either via a product list or a sales price indication, serve only as an indication for customers and dealers in case of uncertainty in pricing. Under no circumstances does such a price indication have a binding effect.
- Price corridor +/- 10%:** The range in which prices can temporarily vary in day-to-day business (e.g. newsletters, trigger mailings or similar), while exceeding the max corridor is always non critical.
- Promotion corridor - 20%:** The range in which prices can vary specifically for time-limited sales/marketing campaigns (e.g. Black Friday, Christmas, Valentine's Day)
- Comparison with existing remuneration systems:** If the price quotations contradict the cost refund practice of the public health service of a country, country-specific exceptions can be made in agreement with the responsible person of the respective Groupcompany or the sales responsible person of medi GmbH & Co. KG can be agreed upon. The references to the territorial principle according to No. 2. b), f) and 3. q), r) of the Commercial Policy remain unaffected.