

## Link Advisory - Transparent Fee Structure

### Our Client-First Business Model

At Link Advisory, we believe in complete transparency and aligning our success with yours. Our fee structure is designed to minimize risk for international buyers while ensuring we deliver exceptional value and unbiased advice throughout the sourcing process.

#### 1. Who Pays for Our Services?

You, the client/buyer, engage and pay for our consultancy services. We do not accept commissions or fees from producers. This fundamental principle guarantees that our recommendations are 100% focused on your business objectives, with no conflicting interests.

#### 2. Our Three-Tier Fee Structure

Our modular approach ensures you only pay for the services you need, providing both flexibility and clear value at every stage.

Fee Type	Trigger	Core Purpose	Key Activities Covered
1. Setup Fee (Non-refundable)	Project initiation & scoping	Covers initial investment in dedicated research and vetting.	Comprehensive market analysis, supplier identification, rigorous vetting (quality, certifications),

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			facility pre-visits, initial negotiations, and development of a tailored sourcing strategy.
2. Success Fee	A recommended supplier is selected and an order is placed.	Aligns our success directly with yours; we only win when you do.	Final negotiations, contract facilitation, and coordination of the first order between you and the producer.
3. Process Management Fee (Optional)	For complex projects requiring ongoing oversight.	Ensures quality and adherence to timelines throughout extended production.	Regular factory visits, production monitoring, quality control inspections, and continuous logistics coordination.

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### 3. Detailed Fee Breakdown

#### Tier 1: Setup Fee

A one-time payment covering initial project development.

- **What This Includes:**
  - Comprehensive market analysis and supplier identification.
  - Rigorous vetting of potential producers (quality checks, certification verification, financial stability).
  - Pre-visits to shortlisted production facilities.
  - Initial meetings and relationship building with suppliers on your behalf.
  - Development of a tailored sourcing strategy.
  - Preliminary negotiations and capability assessment.
- **Why It Exists:** This fee ensures we can invest the significant time and resources required to identify the best possible partners for your specific requirements, without any bias.

#### **Tier 2: Success Fee**

Payable only when you successfully proceed with a recommended supplier.

- **Triggered When:**
  - You and the producer agree to move forward with a partnership.
  - Contracts are signed between buyer and supplier.
  - The initial order is confirmed.
- **Our Motivation:** This performance-based model ensures we are deeply motivated to find viable, long-term partnerships that actually work for your business, not just to present a list of options.

#### **Tier 3: Process Management Fee**

An optional retainer for ongoing support during complex production cycles.

- **Applicable When Projects Require:**
  - Extended production timelines (typically 3+ months).
  - Regular factory visits and quality inspections.
  - Continuous coordination between multiple parties (design, production, logistics).
  - Production monitoring and progress reporting.
  - Quality control throughout the manufacturing process.
  - Logistics coordination and shipment supervision.

#### 4. Why This Model Works for You

- Risk Mitigation:
    - No Hidden Commissions: Full transparency in all financial arrangements.
    - Complete Alignment: We succeed only when you succeed.
    - Focused Investment: The Setup Fee ensures we only work with clients who are seriously committed to finding the right partner.
  - Value Delivery:
    - Unbiased Advice: Quality-driven supplier selection, not influenced by producer commissions.
    - Dedicated Attention: Focused on your specific needs from start to finish.
    - Ongoing Support: Scalable support based on project complexity.
  - Flexibility:
    - Modular Approach: Pay only for the services you need.
    - Customizable Packages: Services can be tailored to your project's unique challenges.
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*This document is intended as a guide. A formal and detailed proposal will be provided for each specific client engagement.*

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