

WOP BONUS 2022

Simplified terms of WOP Bonus 2022

5 CATEGORIES BONUS

- All requirements from slide 2 have to be met
- Bonus is paid if turnover amount is met in all of the 5 categories
- **Bonus amount depends on the total turnover on WOP parts. Below 4600 EUR this bonus does not apply**

WOP Category	Shimano Service Center	Shimano Certified Workshop
Cassettes, freewheels, chains	5 060	2 640
Disc brake pads	850	340
Cables	1 060	485
Bottom brackets	620	330
Chainrings	570	280

WOP BONUS 2022 INFO CHART

General requirement	Total turnover on 5 WOP Categories	Bonus	Amount	
Keeping all SSC/SCW requirements	1 150 - 2300 €	Increasing the turnover on 5 WOP categories	115 €	
		Display of WOP	115 €	
		VAR workshop cabinets bonus****	6% of furn. value (2 years)	
	****additional conditions apply			
	2301 - 4600 €	Increasing the turnover on 5 WOP categories	115 €	
		Display of WOP	230 €	
		Keeping 4 service packages of cables in workshop	115 €* <small>*if the total yearly turnover on cables exceeds 550 EUR</small>	
		VAR workshop cabinets bonus****	6% of furn. value (2 years)	
	****additional conditions apply			
	4601 - 8000 €	Requirements on all 5 WOP categories met	230 €	
		Increasing the turnover on 5 WOP categories	230 €	
		Display of WOP	230 €	
		Keeping 4 service packages of cables in workshop	230 €** <small>**if the total yearly turnover on cables exceeds 770 EUR</small>	
		VAR workshop cabinets bonus****	6% of furn. value (2 years)	
	****additional conditions apply			
	more than 8000 €	Requirements on all 5 WOP categories met	230 €	
		Increasing the turnover on 5 WOP categories	460 €	
		Display of WOP	230 € for 33 SKU for SCW 460 € for 44 SKU for SSC	
		Keeping 4 service packages of cables in workshop	340 EUR*** <small>***if the total yearly turnover on cables exceeds 990 EUR</small>	
		VAR workshop cabinets bonus****	6% of furn. value (2 years)	
****additional conditions apply				