

MEMO 025 - TRAINING & BUSINESS DEV'T GROUP - 2025

FROM: Megaworld International - Business Development Group
TO: Territory Heads
CC: MMA/Group Heads
RE: **Policy on IPA Sale Verification**
DATE: March 1, 2025

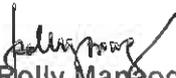
Effective March 1, 2025, the Business Development Group requires all International Property Affiliates (IPAs) to submit the complete and finalized Seller Role Hierarchy before submitting the contract via live form, soft copy, or hard copy. Please refer to the guidelines and correct structure outlined below.

Marketing Associate	Territory Head (First Vice President, Vice President, & Assistant Vice President), Senior Country Manager, Country Manager, Assistant Country Manager, Marketing Director, Marketing Manager and Senior Marketing Associate
Marketing Manager	Territory Head (First Vice President, Vice President, & Assistant Vice President), Senior Country Manager, Country Manager, Assistant Country Manager, and Marketing Director
Marketing Director	Territory Head (First Vice President, Vice President, & Assistant Vice President), Senior Country Manager, Country Manager, and Assistant Country Manager

The Seller Role Hierarchy may only be modified once the contract has expired or after all previous sales have been cleared from the IPA's PRISM account. The hierarchy outlined in the IPA's signed contract will serve as the final reference for the Business Development Group in processing IPA sale verifications.

This policy will be strictly enforced by the Business Development Group effective immediately.

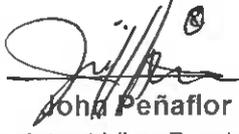
Prepared by:


Rolly Manog
Junior Supervisor

MEMO 025 - TRAINING & BUSINESS DEV'T GROUP - 2025

Noted by:


Marinela Arce-Labit
Junior Manager


John Peñaflo
Assistant Vice President


Gerard Jude Vito
Vice President

Approved by:


Ma. Victoria M. Acosta
Executive Vice President and Managing Director