

# Terms and Conditions:



## 1. Qualifying Criteria

- 1.1. The qualifying period for the incentive will run from **1 November 2025 to 28 February 2026** ("Qualifying Period").
- 1.2. The incentive prize, being a cruise, is scheduled to take place from **20 to 27 May 2026**.
- 1.3. The official announcement of winners: **24th April 2026**.
- 1.4. **Partner Attendance:** Each prize awarded shall consist of two tickets — one (1) for the qualifying store representative and one (1) for their chosen partner. Both individuals are required to travel together and attend the cruise.
- 1.5. **Registration:** Participating stores are required to register via the designated QR code in order to receive official updates and gain access to the leaderboard.
- 1.6. **Eligibility of Orders:** All qualifying orders must be placed through **SPAR** and/ or the **Lactalis distribution centre via a SPAR account number** only. Orders placed outside these channels will not be considered for the purposes of this incentive.
- 1.7. **Performance Measurement:** Qualification for the incentive shall be determined on the basis of **net volume growth** achieved during the Qualifying Period, measured against the corresponding prior period. Should the retailer have a zero volume base in the prior period, the retailer will need to achieve an additional 15% volume growth, across all defined categories.
- 1.8. **Product Participation Requirements:**
  - 1.8.1. All participating stores must order all **New Product Developments (NPDs)** launched within the Qualifying Period 01 July 2025 - 28 February 2026, aligned with your sales rep.
  - 1.8.2. All participating stores must order all **Key Value Items (KVIs)** across the relevant product categories, as determined by Lactalis.
- 1.9. **SaveMor:** In the event that no SaveMor store qualifies under these criteria, the prize shall automatically be awarded to a qualifying SPAR store.
- 1.10. **Tie-Breaker:** In the event that two or more stores achieve identical net volume growth, the store with the **highest volume growth in the Cheese category** shall be declared the winner.
- 1.11. **Good Standing Requirement:** All participating stores must be in **good standing with SPAR** at the time of entry, throughout the Qualifying Period, and at the time of prize allocation. Any store found to be in breach of SPAR trading terms or in arrears may be disqualified at the sole discretion of SPAR.
- 1.12. **Winner Selection:**
  - 1.12.1. Winners will be selected on a **cluster allocation basis** as follows:
    - **SUPERSPAR:** 4 winners
    - **SPAR:** 3 winners
    - **KWIKSPAR:** 1 winner
    - **SaveMor:** 1 winner

**General:** Lactalis reserves the right to verify compliance with these criteria and to disqualify any store that fails to meet the requirements set out herein.

## 2. General Terms

- 2.1. **Verification:** Lactalis reserves the right to verify all results and participating store compliance with these Terms & Conditions. Any breach, omission, or misrepresentation may result in disqualification at the sole discretion of Lactalis.
- 2.2. **Non-Transferability:** The prize is not transferable, exchangeable, or redeemable for cash or any other alternative.
- 2.3. **Attendance Requirement:** In the event that a qualifying SPAR store is unable to attend, the prize (including any travel tickets) shall be deemed forfeited and may be reallocated at the sole discretion of Lactalis. Under no circumstances may the prize or tickets be transferred, sold, or assigned to another store, person, or entity.
- 2.4. **Substitution:** Lactalis reserves the right to substitute the prize, or any element thereof, with another prize of equal or greater value should circumstances beyond its control so require.
- 2.5. **Amendments:** Lactalis reserves the right to amend, suspend, or terminate the incentive programme, in whole or in part, without prior notice, where circumstances beyond its control make such action unavoidable.

## 3. Liability & Disclaimers

- 3.1. **Travel Responsibility:** Winners shall be responsible for securing a valid passport at their own cost, as well as meeting any additional requirements for participation in the prize cruise.  
**VISA required for travel shall be provided as part of the prize.**
- 3.2. **Force Majeure:** Lactalis shall not be liable for any delay, change, or cancellation of the prize due to causes beyond its reasonable control, including but not limited to natural disasters, strikes, industrial action, political unrest, or transport disruptions.
- 3.3. **No Liability for Loss or Injury:** Lactalis, its affiliates, and its appointed agents shall not be liable for any direct, indirect, incidental, or consequential damages, loss, injury, or expense arising from participation in the incentive, acceptance, or use of the prize, except where such liability cannot be excluded by law.
- 3.4. **Indemnity:** By participating, stores and their representatives agree to indemnify and hold Lactalis harmless from any claims,

Contact your sales rep for more information.