

## HEARING

### Planning of selection

#### Purchase plans

- The timetable for publishing the Purchase plans of the limited editions in year 2018 is updated:

<b>Tenders</b>	<b>Listing of products</b>
March 2018	September - December 2018
July 2018	January - April 2019

### Product searches and offering procedure

- The next sentence will be deleted from the Listing Procedure and Retail Sale of Alcoholic Beverage:  
The products, which are named after society, person, band or happening cannot be offered to the general selection, seasonal selection or specialties.

### Participation in product searches

#### Authorization and industrial rights

- The next sentence will be amended: Authorization is not required, if the offered product is the company's own trademark, or if it is a limited availability product owned by the offeror.  
->Authorization is not required, if the offered product is the company's own trademark, or if it is offered for a smaller specialties tender.

### Sale-to-order selection

### Offering products to the sale-to-order selection

#### Take into consideration when making the offers

- The next sentence will be deleted from the Listing Procedure and Retail Sale of Alcoholic Beverage:  
Products equipped with a company label cannot be offered to the sale-to-order selection. However, customers can order these products from Alko through a special order.

### Product transfer from the sale-to-order selection to the general selection

#### On the basis of sales monitoring

- The next sentence will be deleted from the Listing Procedure and Retail Sale of Alcoholic Beverage:



Products that are labelled for associations, persons, bands or events cannot transfer to the general selection.

## Trading conditions

### Changes to listed products

### Changes to price and to mode of delivery

- Updated price list periods:

Price list period	Change to be notified
5 June 2018 to 1 October 2018	1 April 2018
2 October 2018 to 4 February 2019	1 August 2018
5 February 2019 to 3 June 2019	1 December 2018

- If a pricing factor, like alcoholic beverage tax, some other tax or some other factor (independent from Alko) is changed and it is not possible for suppliers to respond to it within the limits of the Alko's normal price list period,
  - ✓ Alko will reserve a right to provide an additional possibility for changing the purchase prices out of normal price list period cycle, and
  - ✓ Alko has the right to implement the effects of these factors to purchase and retail prices as a unilateral technical change out of normal price list period cycle.

## Annex 7: Changes of distribution and delivery terms

- Changes of distribution and delivery terms are updated:
- In special occasions changes of distribution ja delivery terms can be made with schedule which differs from the announced delivery schedule:
  - ✓ In cases of an acquisition, merger or asset deal. In these cases, retail price must remain the same.
  - ✓ A change or ending of a representation agreement (change of agency) for products in Alko's selection, no change to Alko's contract partner. *(The sentence is specified, no change to current Listing Procedure and Retail Sale of Alcoholic Beverage.)*