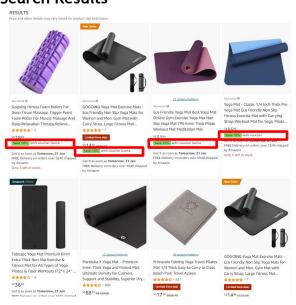
ACQUIRE CUSTOMERS WITH **VOUCHERS ON** AMAZON, SG

What are Vouchers?

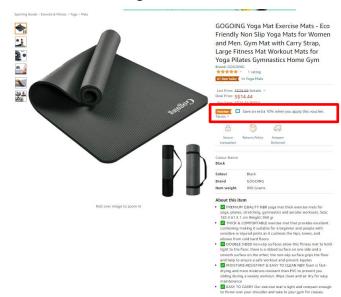
Enjoy automatic merchandising for your coupon throughout Amazon. Customers can discover vouchers on the <u>Vouchers Home Page</u>, in search results, on product detail pages, on the offer listings page and in their baskets. Vouchers can help increase visibility and help acquire and retain customers.

Vouchers are discovered in:

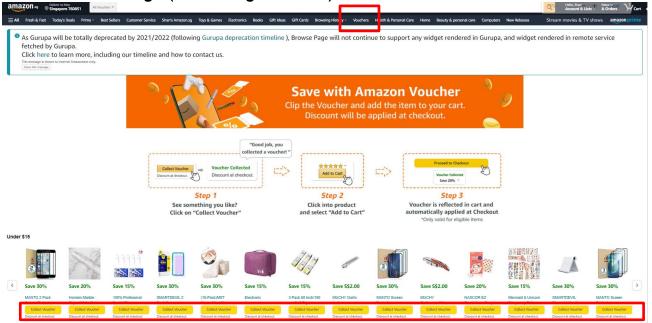
Search Results



Product Detail Page



Vouchers Home Page (Amazon.sg/vouchers)



Benefits of Vouchers

Target your vouchers to specificcustomers

For example, if you select Amazon Prime customers as the targeted segment, only Prime customers will see your voucher offering on the product detail page and in their baskets.

Strong and easy to use marketingtool for promoting your products

You can offer percentage or money off discounts using vouchers tohelp increase the conversion of your products.

Improving discoverability for new products, across all fulfillment methods

Vouchers do not require a sales history for featured ASINs, are open to Seller-Fulfilled offers, and can be run on products which haven't received any reviews yet, helping you overcome cold start.

Combinable with other Marketing tools

You can increase visibility to your vouchers by running a Sponsored Products ad at the same time.

Vouchers eligibility Requirement

Seller Requirements:

Must have a professional selling account with least 3.0 OR 0 <u>Seller Feedback Rating</u>

ASIN Requirements:

- Products with 0 reviews are eligible without any average rating taken into consideration. However, if product has reviews, then the product must meet the average criteria:
 - O Products with 1 4 reviews must have an average of at least a 3.0-star rating on Amazon.
 - o Products with 5+ reviews must have an average of at least a 3.5-star rating on Amazon.
- Can be Seller-Fulfilled, or Fulfilled by Amazon
- Must be in new condition
- Cannot have content on the product detail page that may be offensive, embarrassing, or inappropriate

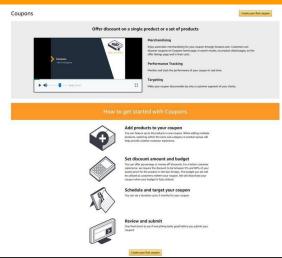
How to create Vouchers?

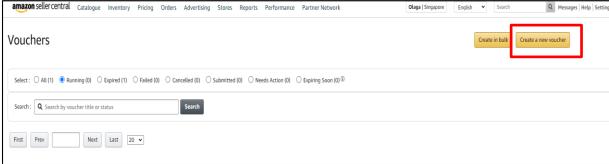
Create Vouchers using the vouchers dashboard in Seller Central

Accessing the Vouchers Dashboard

- 1. In Seller Central, click the Advertising tab then Coupons
- 2. Click *Create your first voucher*.

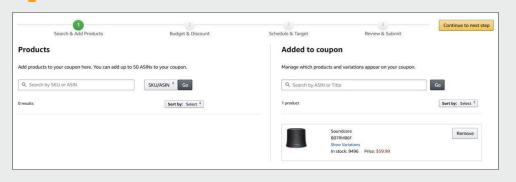
Note: If you're new to vouchers then you'll see a vouchers overview page with more information about the program. If you've created vouchers before, you'll be directed straight to your vouchers dashboard.





Search & add products to your voucher

You can search by ASIN and add up to 200 ASINs in your voucher.



Adding a parent ASIN will automatically add all child variations to your voucher. You can click Show Variations to remove specific child

variations from your

Tip

voucher.

amazon marketplace 4

Budget & Discount

- Choose between Percentage Off and Money off discounts and enter the discount amount you would like to offer
- 2. Choose whether you will allow customers to redeem your voucher only once or multiple times.

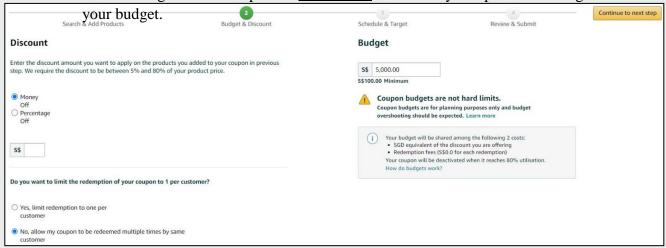


Tip

For high priced items, try using Money Off discount as customers respond better when they know exactly how much they're saving without having to do additional mental math.

However for low priced items where the savings amount is less than \$1.00, use Percentage Off discounts.

3. Set your budget. Voucher budgets are for planning purposes only and budget overshooting should be expected. <u>Learn more</u> about how your spend can be higher than



Schedule & Target

Enter your voucher title

Voucher title is what customers willsee under the voucher image, while they browse through Voupons Home Page. Amazon automatically generates the first three words of your voucher title based on the discount you entered ("Save 15% on"). All you have to do is define the product(s) you added to your voucher.



Tip

Entering offensive words, discount percentages or referring to events (such as Prime Day or Black Friday) in voucher titles are prohibited. Failure to comply with these rules may result in your voucher being deactivated by Amazon.

Add a target segment to your voucher

You may choose to limit your coupon to the customer segments below:

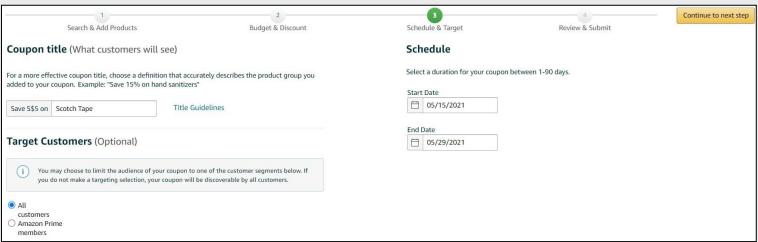
- All customers
- Amazon Prime members

If you do not make a targeting selection, your voucher will not be discoverable by all customers.

Schedule your voucher

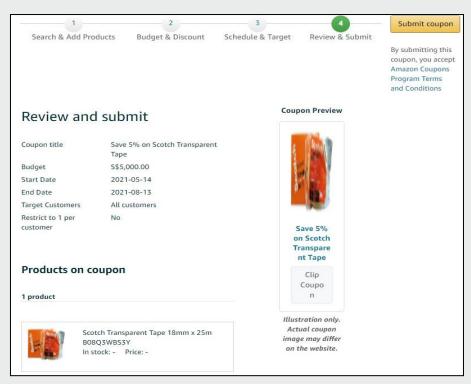
Select a start and end date for your voucher. Select a duration for your voucher between 1-90 days.

Note: The earliest a voucher can go live is 6 hours after creation. Vouchers created with a same day start date will require at least 6 hours for our system to make sure it offers a good value to our customers.



4

Review the voucher details and submit



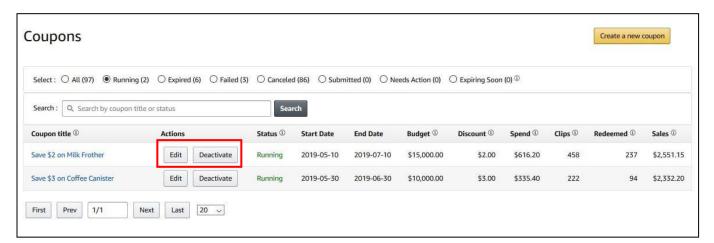
Managing your vouchers

Edit, deactivate, and understanding voucher errors

Vouchers dashboard

The voucher dashboard provide details for your voucher & performance metrics. You'll be able to search for your vouchers by title/status.

Note: The Spend column in the vouchers dashboard is the total sum of your costs for the vouchers (discount amount + redemption fees)



You can edit your vouchers by clicking Edit in the Actions column of your vouchers dashboard. For vouchers in submitted status, you'll be able to edit:

- Products in your vouchers
- Budget, redemption limit, and discount
- Voucher title, target customers & schedule

For vouchers in running status, you can only:

Note: Approximately 6 hours before the start time, your voucher will be locked down. You will not be able to make any changes to your voucher until it goes live.

• Increase your budget or extend the duration (up to 90 days maximum)

To cancel your vouchers, click 'Deactivate'