



2025 Sales Discount Authority Matrix-IBU Egypt

Express				
Authorized position	Domestic Business Discount %		International Business Discount %	
Retail Agent (on cash rates only)	Up to 30%		Up to 30%	
Telesales Agent	Up to 35%		Up to 35%	
Account Executive / Account Manager	Up to 40%		Up to 40%	
TeleSales Supervisor	Up to 50%		Up to 50%	
Sales Manager	Up to 60%		Up to 60%	
Country Manager	+50% for Telesales & + 60% for Sales - Any profitable business as per Finance MGR advise		+50% for Telesales & + 60% for Sales - Any profitable business as per Finance MGR advise	
Freight				
Authorized position	Air Freight / LCL Sea Freight	FCL Sea Freight Import	FCL Sea Freight Export	Land Freight
Freight Supervisor	Up to 15% MU	Up to 100 USD Per Container MU	Up to 70 USD Per Container MU	Case by Case as long as it's profitable.
Sales Manager	Up to 13% MU	Up to 70 USD Per Container MU	Up to 50 USD Per Container MU	
Country Manager	Below 13% MU	Below 70 USD Per Container MU	Below 50 USD Per Container MU	
Intra IBU				
Case by case to be studied by Finance Manager for cost analysis and final approval by CGM				

Approvals				
	Telesales Supervisor	Sales Manager	Finance Manager	Country General Manager
Name	Charleen Atef	Asmaa Mourad	Ahmed Bakr	Mohamed Barakat
Date	9-Jan-25	9-Jan-25	9-Jan-25	9-Jan-25
Signature				

9/1/2025