PHILIP MORRIS INTERNATIONAL

## Supplier expense guidelines and standard expense tables

## Definitions and introduction

| Term | Definition |
| :--- | :--- |
| Agreement: | means the agreement between the Client and the Supplier for the provision of <br> services, which incorporates these supplier expense guidelines. |
| Client: | means the person purchasing services under the Agreement. |
| Supplier: | means the person providing services to the Client under the Agreement. |
| Supplier <br> Personnel: | means employees, agents and officers of: <br> (a) the Supplier; and <br> (b) the Supplier's subcontractors, <br> who are engaged from time to time in the provision of services. |

1. The Agreement governs whether the Client will reimburse expenses to the Supplier, and, if so, the basis on which the Client will do so. Accordingly: (a) this document applies to the extent set out in the Agreement; and (b) the Agreement takes precedence over, and may supplement, this document.
2. Part 1 of this document sets out the expense guidelines. They determine whether expenses for travel, accommodation and meals are reasonable.
3. Part 2 of this document sets out standard expense tables. They show fixed sums for all expenses incurred by the Supplier in respect of each member of Supplier Personnel providing services.

## Part 1: Expense guidelines

In providing the services, the Supplier shall comply with the supplier expense guidelines set out below:

|  | Class of travel:Supplier Personnel shall be entitled to reimbursement of <br> flight tickets in the classes shown in the table below: |  |
| :--- | :--- | :--- |
| Air Travel: | Flight Time: <br> (Flight time is the total scheduled time spent in the air between <br> departure point and final destination. Thus, flight times can be <br> cumulated but the transit time is excluded.) | Class of travel |
|  | Below 5 hours | Economy Class |
|  | 5 hours and over | Business Class |


|  | Every effort must be made to achieve the lowest cost ticket with preferred <br> carriers (as the Client shall communicate to the Supplier), ("Preferred <br> Carriers") or low cost carriers (such as: easyJet, wizzair, and Jet2), ("Low Cost <br> Carriers"). This will include: |
| :--- | :--- | :--- |
| - flying on both outward and inward flights with the same company; |  |
| - $\quad$early booking (no less than 14 days prior to the flight, unless the Client <br> requests otherwise); |  |
| - being flexible with take off times, while not disrupting the business need; and |  |
| - restricted tickets with Preferred Carriers or Low Cost Carriers may be the |  |
| best cost option. If this is the case, they must be used where ever possible, |  |
| especially where the dates/times are almost certain. This will be the case for |  |
| many business trips. |  |
| Low Cost Carriers can be booked under the following conditions: |  |


|  | The Supplier shall do its best to coordinate with the Client to determine whether the Supplier is eligible to benefit from any better hotel rates that the Client may have negotiated and, if so: <br> - use Preferred Hotels where possible; <br> - make hotel reservations in conjunction with the Client so as to obtain the discounted rates; <br> - if the hotel is fully reserved, select another from the Preferred Hotels list; and <br> - be aware of the special rebooking/cancellation deadlines and conditions. <br> The Supplier will not be reimbursed for room rent incurred when Supplier Personnel stay overnight with relatives or friends. <br> The Supplier is responsible for cancelling Supplier Personnel reservations either through the appointed travel agent or to the hotel directly. "No shows" will be reimbursable only with the written authorization of the Client representative. <br> Charges for access to fitness centres and pools while travelling are not reimbursable. <br> Laundry and Valet Services <br> Reasonable expenditure for valet (ironing and pressing of clothes) and laundry services is reimbursable when a member of Supplier Personnel is away from home for more than eight nights. |
| :---: | :---: |
| Meals: | The Client will reimburse the reasonable costs of meals and beverages if incurred in accordance with the following guidelines: <br> - meals and beverages must relate to time spent on business trips in the provision of services for the Client; <br> - the cost of meals should be appropriate to the nature of the business trip and consistent with a normal, reasonably modest, standard of living; <br> - lavish and extravagant meal expenses will not be reimbursed and meal tips should be consistent with local custom; <br> - the consumption of alcoholic beverages with meals and at other times must be reasonable and limited; and <br> - when one person pays a group expense (meal or bar), the names, a reference to the services being provided to the Client, the name of the Client representative responsible for the services, and the business reason must be noted. |
| Telephone calls while travelling: | The Client shall not reimburse any expense for telephone calls. |

## Part 2: Standard expense tables

(a) Offices covered:

Some offices have prepared a standard expense table for their location. They are:

| Lausanne \& Neuchâtel, Switzerland: | Table 1 | Bologna, Italy | Table 21 |
| :--- | :--- | :--- | :--- |
| Kraków, Poland | Table 2 | Jal El Dib, Lebanon | Table 22 |
| Buenos Aires, Argentina | Table 3 | Klaipeda, Lithuania | Table 23 |
| Jakarta \& Surabaya, Indonesia | Table 4 | Almaty, Kazahstan | Table 24 |


| Manila, Philippines | Table 5 | Kuala Lumpur, Malysia | Table 25 |
| :--- | :--- | :--- | :--- |
| Madrid, Spain | Table 6 | Mexico City, Mexico | Table 26 |
| Melbourne, Australia | Table 7 | Bergen Op Zoom, Netherlands | Table 27 |
| Antwerp, Belgium | Table 8 | Lisbon, Portugal | Table 28 |
| Curitiba, Brazil | Table 9 | Bucarest, Romania | Table 29 |
| Sofia, Bulgaria | Table 10 | Sankt Petersburg/Kuban, Russia | Table 30 |
| Toronto/ Quebec City, Canada | Table 11 | Nis, Serbia | Table 31 |
| Medellin and Bogota, Columbia | Table 12 | Bratislava, Slovakia | Table 32 |
| Zagreb, Croatia | Table 13 | Port Elizabeth, South Africa | Table 33 |
| La Défense, France | Table 14 | Yangsan City, South Korea | Table 34 |
| Mumbai, India | Table 15 | Taipei, Taiwan | Table 35 |
| Berlin, Germany | Table 16 | London, United Kingdom | Table 36 |
| Kutna Hora, Czech Republic | Table 17 | Izmir, Turkey | Table 37 |
| Aspropyrgo, Greece | Table 18 | Kharkiv, Ukraine | Table 38 |
| Tel Aviv, Israel | Table 19 | New York, USA | Table 39 |
| Kuwait City, Kuwait | Table 20 |  |  |

(b) How the standard expense tables operate
(i) The "per diem" is the sum that the Client pays the Supplier to reimburse it all its expenses in respect of travel, accommodation and meals for each Site Workday at a given location. A "Site Workday" is a day on which a member of Supplier Personnel provides the services in the location and that is chargeable as a full workday. The expense table may indicate that the per diem is to be paid in addition to the cost of a flight or a train journey; if so, the Client will reimburse the Supplier for the flight or the train journey at cost, and in accordance with the expense guidelines in Part 1 above.
(ii) 3 criteria define which per diem applies:
A. Place where the Supplier provides the services
B. Place of origin: this is the place where the member of the Supplier Personnel providing the services normally lives and works.
C. Number of consecutive days on site: this is number of consecutive (not counting weekends or bank holidays) Site Workday.

For example:

- a member of Supplier Personnel is assigned to a mission of 20 man-days, comprising one visit (each of only 2 full workdays at the location) per week over a period of ten weeks.
> The per diem will be in the column "Number of consecutive days on site $\leq 3$ days".

| Table 1 | per diem for services provided in Lausanne/Neuchâtel, Switzerland |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of consecutive days on site |  |  |  |
| $\downarrow$ | $\leq 3$ days | $>3$ days but $\leq 1$ month | $>1$ month but $\leq 3$ months | >3 months |
| Suisse Romande | None | None | None | None |
| Other Switzerland and nearby EU cities (e.g. Milan and Lyon) | CHF 305 |  | CHF 260 | CHF 230 |
| European Union (except locations in the line above) | CHF 290 + flight | CHF 403 | CHF 345 | CHF 260 |
| Eastern Europe <br> Middle East | CHF 290 + flight | CHF 460 | CHF 403 | CHF 316 |
| Other Countries | CHF 290 + flight |  | CHF 460 | CHF 345 |


| Table 2 | per diem for services provided in Kraków, Poland |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of consecutive days on site |  |  |  |
| ( | $\leq 3$ days | >3 days but $\leq 1$ month | $>1$ month but $\leq 3$ months | >3 months |
| Poland, Krakow | None | None | None | None |
| Other Poland | $\text { PLN } 600 \text { + flight }$ <br> or train | PLN 600 | PLN 540 | PLN 420 |
| European Union Eastern Europe | PLN 600 + flight | PLN 840 | PLN 720 | PLN 540 |
| Middle East | PLN 600 + flight | PLN 960 | PLN 840 | PLN 660 |
| International | PLN 600 + flight |  | PLN 960 | PLN 720 |


| Table 3 | per diem for services provided in Buenos Aires, Argentina |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |  |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but <br> $\leq 1$ month | $>\mathbf{1}$ month but <br> $\leq \mathbf{3}$ months | $>\mathbf{3}$ months |
| Buenos Aires $\leq 70 \mathbf{k m}$ | None | None | None | None |
| Argentina Provinces (rest of <br> the country) | USD $225+$ flight <br> or train | $\$ 225$ | $\$ 170$ | $\$ 135$ |
| International | USD $225+$ flight |  | $\$ 270$ | $\$ 200$ |


| Table 4 | per diem for services provided in Jakarta/Surabaya, Indonesia |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |  |  |
| (1) | $\leq 3$ days | $>3$ days but $\leq 1$ month | $>1$ month but $\leq 3$ months | >3 months |
| $\begin{aligned} & \text { Jakarta } \leq 70 \mathrm{~km} \text { or } \\ & \text { Surabaya } \leq 70 \mathrm{~km} \end{aligned}$ | None | None | None | None |
| Indonesian Provinces (rest of the country) | $\begin{aligned} & \text { USD } 150+ \\ & \text { flight } \end{aligned}$ | USD 150 | USD 125 | USD 100 |
| International | USD 150 + flight |  | USD 200 | USD 150 |


| Table 5 | per diem for services provided in Manila, Philippines |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of consecutive days on site |  |  |  |
| ( | $\leq 3$ days | $\underset{\text { month }}{>3 \text { days but } \leq 1}$ | $>1$ month but $\leq 3$ months | >3 months |
| Manila $\leq 70$ km | None | None | None | None |
| Other Philippines | $\begin{aligned} & \text { USD } 150+ \\ & \text { flight } \end{aligned}$ | USD 150 | USD 125 | USD 100 |
| International | USD 150 + flight |  | USD 200 | USD 150 |


| Table 6 | per diem for services provided in Madrid, Spain |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of consecutive days on site |  |  |  |
| $\downarrow$ | $\leq 3$ days | >3 days but $\leq 1$ month | $>1$ month but $\leq 3$ months | >3 months |
| Madrid $\leq 70$ km | None | None | None | None |
| Spain | EUR $215+$ flight or train | EUR 215 | EUR 210 | EUR 140 |
| EU + Canary Islands | EUR 215 + flight | EUR 275 | EUR 245 | EUR 210 |
| EEMA | EUR 215 + flight | EUR 350 | EUR 300 | EUR 245 |
| International (other than above) | EUR 215 + flight |  | EUR 350 | EUR 300 |


| Table 7 | per diem for services provided in Melbourne, Australia |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | USD $204+$ flight or train (no taxis) |


| Table 8 | per diem for services provided in Antwerp, Belgium |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $>1$ day but $\leq 1$ month |  |
| International | USD $264+$ flight or train (no taxis) |  |


| Table 9 | per diem for services provided in Curitiba, Brazil |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq \mathbf{1}$ month |
| International | USD 92+ flight or train (no taxis) |


| Table 10 | per diem for services provided in Sofia, Bulgaria |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
| , | $\leq 3$ days | > 3 days but $\leq 1$ month |
| European Union | USD 233 + flight or train | USD 261 |
| International | USD 233+ flight or train (no taxis) | USD 233+ flight or train (no taxis) |


| Table 11 | per diem for services provided in Toronto / Quebec City, Canada |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |  |  |
|  | Toronto |  | Quebec City |  |
|  | $\leq 3$ days | $>\underset{\text { month }}{>3 \text { days but } \leq 1}$ | $\leq 3$ days | $\begin{gathered} >3 \text { days but } \leq 1 \\ \text { month } \end{gathered}$ |
| Europe | $\begin{aligned} & \text { USD } 223+ \\ & \text { flight } \end{aligned}$ | USD $240+$ <br> flight | $\begin{aligned} & \text { USD } 200+ \\ & \text { flight } \end{aligned}$ | $\begin{aligned} & \text { USD } 219+ \\ & \text { flight } \end{aligned}$ |
| International (other than above) | $\begin{aligned} & \text { USD } 223+ \\ & \text { flight } \end{aligned}$ | $\text { USD } 240+$ <br> flight | $\text { USD } 200+$ <br> flight | $\text { USD } 219+$ flight |


| Table 12 | per diem for services provided in Medellin and Bogota, Colombia |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | Bogota | Medellin |
|  | $>1$ day but $\leq 1$ month | $>1$ day but $\leq 1$ month |
| International | USD 165+ flight or train (no taxis) | USD 120 + flight or train (no taxis) |


| Table 13 | per diem for services provided in Zagreb, Croatia |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq \mathbf{1}$ month |
| International | USD 203 + flight or train (no taxis) |


| Table 14 | per diem for services provided in La Défense, France |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | EUR $233+$ flight or train (no taxis) |


| Table 15 | per diem for services provided in Mumbai, India |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | USD $172+$ flight or train (no taxis) |


| Table 16 | per diem for services provided in Berlin, Germany |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | EUR $165+$ flight | EUR 285 |
| International (other than above) | EUR $165+$ flight | EUR $175+$ flight |


| Table 17 | per diem for services provided in Kutná Hora, Czech Republic |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq 3$ days | $>3$ days but $\leq 1$ month |
| Poland | USD 189 + flight | USD 278 |
| Europe (except Poland) | USD 189 + flight | USD 149 + flight |
| International (other than above) | USD 189 + flight | USD $149+$ flight |


| Table 18 | per diem for services provided in Aspropyrgo, Greece |  |
| :--- | :---: | :---: |
|  | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | EUR 211+ flight | EUR 343 |
| International (other than above) | EUR $211+$ flight | EUR $224+$ flight |


| Table 19 | per diem for services provided in Tel Aviv, Israel |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | >1 day but $\leq 1$ month |
| International | USD $212+$ flight or train (no taxis) |


| Table 20 | per diem for services provided in Kuwait City, Kuwait |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | USD 204 + flight or train (no taxis) |


| Table 21 | per diem for services provided in Bologna, Italy |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Poland | EUR 350 | EUR 284 |
| International (except Poland) | EUR $182+$ flight (no taxis) | EUR 180 + flight (no taxis) |


| Table 22 | per diem for services provided in Jal El Dib, Lebanon |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq \mathbf{1}$ month |
| International | USD $168+$ flight or train (no taxis) |


| Table 23 | per diem for services provided in Klaipeda, Lithuania |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | USD 142 + flight | USD 293 |
| International (other than above) | USD 142 + flight | USD 146 + flight |


| Table 24 | per diem for services provided in Almaty, Kazakhstan |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
| - | $\leq 3$ days | $>3$ days but $\leq 1$ month |
| Europe | USD 305 + flight | USD 340 + flight |
| India | USD 698 | USD 576 |
| International (other than above) | USD 317 + flight | USD 348 + flight |


| Table 25 | per diem for services provided in Kuala Lumpur, Malaysia |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | USD 203+ flight | USD 625 |
| International (other than above) | USD 203+ flight | USD 625 |


| Table 26 | per diem for services provided in Mexico City, Mexico |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | USD $225+$ flight or train (no taxis) |


| Table 27 | per diem for services provided in Bergen Op Zoom, Netherlands |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq 3$ days | $>3$ days but $\leq 1$ month |
| Europe | EUR 160 + flight | EUR 280 |
| International (other than above) | EUR 160 + flight | EUR 180 + flight |


| Table 28 | per diem for services provided in Lisbon, Portugal |  |
| :--- | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq 3$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | EUR $129+$ flight | EUR 244 |
| International (other than above) | EUR $129+$ flight | EUR $136+$ flight |


| Table 29 | per diem for services provided in Bucarest, Romania |  |
| :--- | :---: | :---: |
|  | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |
| Europe | USD $177+$ flight | USD 305 |
| International (other than above) | USD $177+$ flight | USD $197+$ flight |


| Table 30 | per diem for services provided in Sankt Petersburg/ <br> Kuban, Russia |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Number of consecutive days on site |  |  |  |
|  | Sankt Petersburg |  | Kuban |  |
|  | $\leq 3$ days | $>\mathbf{3}$ days but $\leq 1$ <br> month | $\leq \mathbf{3}$ days | $>3$ days but $\leq 1$ <br> month |
| Europe | USD $188+$ flight | USD 304 | USD 382 | USD 309 |
| International (other than above) | USD $188+$ flight | USD 205 + flight | USD 157 + <br> flight | USD 174 + flight |


| Table 31 | per diem for services provided in Nis, Serbia |  |  |
| :--- | :---: | :---: | :---: |
| Place of origin |  | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |  |
| Europe | USD 184 | USD 298 |  |
| International (other than above) | USD 184 + flight | USD 163 + flight |  |


| Table 32 | per diem for services provided in Bratislava, Slovakia |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq 1$ month |
| International | USD $264+$ flight or train (no taxis) |


| Table 33 | per diem for services provided in Port Elizabeth, South |
| :---: | :---: |
| Africa |  |$|$| Place of origin | Number of consecutive days on site |
| :---: | :---: |
|  | $>1$ day but $\leq 1$ month |
| International | USD $97+$ Flight or train (no taxis) |


| Table 34 | per diem for services provided in Yangsan City, South Korea |  |  |
| :--- | :---: | :---: | :---: |
| Place of origin |  | Number of consecutive days on site |  |
|  | $\leq \mathbf{3}$ days | $>\mathbf{3}$ days but $\leq \mathbf{1}$ month |  |
| Europe | USD $275+$ flight | USD 710 |  |
| India | USD 541 | USD 462 |  |
| International (other than above) | USD 275 + flight | USD 302 + flight |  |


| Table 35 |  |
| :--- | :---: |
| Place of origin | per diem for services provided in Taipei, Taiwan |
|  | Number of consecutive days on site |
| International | $>\mathbf{1}$ day but $\leq \mathbf{1}$ month |


| Table 36 | per diem for services provided in London, United Kingdom |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq \mathbf{1}$ month |
| International | USD $360+$ flight or train (no taxis) |


| Table 37 | per diem for services provided in Izmir, Turkey |  |
| :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |
|  | $\leq 3$ days | $>3$ days but $\leq 1$ month |
| Europe | USD 223 + flight | USD 393 |
| International (other than above) | USD 223 + flight | USD 147 + flight |


| Table 38 | per diem for services provided in Kharkiv, Ukraine |  |  |
| :---: | :---: | :---: | :---: |
| Place of origin | Number of consecutive days on site |  |  |
|  | $\leq 3$ days | $\underset{\text { month }}{>3 \text { days but }} \leq 1$ | $>1$ month but $\leq 3$ months |
| Europe | USD 128 + flight (no taxis) | USD 324 | USD 243 |
| International (other than above) | USD 128 + flight (no taxis) | USD 135 + flight (no taxis) | USD 196 + flight |


| Table 39 | per diem for services provided in New York, USA |
| :--- | :---: |
| Place of origin | Number of consecutive days on site |
|  | $>1$ day but $\leq \mathbf{1}$ month |
| International | USD $352+$ flight or train (no taxis) |

