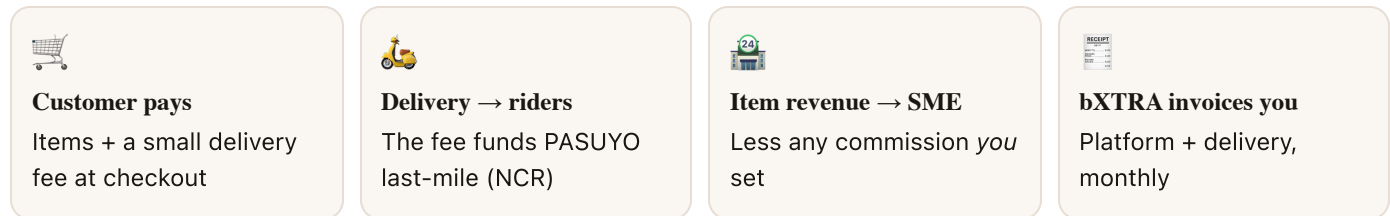


How the partnership is billed

For: The Philippine STAR / Philstar Media Group · Prepared by PASUYO by bXTRA

We don't take a cut of your sellers' sales. You keep the SME relationship and any commission or membership you charge them. bXTRA bills **you** a simple platform subscription + delivery — our SaaS + Riders-as-a-Service model. Customers pay a small delivery fee at checkout that funds the riders.

HOW THE MONEY FLOWS



WHAT PHILSTAR PAYS BXTRA (MODEL A — SAAS + RAAS, RECOMMENDED)

COMPONENT	WHAT IT COVERS	RATE
Setup one-time	Stand up the branded marketplace, maker & ops consoles, onboard the pilot cohort, branding	₱350,000
Platform subscription monthly	Storefront + maker & HQ consoles + hosting + support, tiered by # of SMEs / features	₱120,000 / mo
Delivery — RaaS	Largely covered by the customer's checkout delivery fee; dedicated branded riders optional	fee ₱79 · rider ₱35,000 / mo
Cut of seller sales (GMV)	None — you keep all seller commission & membership	0%

WHAT YOU KEEP / YOUR UPSIDE

Philstar keeps

- The SME relationship + any seller commission / membership you charge
- The Nakakalocal brand, curation & "shop the story" media
- First-party commerce data on what sells

What it unlocks

- The ₱500K media value you already give partners now converts to **actual sales**
- An always-on revenue line under the Nakakalocal brand
- Riders + ops handled by bXTRA — no logistics build-out

Suggested start — a low-risk pilot

90-day NCR pilot, 50–100 partner SMEs at a founder rate of **₱55,000 / mo + ₱100,000 setup** (setup waived on a 12-month commitment). Success = orders/day & on-time %. Converts to full pricing on success.

BILLING MECHANICS

Invoicing & payouts

- Monthly invoice: subscription + delivery (+ any agreed transaction fee). Net **30** days.
- **Annual prepay → 2 months free.** Volume tiers as the cohort grows.
- Weekly settlement/payout to each SME (item revenue – your seller commission).

Who collects payment

- Recommended: **Philstar (or a JV entity) is merchant-of-record** and pays bXTRA monthly – so bXTRA isn't holding consumer funds.
- Alternative: bXTRA collects & net-settles (if preferred).

Note: Indicative list pricing; final terms per a signed agreement. Annual and pilot options apply as shown. Two alternative structures are available on request — **revenue-share** (no monthly, % of GMV) or **hybrid** (lower monthly + a small transaction fee).