

FINANCE GUIDELINE

June 2025



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Financial Reconciliation

The kind of monthly report you receive

SALES REPORT

Sales report includes all transactions from the previous month. You can view it in Seller Center under the menu. **Report** > **Account Statement**.

Only orders with the status of delivered, failed, returned, or canceled are included in the Sales Report. If you have no transactions, you will not receive any documents.

INVOICE

Invoice detailing all transactions for Service Fees as follows:

- Standard Fee (Commission, Admin Fee, Payment Gateway).
- Additional Fee (Trender Basic)

CREDIT NOTE

An invoice detailing all transactions for the shipping fee rebate.

Financial Reconciliation

For sales in each country, the seller will receive a collection of **Account Statements**, Invoices, Tax Invoices, and Credit Notes in their respective local currencies. For example, as follows:

Calendar Day	5th	25th	15th
Month 1	Orders delivered to customers and returns received in ZALORA WH		
Month 2	Account Statement	Payout	Invoice, Credit Note (if applicable), Tax Invoice

ZALORA issues tax invoices at the end of each month. You will receive the invoice, tax invoice, and Credit Note via the email you provided during onboarding. Invoices are issued by the 15th of each month at the latest.

Due to system limitations, invoices and credit notes can only be sent via email. If the seller wishes to change to a different email address, please submit a request through the Vendor Update Form. It is estimated that the profile update will be synchronized to the Seller Centre within a maximum of 7 days.

If you do not receive the aforementioned documents, please contact us via the Seller Helpdesk.

Financial Reconciliation

Example of Tax Invoice and Credit Note:

ZALORA 7T. Fashion Marketplace Indonesia 2apital Place Lantal 26 I. Jend. Gatot Subroto Kav. 18 Uningan Barat, Mampang Prapatan	NP In: In:	voice Issue P	_	022 sia
akarta Selatan, DKI Jakarta 12710 ndonesia PT. Fashion Marketplace Indonesia is a VAT Reg SIII To ame : ddress : tttn :	istered en	tity.		
Contact : Company :				
Description	1	Amount	(IDR)	
or Transaction Period: 01.12.2022-31.12.2022	Net	Amount	VAT	Total
Standard fees	IVEL		****	TOTAL
Commission Fee				
Commission Fee Credit				
Fixed Fee				
Admin Fee				
Cancellations & Return Penalties - Credit				
Cancellations & Return Penalties				
Lost or Damaged				
Lost or Damaged Credit				
Monthly Subscription				
Vouchers/ Cart Rules Related Fees - Sales				
Vouchers/Cart Rules Related Fees - Return				
Others				
Production Services				
General Debit Fee				
General Fee Credit				
Voucher Subscription Fee				
Voucher Subscription Fee Credit				
Return Fee				
Return Shipping Fee				
Delayed Dispatch Fee				
Import Fee				
Payment Gateway Fee				
Payment Gateway Credit				
Return Handling Fee				
Trender Fee				
Shipping Fee Rebate				
Shipping Fee Credit				
Delivery Fee by Weight				
Marketing Commitment				
Bad Faith Fee and Incident Fee				
	1			1

ZALORA PT. Fashion Marketplace Indonesia Capital Place Lantai 26

CREDIT NOTE

NPWP No 03.344.376.3-015.000 Credit Note No 1100005864 Credit Note Issue Date 31.12.2022 Jl. Jend. Gatot Subroto Kav. 18 Credit Note Issue Place Indonesia

Kuningan Barat, Mampang Prapatan Jakarta Selatan, DKI Jakarta 12710

Indonesia

PT. Fashion Marketplace Indonesia is a VAT Registered entity.

BIII To Name Address Attn Contact

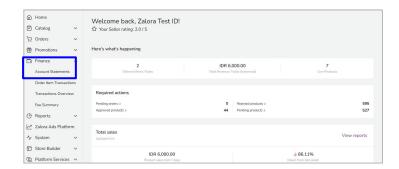
Description	An			
For Transaction Period: 01.12.2022-31.12.2022	Net	VAT	Total	
Shipping Fee Rebate				



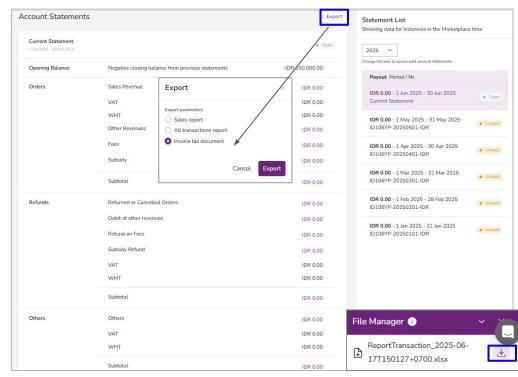
How can sellers access commission details from tax invoices?

How can sellers access commission details from tax invoices?

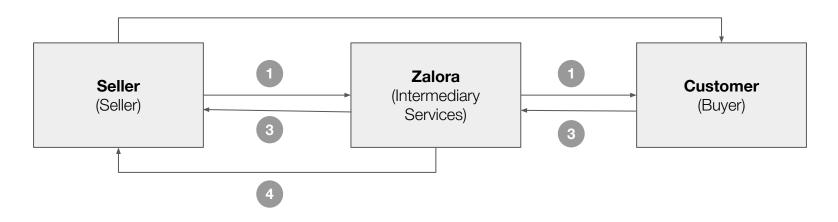
Click Finance > Account Statement > Download the Tax Invoice Report in the section Export > Invoice Tax Document.



All Monthly Reports in Seller Center are based on "delivered" sales. In the sense that when an order is successfully sent to the customer.

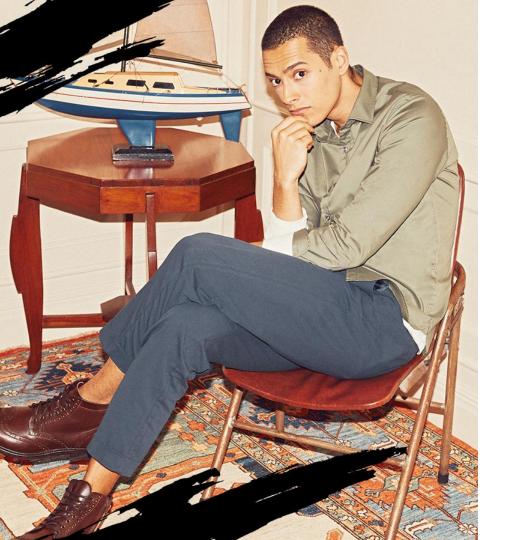


Invoice and Tax Considerations



Notes:

- 1. Seller (Seller) conducts a purchase transaction with Customer (Buyer) through the Zalora site.
- 2. For this transaction, the product will be shipped directly from Seller (Seller) to Customer (Buyer). If there are any documents that the Seller (Seller) must fulfill regarding the purchase transaction and delivery of goods, such as invoices and tax invoices, these documents must be issued in the names of Seller (Seller) and Customer (Buyer), not in the name of Zalora. In this context, Zalora acts solely as an Intermediary Service connecting Seller (Seller) with Customer (Buyer).
- 3. Zalora will collect payment from Customer (Buyer) on behalf of Seller (Seller) for the transaction and will transfer it to Seller (Seller) according to the procedures outlined in the agreed contract.
- 4. Zalora will deduct a fee from the payment to Seller (Seller) for the Intermediary Service as per the agreed contract procedures. In this instance, Zalora will issue an Invoice and Tax Invoice to the Seller concerning the Intermediary Services. If the Seller is required to withhold Article 23 Income Tax, then the Seller is allowed to deduct the Income Tax related to the Intermediary Services from the Invoice issued by Zalora.



- All fees will be applied unless waived in the Commercial Terms.
- All percentages and amounts stated in the agreement are Net Value. Additional tax charges may apply when Zalora invoices the Seller, depending on the current market tax policy of the country.
- If the fee is refunded due to a return or cancellation by the customer, the tax charged on the fee will also be refunded. However, if the fee is not refunded, such as in the case of gateway payment, and the return or order is canceled, then the tax previously charged on the fee will not be refunded.

Cost Type	Description	Refunds related to returned goods
Commission	Fees charged by ZALORA, as agreed in the commercial terms, are based on the price list of products sold on the Website.	Yes
Shipping Fees	A fee charged by ZALORA to sellers to cover the logistics costs incurred for the delivery of orders. This can be charged on a (i) per item basis or (ii) per order/parcel basis.	No
Cancellation & Return Penalties	Standard penalty fee is charged for cancellation & return. Cancellation fee is charged if the order is canceled due to late delivery/failed pickup/cancellation due to out of stock. Return penalty fee is charged if the customer returns the item due to: a) damaged product b) product received is not as expected c) product is missing/insufficient	No
Cancellation & Return Penalties - Credit	Return to seller for Cancellation Penalty & Return subject to erroneous charge/penalty exemption (exceptional cases)	N/A
Coupons/ Promotional related charges - Sales	Charged to the seller for each Discount/Promotion Code used by the Customer when checking out. Applies to any discount/promotion funded by the seller	Yes
Coupons/ Promotional related charges - Returns	Returns to seller for any related Discount/Promotion- Fees are charged if Customer returns the product sold.	N/A

Cost Type	Description	Refunds related to returned goods
Production Cost	Production Fee will be charged if the seller uses ZALORA Production Services.	No
	Scope of services provided or to be provided in Malaysia, unless stated and agreed between the parties in writing: Managed products include receiving, processing or returning sample photoshoots, photography up to [6] angles (front, side, back and styling), photo retouching, content writing, product categorization up to uploading to Websites.	
General Debit Cost	General debit fee is an additional fee charged to sellers who are proven to be fraudulent through TRE rules. For details on the fees charged, please check the "comment" column on the All Transaction tab downloaded from each seller's monthly report.	No
General Credit Cost	General credit charges are additional return fees paid to the seller that are not covered by other fee categories.	N/A
Subscription Coupon Cost	Fees to be paid to ZALORA to activate coupons for seller products on the platform	Yes
Subscription Credit Coupon Cost	Refunds are issued to the seller for the coupon subscription fee incurred when the customer returns the product.	N/A

Return fee	Return fees will be applied for each customer who initiates a return and will	No
	cover the shipping of goods from (i) the Customer's address to the ZALORA	
	Warehouse; and (ii) from the ZALORA Warehouse to the Seller. These fees will	
	be calculated "per item" of the returned goods.	

Cost Type	Description	Refunds related to returned goods
Return shipping fee / Return to Seller / Return handling	The fee charged to the Seller is "per item" based on (i) when a return request is	No
fee	made by the Seller, or (ii) when the Seller or /ZALORA exercises its right to	
	discontinue the product and it needs to be returned to the Seller. This fee will	
	cover the cost of importing the goods, picking up and packing per item for the	
	return and storing the goods while the goods are in ZALORA's warehouse. Any	
	taxes and duties associated with the "Return product to Seller" request will be	
	borne by the Seller.	
Late shipping fee	Standard Fee per item of product due to late delivery and exceeding the agreed	No
	time limit between the seller and ZALORA entity.	
Payment Gateway fee	standard % of the list price per product sold on the Website, for the use of	No
	Payment Gateway Fees offered by ZALORA to Sellers.	
Trender fee	Monthly subscription fee charged for ZALORA Trender Basic Package	No
	subscription.	
Shipping fee rebate	The reimbursement will be paid to the seller after the shipping cost that has	N/A
	been used by the Customer is charged to the shipping cost. (Applicable to	
	Sellers who choose the 'Shipping Model from ZALORA' type which will be	
	charged the actual 3PL cost)	

Cost Type	Description	Refunds related to returned goods
0	Shipping costs are refunded to the Seller for excess costs incurred in the previous period	N/A
Shipping cost based on weight	Costs are charged based on parcel weight replacing per order/per item.	No
	standard % of the list price of products sold on the Website, for the use of marketing services offered by ZALORA.	Yes



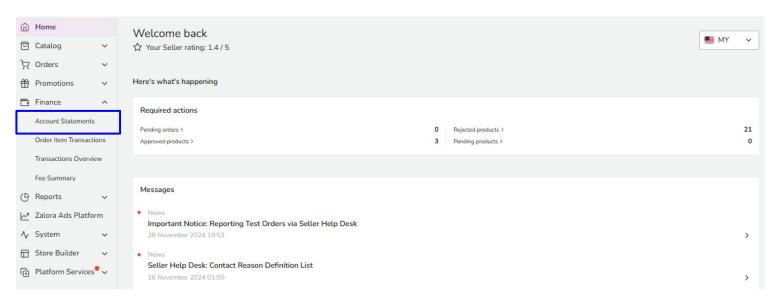
How to Check Balance in ZALORA Seller Center

How To Check Balance In Zalora Seller Center

Sellers can view the current balance in 'Account Statements' within Seller Center.

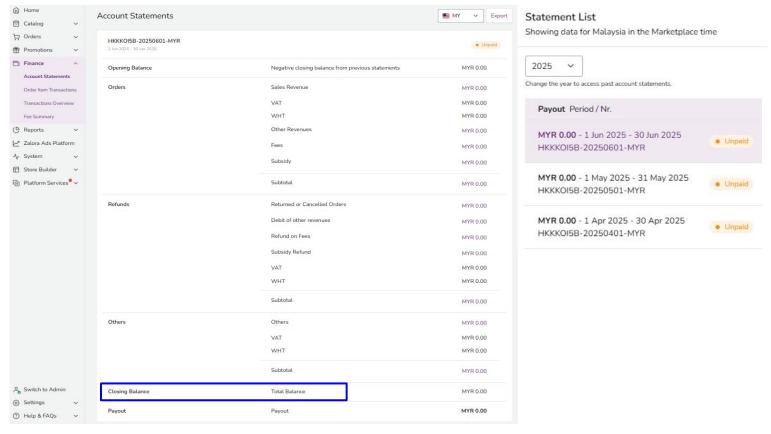
Step:

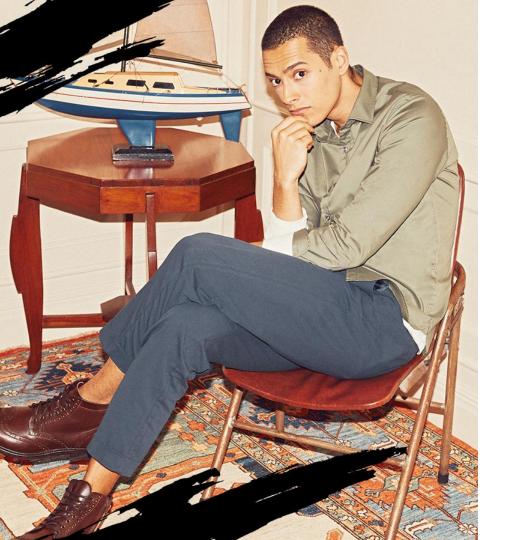
• Click Menu Finance > Choose Account Statements



How To Check Balance In Zalora Seller Center

- For a negative balance, it indicates that the seller owes ZALORA the displayed amount.
- For a positive balance, it signifies that the sales balance held by the seller will be paid by ZALORA.



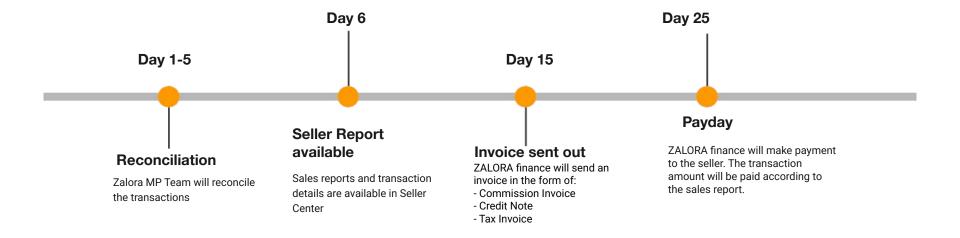


Payment

Payment

- Zalora payments to sellers are processed once a month. You will receive payments between the 25th of each month for net sales from the previous month.
- Please ensure that all requested documents are completed during the onboarding process. Unsuccessful payments will be reprocessed in the following monthly cycle.
- If you wish to change your bank account details, please fill out the request here. Allow 7 days for the profile information updates to synchronize in Seller Center.
- Errors resulting from inaccurate information will lead to delayed payments. The finance team will process payments based on the bank details provided. Once updated, payments will be directed to the new bank account in the next payment cycle.

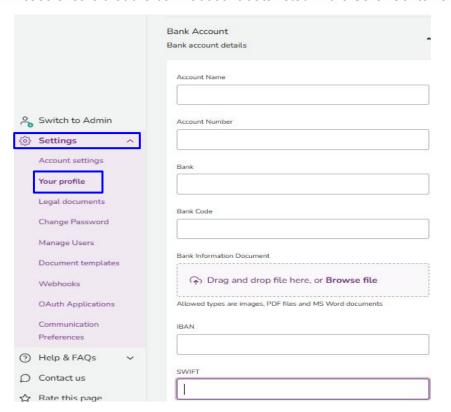
Financial Timeline



If there is a difference resulting from transaction problems, it will be processed on the 6th day of the following month.

Bank Account Details

Payment of sales funds at Zalora to the seller's account based on the Bank account registered in the Seller Center on the menu Settings > Your Profile. Please ensure that the bank account data listed in the Seller Center is correct.

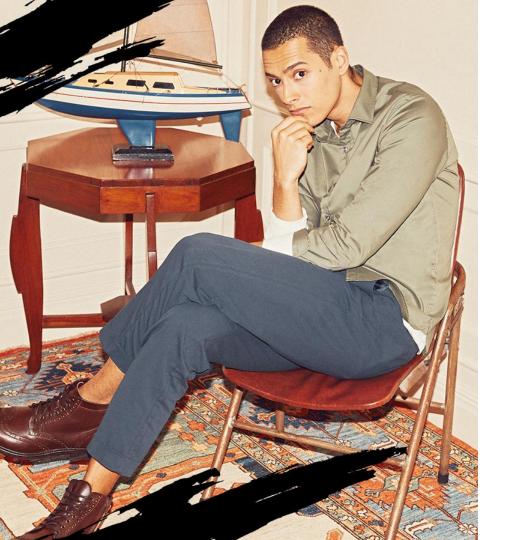




If there is a change in account number, please fill in the following form

https://forms.gle/iPAiQhRxkvwEvX3p9

Changes to account numbers will be processed and synchronized in the Seller Center within a maximum of 7 working days.



Difference

Difference

- If you notice any discrepancies in your Sales Report, please report the issue through the Seller Helpdesk in Seller Center
- If the check has been completed and a discrepancy caused by Zalora is found, we will adjust the difference in your Sales Report for the following month. There will be no review of previously finalized sales reports.
- Adjustments for the difference in funds will be processed and can be verified on the 6th day** in your Sales Report.

Note: ** Depends on the type and level of complexity of the problem that occurs.

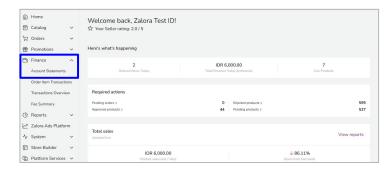
Difference

The types of constraints that lead to variations in the Sales Report are as follows:

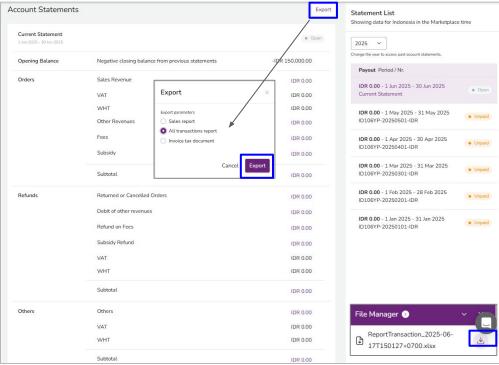
Category	Detail	Refund report
Waive penalty order processing	Refund of penalty order to the seller due to (out of stock/failed pick up), which has been charged to the seller, but the package has actually been sent.	Waive Penalty Fee
Claim due to lost item	Sales payments to sellers due to goods being lost in transit, during delivery to customers or return to the seller's address.	Sales Revenue
Sales adjustment (Mismatch status order)	Sales payment to the seller because the order status has been cancelled, but the package has actually been received by the customer.	Sales Revenue
Claim due to defective/wrong item sent to seller	Sales payment to the seller due to the return package received by the seller being damaged/inappropriate.	Sales Revenue
Transaction Adjustment	Adjustment for transaction billing errors charged to the seller by Zalora (Example: Charge for Trender Basic)	Refund on Fees

How do sellers view the specifics of the differences?

Click the Finance menu > Account Statement > select the transaction period, click Export > All Transaction Report > Export, the details will be downloaded via Excel File.

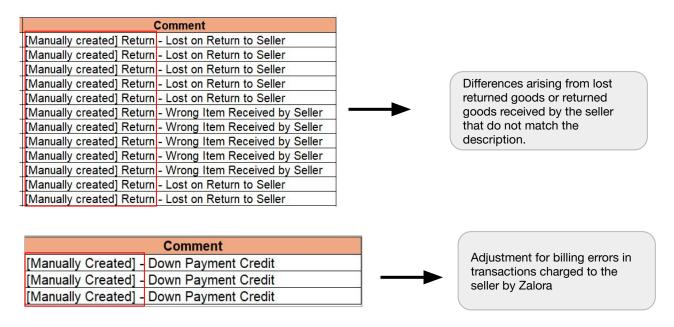


Sellers are encouraged to download the monthly Sales Report after the 6th day of the following month to ensure the nominal amount is easily accessible.



How do sellers view the specifics of the differences?

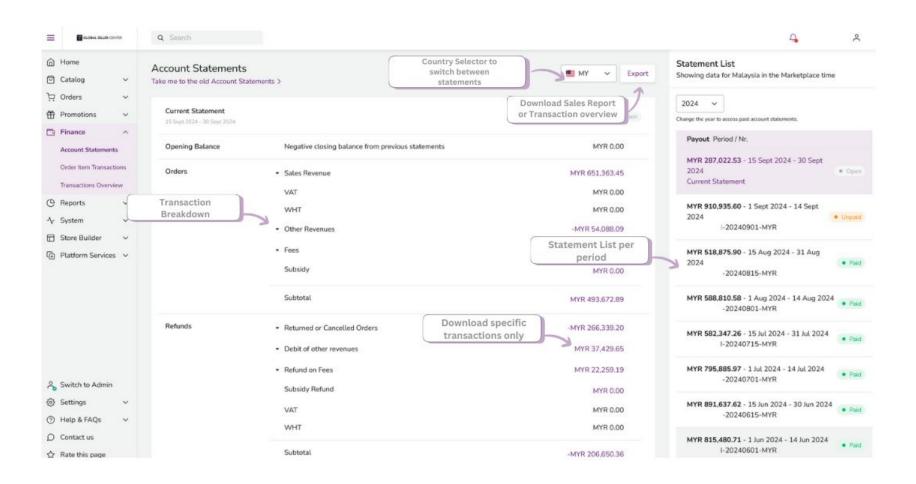
Open the downloaded file. You can find the adjustment fund information for your constraint in the "Comment" column.



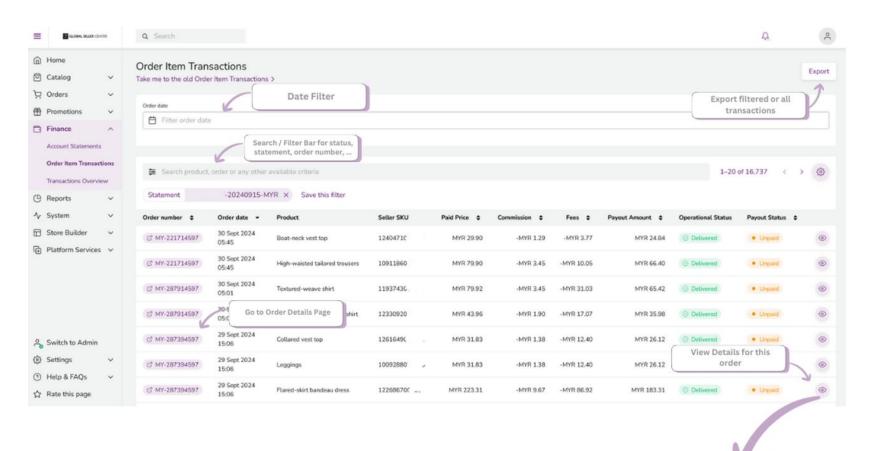


Finance Module
- New UI (GSC)

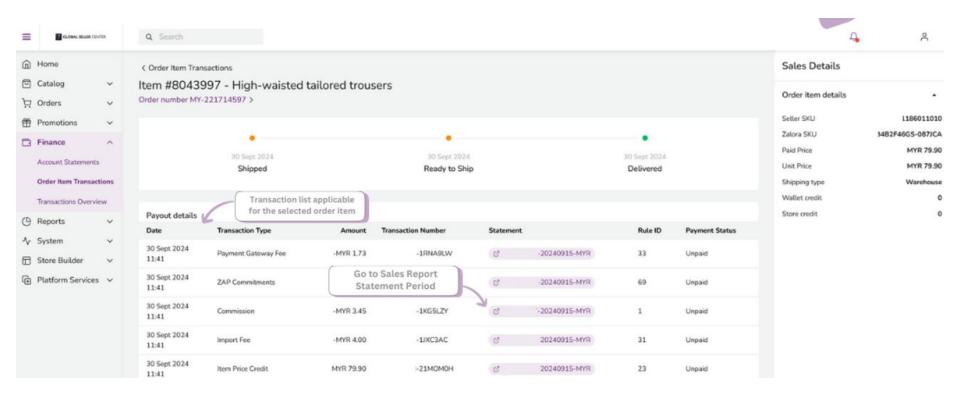
Finance -> Account Statement



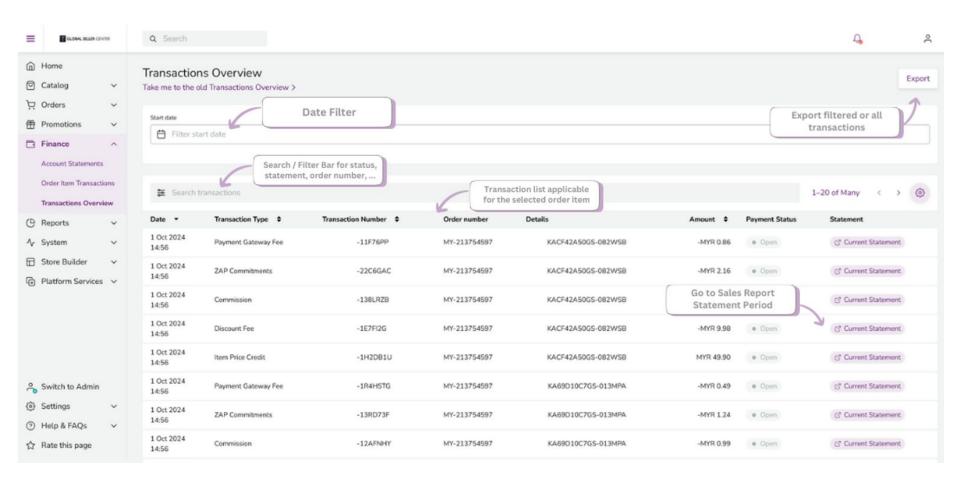
Finance -> Order Item Transaction



Finance -> Order Item Transaction



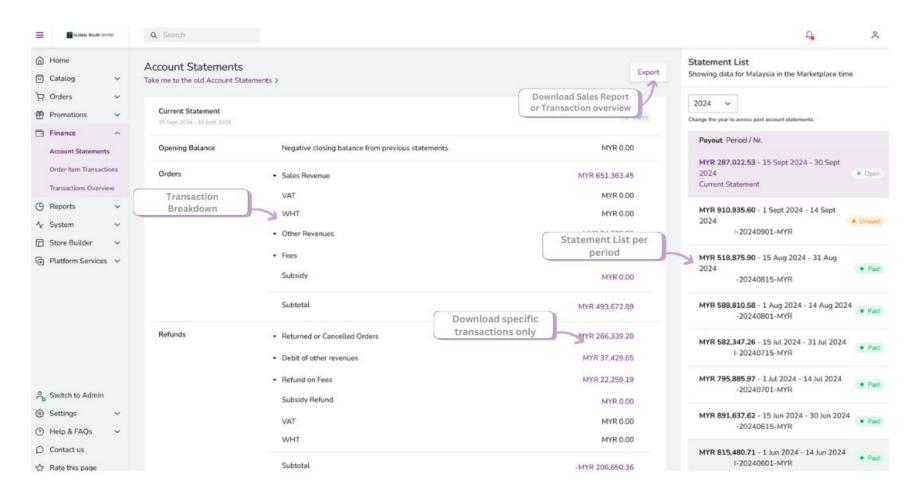
Finance -> Transaction Overview



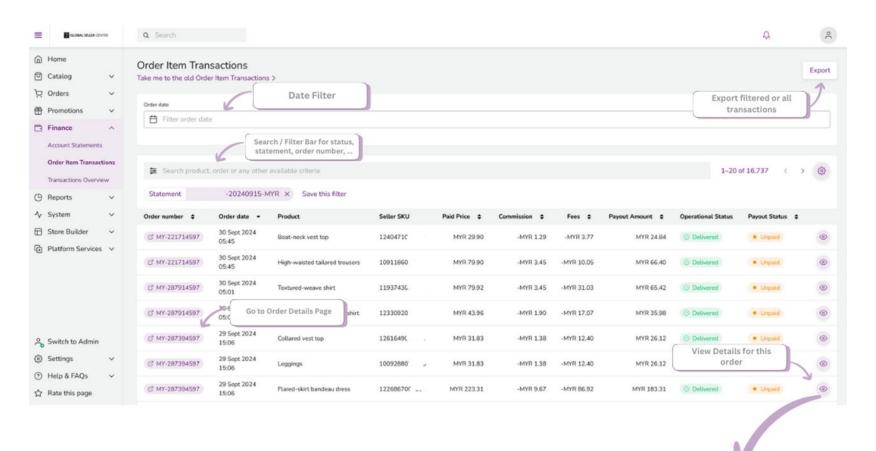


Finance Module
- New UI (LSC)

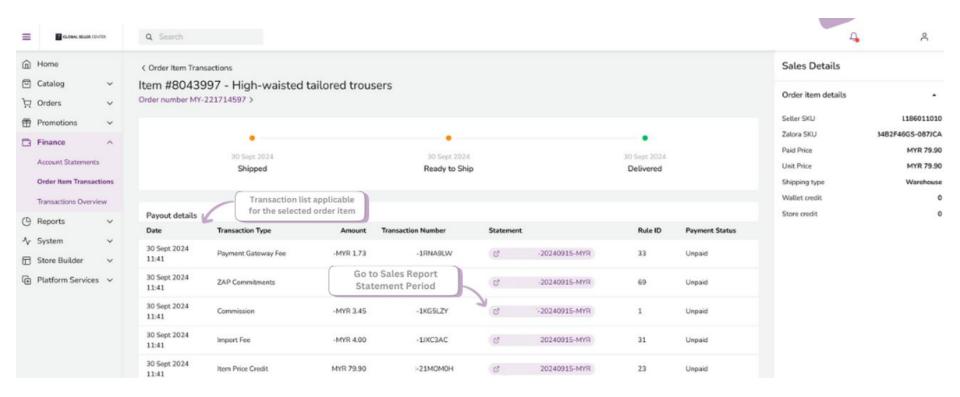
Finance -> Account Statement



Finance -> Order Item Transaction



Finance -> Order Item Transaction



Finance -> Transaction Overview

