



Signature Service 2025
Branch Incentive Program

1. DURATION

From January 1 to December 31, 2025

2. ELIGIBILITY

This promotion is open to ABB Signature Service electrical distributor branches across Canada.

Participants must be legal residents of Canada and 18 years of age or older. Excluded are ABB employees and persons domiciled with or related to them. The contest is also not open to Public Officials. For the purposes of these Rules, "Public Officials" are defined as all elected or appointed officials, candidates for political office, consultants with government positions, employees of government-owned or controlled companies, directors or officers of political parties, or anyone acting on behalf of a government or public international organization (such as the United Nations or World Bank). All individuals employed by, or directing, a government entity are considered public officials regardless of rank or position. The term Public Officials also includes honorary government positions, government advisors, academics and the employees, directors and officers of government-regulated universities and healthcare institutions, and of municipalities, health boards, hospitals, school boards, schools and colleges.

All information supplied to ABB must be truthful, accurate and complete. ABB reserves the right to disqualify any participant if the information is false, inaccurate or incomplete.

3. HOW TO PARTICIPATE

By completing specific activities throughout the year, branches can earn ballots to enter the following quarterly drawings.

There are four (4) ways to earn entry ballots:

A. Product conversions

10 ballots will be awarded for every completed product line conversion

- Convert a distributor branch from a competitor's product line to an ABB product line
- ABB Regional Sales Manager must approve the activity before ballots can be awarded for the quarter – significant % of conversion must be done or underway

Product conversions will be entered into the Growth Planning section of the sales portal by the ABB sales rep and approved by the Regional Sales Manager. Marketing will extract a report on a monthly basis to track activities and award ballots.

B. New interactive quarterly activity!

10 ballots for each branch that has employees who participate.

- There will be a new prize for each activity.
- Activities to be held in first, second, third and fourth quarters of 2024.
- A communication to Signature Service branches/employees will be sent each quarter to promote the activities.

Marketing will extract a report on a quarterly basis to award ballots.

C. PowerTrain™ module completion

One (1) ballot for every additional five (5) modules completed collectively by branch employees

- Completed during the quarter
- Branch employees are responsible for updating their PowerTrain profiles to ensure they have selected the correct branch
- Reporting via PowerTrain platform statistics



D. Sales growth

Each branch will earn ballots based on sales growth per quarter based on the following:

- Increase of 5-10%: 3 ballots
- Increase of 11-15%: 5 ballots
- Increase over 16%: 10 ballots

Branches must have been open for the full 2024 year and have a sales history for all of 2024. Increase will be calculated on total sales, as per Signature Service reports, commercial and industrial separately.

The odds of winning depend on the number of eligible ballots that have been earned. Winning branches will be determined in random draws. Draws will be held at ABB Electrification Canada Inc., Installation Products, 700 Thomas Avenue, Saint-Jean-sur-Richelieu, QC J2X 2M9.

4. PRIZES

A. Branch meal and prize

Twenty-four (24) winning branches, one (1) per quarter per sales region (B.C., Alberta, Midwest, Ontario, Quebec and Atlantic), will be determined in random draws to be held as follows:

- 6 winning branches will be drawn in April 2025 from all ballots earned in Q1
- 6 winning branches will be drawn in July 2025 from all ballots earned in Q2
- 6 winning branches will be drawn in November 2025 from all ballots earned in Q3
- 6 winning branches will be drawn in January 2026 from all ballots earned in Q4

Branches will be awarded their choice of either a BBQ, a branded mini-fridge or a baby-foot game table. ABB reps will be responsible for purchase and delivery of the propane tank if the branch chooses the BBQ.

ABB sales representatives will contact winning branch managers to discuss and determine specific event details: date, time, menu, supplier, location.

ABB reserves the right to customize the meal based on branch/regional requirements and suppliers.

Marketing will be responsible for delivering the prize(s) to the branches.

Approximate value of each package is \$ 1,200.00 CAD.

B. Interactive quarterly activity

Each branch will earn ten (10) ballots for having employees who participated in our interactive quarterly activities, participating branch employees will also have a chance to win a prize.

There will be a new prize for each activity. Details will be sent via email and posted on our [Signature Service website](#).

ABB will contact winning branch employees to confirm shipping addresses. Marketing will be responsible for delivering the prize to the branch employees.

If the prizes cannot be awarded as provided in these rules, ABB reserves the right to substitute a prize of the same nature and equivalent value. In the event of an unforeseen circumstance affecting the contest, ABB reserves the right to cancel the entire prize distribution. Should prize winners be unable to, or choose not to, enjoy the prize as awarded, no compensation will be made.



6. AWARDING OF PRIZES

The winning branch must be able to be reached by an ABB representative within ten (10) working days of the draw.

By participating and accepting the prizes, the employees at the winning branch agree to provide his/her name, address, voice, photograph, videotape and any other likeness as requested by ABB for advertising or publicity purposes.

Winning branch names will be posted on <http://www.tnb.ca/en/ss/>.