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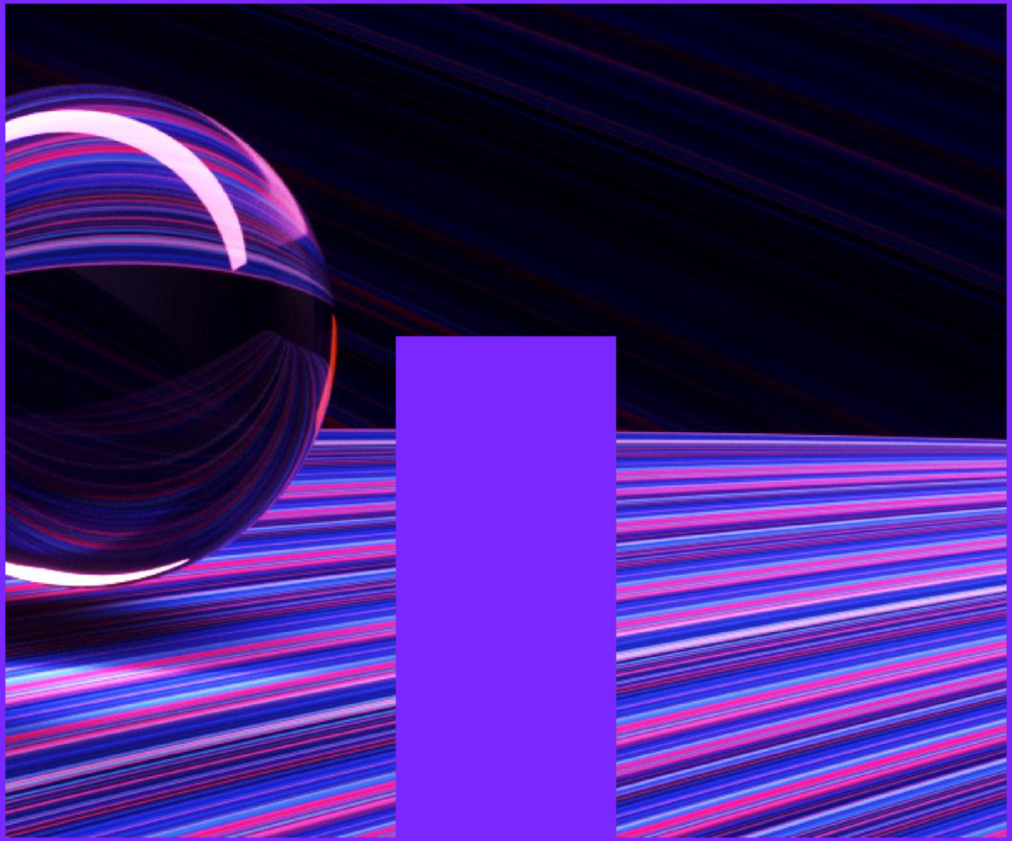
# KEYSTONE STORAGE AS A SERVICE INCENTIVE

FY27 Program Guide



**Partner Incentives and Investments**

Effective: 25 April 2026

# 1 General information



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## 1.1 Incentive overview

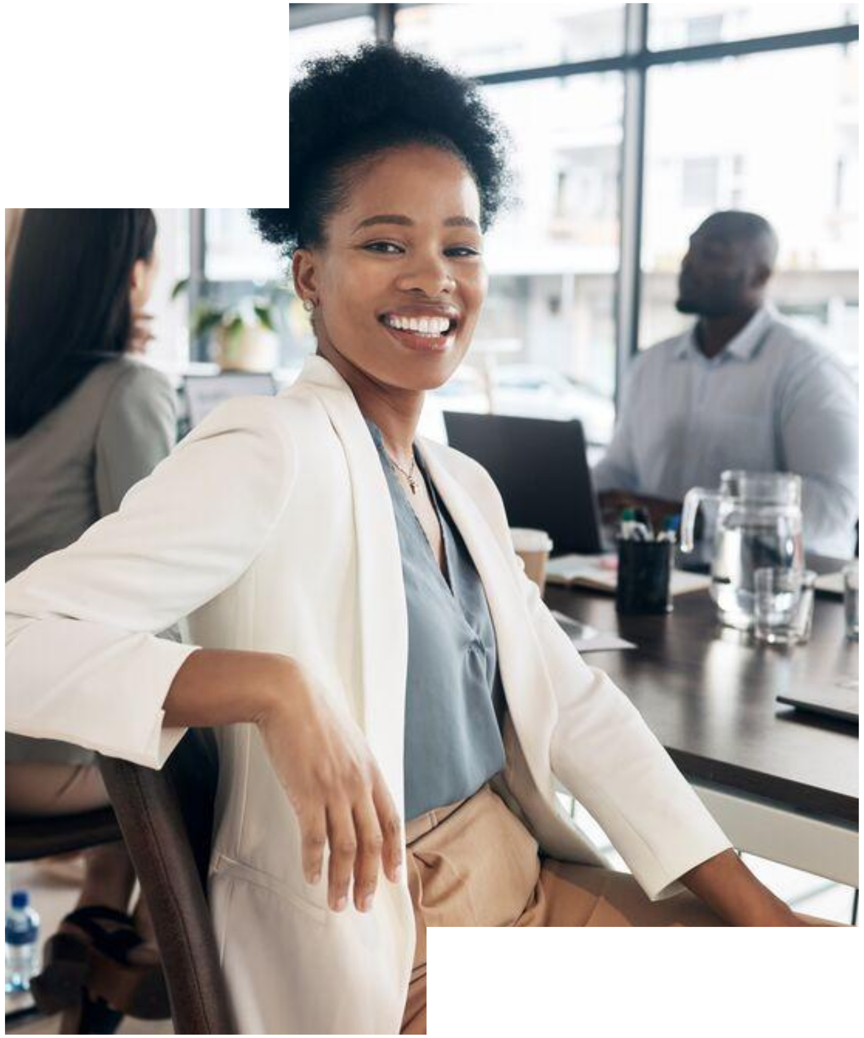
The Keystone Storage as a Service Incentive (hereinafter, the "**Incentive**") rewards Partners for closing NetApp Keystone® storage-as-a-service (STaaS) Deals as a Sell-Through Partner. Keystone STaaS provides storage capacity and performance through a flexible consumption model.

## 1.2 Program Periods

- The Incentive begins on 25 April 2026 and ends on 30 April 2027 (the "**Program Period**").
- The Incentive will be administered and calculated on a quarterly basis, consistent with NetApp's fiscal calendar ("**Earnings Periods**") as shown in Table 1.

**Table 1) NetApp FY27 fiscal quarters.**

| NetApp fiscal quarter | Start date | End date |
|---|---|---|
| Q1 FY27 | 25 April 2026 | 31 July 2026 |
| Q2 FY27 | 01 August 2026 | 30 October 2026 |
| Q3 FY27 | 31 October 2026 | 29 January 2027 |
| Q4 FY27 | 30 January 2027 | 30 April 2027 |



# 2 Incentive eligibility



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## 2.1 Partner eligibility

- Partners who have achieved Approved, Preferred or Prestige status, as defined by the Partner Sphere Program, at the end of each Earnings Period are eligible for the Incentive.
- Partners located in Mainland China are ineligible for the Incentive.

## 2.2 Solution eligibility

- Only transactions associated with the NetApp® solution in Table 2 ("**Eligible Solution**") will be considered for this Incentive.
- This Incentive expressly excludes third-party products, tools, and add-on transactions.
- Renewals are not eligible to receive Incentives.

**Table 2) Eligible NetApp solution.**

| Eligible Solution* |
| --- |
| NetApp Keystone storage as a service (STaaS) |

* The list represents solutions at the time of publication and is subject to change due to addition of new solutions or other solutions being decommissioned.

## 2.3 Deal Eligibility

To qualify for the Incentive, each Deal must meet the following criteria:

- Deal must be a Reseller (Sell-Through) Opportunity
- Partner must be listed as Reseller in this Opportunity
- Partner must have an accepted Deal registration
- Deal must be an invoiced booking
- Service Provider Opportunity not eligible
- Own-use transactions do not qualify
- USPS Deals are eligible

**For Land Bonus:**

- The Deal must be classified as a Land Opportunity at the time of Booking

# 3 Financial benefit



## 3.1 Payout rates

Deals that meet all the eligibility requirements defined in Section 2 will receive a financial benefit as shown in Table 3.

**Table 3) Payout details for Sell-Through (Resale) Deals.**

| Minimum Deal Size | Rebate % | | Incentive Calculation and Duration |
|---|---|---|---|
| US$100,000 Committed Contract Value | Approved Partner | 6% | • A Deal becomes eligible in the quarter invoicing begins<br>• Total Rebate payout will be split equally into 2 parts:<br>– Part 1: Paid upon initial invoicing. 50% of total incentive is paid up front based on Committed Contract Value with a maximum of US$125,000.<br>– Part 2: Partner will receive the second portion of the rebate quarterly in equal payments spread out over the term of the deal. |
| | Preferred Partner | 8% | |
| | Prestige Partner | 10% | |
| | USPS Deals | 7% | |
| | Land Deals | +2% | |

## 3.2 Payout limits

- A Partner can earn a maximum of US$250,000 (or currency equivalent) per Deal for this Incentive.
- Rebate on original Committed Contract Value only - Renewals, Capacity add and burst are not eligible to receive Incentives.
- The rebate percentage determined by partner and deal eligibility at the time of booking, will remain unchanged throughout the term.
- To continue to receive incentive payouts a deal must have invoiced bookings/consumption during the period to receive payout in that quarter.
- This Incentive is not stackable with other Incentives. In some countries and for USPS Deals, a maximum, aggregate rebate percentage payout per Deal applies, as referenced in the Appendix.
- NetApp reserves the right to recover any previously paid Keystone incentive or reward, by offsetting the amount owed against any amount payable to the Partner under this or any other NetApp reward, rebate, incentive, or Partner payment program at a prorated amount of the cancelled contract.

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# 4 Additional information



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## 4.1 Additional Keystone Disclaimer

Keystone incentive eligibility and benefits are determined based on the Keystone program rules in effect at the time of monthly consumption, invoicing, or billing activity. For multi-year Keystone transactions, incentive treatment may be updated in subsequent program years to align with the then-current Keystone incentive program. NetApp reserves the right to amend Keystone incentive terms at any time to bring prior or active transactions into alignment with current program rules. Incentive payments for any eligible Keystone transaction are subject to the applicable program cap and shall not exceed $250,000 over the total billable contract consumption term.

## 4.2 Calculation examples

| $1M Deal, Prestige Partner | $3M Deal, Prestige Partner |
|---|---|
| **3-year term:**<br>**$1M x 10% = $100K maximum payable**<br>Payout: 50% on initial bookings and remaining over term of deal<br>$100K x 50% = $50K on initial invoiced bookings (first quarter payment)<br>$50K ÷ 11 quarters (remaining term) = $4546 per quarter<br>**TOTAL = US$100K ($50K + $50K)** | **3-year term:**<br>**$3M x 10% = $300K = $250K maximum payable (program limits)**<br>Payout: 50% on initial bookings and remaining over term of deal<br>$250K x 50% = $125K on initial invoiced bookings (first quarter payment)<br>$125K ÷ 11 quarters (remaining term) = $11,364 per quarter<br>**TOTAL = US$250K ($125K + $125K)** |
| **5-year term:**<br>**$1M x 10% = $100K maximum payable**<br>Payout: 50% on initial bookings and remaining over term of deal<br>$100K x 50% = $50K on initial invoiced bookings (first quarter payment)<br>$50K ÷ 19 quarters (remaining term) = $2632 per quarter<br>**TOTAL = US$100K ($50K + $50K)** | **5-year term:**<br>**$3M x 10% = $300K = $250K maximum payable (program limits)**<br>Payout: 50% on initial bookings and remaining over term of deal<br>$250K x 50% = $125K on initial invoiced bookings (first quarter payment)<br>$125K ÷ 19 quarters (remaining term) = $6,579 per quarter<br>**TOTAL = US$250K ($125K + 125K)** |

# 5 Terms and conditions



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## 5.1 Program terms and conditions

- As used herein, "Partner Agreement" means the terms and conditions governing Partner's participation in NetApp Incentive benefits programs. This Incentive is governed by this NetApp Incentive Guide, as well as the NetApp Partner Sphere Program Guide and the Partner Agreement (hereinafter collectively, the "**Partner Agreement**").
- Partners must be in good standing with all applicable NetApp Partner Sphere requirements and comply with the NetApp Code of Conduct and NetApp's Anti-Bribery and Anti-Corruption Policy as described in this guide. To be eligible for the Incentive payment, the Partner must meet all Partner eligibility requirements (as described in the Incentive eligibility section of this guide).
- NetApp uses a build-to-order model to meet the specific needs of each end customer and therefore has a no-returns policy. A Partner's failure to obtain a valid, binding purchase order from their customer before Partner places an order with NetApp or with an Authorized Distributor may lead to forfeiture of rebates and possible termination of Partner's NetApp Partner Agreement.
- When NetApp financing or leasing is involved, a valid purchase order from NetApp Capital Solutions (NCS) or an NCS program funder is also required.
- NetApp reserves the right to cancel or amend these Incentives with 30 days' written notice.
- Participation in, and any product obtained through, a NetApp demonstration gear or evaluation program is not eligible for and will not count toward
(a) revenue credit for Partner Sphere tier qualifications and (b) any rebates or incentives.
- NetApp, at its sole discretion, reserves the right to exclude as eligible for Incentives individual orders with discounts that deviate from the standard discounts granted to the Partner purchasing directly from NetApp.
- To facilitate payment of Incentive benefits hereunder, Partner must provide all required information, including payment account information and supporting documentation, as requested by NetApp.

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## 5.1 Program terms and conditions (continued)

- Eligible Partners have 45 days after benefits have been issued by NetApp to dispute their final benefit amount. In no event may Eligible Partner initiate a dispute regarding their benefits more than 105 days following the Program Period. Disputes should be sent to partner@netapp.com to officially log a case for tracking purposes.
- In the event Partner (a) fails to remain in good standing with all applicable NetApp Partner Sphere requirements, or (b) fails to comply with the terms and conditions of this Incentive or any other incentive applicable to the same Deal, or (c) has breached the Partner Agreement and such breach remains uncured for a period of thirty (30) days (each a "**Disqualifying Event**"), then NetApp, at its option and discretion, may take one or more of the following actions:
  - Suspend or revoke the award of funding to the Partner under the applicable program/event/activity until the Partner cures the default (the suspension will not toll the time frame or period in which Partner must claim funding);
  - Reclaim any incorrect claims paid and the costs of an audit;
  - Exclude the partner from this Program;
  - Exclude the Partner from Partner Sphere or other applicable programs; or
  - Pursue any available remedies against such Partner.
- NetApp will notify an affected Partner, with respect to the above, via the Partner Hub and/or the NetApp Partner Incentive Tool.
- NetApp may amend or withdraw this Program in full or in part at any time. Any notice, if applicable, will be sent by email to the email address on record with NetApp at that time. Partner is solely responsible for ensuring that it keeps contact information on file with NetApp up to date. In addition, any notice of early termination of this Program will be published on the Partner Hub.

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# 5 Terms and conditions



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## 5.2 Terms of payment

- Incentive payments are calculated on Invoiced Bookings during the Earnings Period.
- Incentive payment occurs within 60 days after the close of the NetApp fiscal quarter.
- Partners must meet a minimum payout of US$500 (or currency equivalent) for all eligible Deals during the Earnings Period to receive financial benefits for this Incentive. This requirement does not apply to SPIFs.
- Payment of the Incentive follows the standard NetApp guidelines. For example, if the Partner is paid directly through NetApp today for other Incentives, the Partner will continue to be paid directly through the NetApp Employer Company pass-through option in SPIF opt-in.
- Payment of the Incentive is issued in the form of an electronic transfer or a credit note.
- Payment is made in the currency in which Partners transact business with NetApp or in U.S. dollars, as determined by NetApp. Eligible invoices booked must be free of any contingencies on the date of placing the order with NetApp or an Authorized Distributor. For purposes of this provision, the term "contingencies" means a right of return; payment terms that extend beyond the standard terms granted to the Partner; an order without a valid end-user purchase order or without some other legally binding confirmation that a valid end-user purchase order has been obtained; a future product order; or a circumstance similar to any of the foregoing.
- NetApp reserves the right to audit all Incentives. Any Partner orders or Deals that do not comply with NetApp's policies may be excluded from eligibility for the Incentives. NetApp's assessment of compliance and eligibility decisions are final.
- NetApp reserves the right to reclaim erroneous payments made to Partner, including those caused by incorrect claims and overpayments. If NetApp finds an overpayment under this Program, NetApp will notify partner, setting forth in reasonable detail the amount and actions to be taken to recover the overpayment. NetApp may, among other remedies, require immediate repayment or apply any overpayment against future Incentive Program benefit amounts, credits, or refunds due to the Partner under this Program until the overpayment is recovered in full, provided that if the overpayment remains outstanding after 30 days after notice, NetApp may require immediate repayment. When doing so, NetApp will hold all future payments until all monies have been recovered. All amounts payable are due in U.S. dollars, unless otherwise stated. If Partner, in good faith, disputes amounts due, partner's exclusive remedy is to request adjustment by providing NetApp written notice of the dispute, no later than ten (10) days after receipt of NetApp's notice, with Partner's notice specifying the reasons for such dispute, and the parties shall negotiate in good faith to resolve the dispute as soon as reasonably practicable, but no later than thirty (30) days after the date of NetApp's notice. Any charges not disputed by Partner within such 10-day period will be deemed conclusively accepted by Partner. Partner is responsible for any fees and costs (including reasonable attorneys' fees, court costs, and collection agency fees) incurred by NetApp in enforcing collection of fees. In the event of any calculation/payment dispute, NetApp's decisions are final and binding.

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# 5 Terms and conditions



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## 5.2 Terms of payment (continued)

- If NetApp is unable to successfully deliver the Incentive benefit payment to Partner within nine (9) months of the close of the NetApp fiscal quarter, due to incorrect or incomplete contact, payment account, or other relevant information on record with NetApp, Partner will be deemed to have forfeited the Incentive benefit payment amount, and NetApp shall not be responsible for forfeiture of such benefits by Partner.
- This incentives is not stackable with other Incentives. in some countries and for U.S. Public Sector **("USPS")** Deals, a maximum, aggregate rebate percentage payout per Deal applies:
  - In some countries, the maximum, aggregate payout per Deal cannot exceed 10% of the value of the Deal.
  - For USPS Deals, the maximum, aggregate payout per Deal cannot exceed 7% of the value of the Deal.
  - The Appendix provides details about each sales geography

# 6 NetApp policies



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## 6.1 Anti-Bribery and Anti-Corruption Policy

NetApp's policy is to conduct its business activities in compliance with applicable anti-bribery and anti-corruption laws, including the U.S. Foreign Corrupt Practices Act (FCPA) and other applicable anti-bribery and anti-corruption laws in countries where NetApp conducts business.

NetApp employees or third parties such as NetApp Partners shall not give, offer, promise, authorize, or accept directly or indirectly anything of value in exchange for obtaining or retaining business or an improper advantage. NetApp and its employees can be held criminally liable for payments to third parties such as distributors, resellers, vendors, or other representatives if the person knew or should have known that the payments will be used by the third party, in whole or in part, to make an improper payment to a U.S. Government Official, a non-U.S. Government Official, or a private person.

Consequently, NetApp's Partners must comply with all applicable anti-bribery and anti-corruption laws and with their obligations as stated in the underlying Partner Agreement between NetApp and the Partner. Therefore, nothing of value (including, but not limited to, gifts, entertainment, or travel) should be offered or provided to third parties, such as actual or prospective customers or others, that is related to any transaction involving NetApp and that is intended to encourage a person to perform their functions improperly or to reward the person for having done so.

→ View the NetApp Anti-Bribery and Anti-Corruption Policy

## 6.2 Privacy Policy

The Partner acknowledges that for the execution of this Incentive, it is necessary for NetApp and the third parties which NetApp engages for operating the Incentive to collect and process certain personal data about the Partner and the Partner's customer.

NetApp is committed to complying with all applicable data privacy and data protection legislation. NetApp demands the same from the third parties whom NetApp engages for operating this incentive.

Personal information will be used only for operating this incentive and will not be used or shared and transferred to third parties for other purposes unless the Partner has explicitly provided consent that their information may also be used for other designated purposes.

# 7 Resources



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→ **Partner Program Team**

→ **Partner Incentives**

→ **Partner Sphere Program**

## About NetApp

For more than three decades, NetApp has helped the world's leading organizations navigate change—from the rise of enterprise storage to the intelligent era defined by data and AI. Today, NetApp is the Intelligent Data Infrastructure company, helping customers turn data into a catalyst for innovation, resilience, and growth. At the heart of that infrastructure is the NetApp data platform—the unified, enterprise-grade, intelligent foundation that connects, protects, and activates data across every cloud, workload, and environment. Built on the proven power of NetApp ONTAP, our leading data management software and OS, and enhanced by automation through the AI Data Engine and AFX, it delivers observability, resilience, and intelligence at scale. Disaggregated by design, the NetApp data platform separates storage, services, and control so enterprises can modernize faster, scale efficiently, and innovate without lock-in. As the only enterprise storage platform natively embedded in the world's largest clouds, it gives organizations the freedom to run any workload anywhere with consistent performance, governance, and protection. With NetApp, data is always ready—ready to defend against threats, ready to power AI, and ready to drive the next breakthrough. That's why the world's most forward-thinking enterprises trust NetApp to turn intelligence into advantage.

Learn more at www.netapp.com or follow us on X, LinkedIn, Facebook, and Instagram.

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# 8 APPENDIX

# 8.1 Key definitions: A–K



| Term | Description |
|---|---|
| **Bookings** | Bookings are defined as orders that are placed for offerings from the NetApp price list, including hardware, software, services, subscriptions, and Renewals. Bookings must be placed with NetApp directly and be free of any contingencies on the date that the order is placed at NetApp. The booked date and the invoice date for products and services are not necessarily on the same day. Bookings (based on the booked date) are used to assess the achievement of Program rebate goals; they are not used to determine rebate payments. For purposes of this provision, the term contingencies means a right of return; payment terms that extend beyond the standard terms granted to the Partner; an order without a valid end-user purchase order or without some other legally binding confirmation that a valid end-user purchase order has been obtained; a future product order; or a circumstance like any of the foregoing. |
| **Committed Contract Value** | Committed Contract Value (CCV) is the total revenue a company expects to earn from a customer contract over the term of the initial contract. |
| **Deal** | One or more qualified sales orders, associated with a single customer opportunity, for which the submitting Partner has been awarded the NetApp Deal registration. The Partner may not split purchase orders into multiple opportunities to claim multiple Incentives for the same Deal or to avoid Incentive payout caps. |
| **Distribution Partner or Distributor** | An entity authorized by NetApp to distribute NetApp products and services through authorized NetApp Partners. |
| **End customer** | Entity purchasing NetApp Products and/or Services for its own use and not for Resale. |
| **Expand** | Customers that are identified, in accordance with NetApp policy, as having existing adoption of NetApp solutions with clear potential to grow, where there is demonstrated opportunity to increase usage, broaden solution deployment, or expand the overall NetApp footprint within the customer environment. |
| **Good standing** | A Partner who, in NetApp's judgment, is in compliance with (a) the Program Terms and (b) all the requirements of the NetApp Integrity and Compliance policies (for example, cooperation with NetApp's due diligence, investigation processes, and/or remediation and compliance training requirements). |
| **Incentive payment cap** | Maximum payout per Deal that is allowed for Deal-based Incentives. |
| **Incentive period** | The timeframe during which an incentive is in effect and performance is measured against predetermined goals. |
| **Influence** | Partners promote, recommend, and influence end customers to work with NetApp and/or other Partners. |
| **Invoiced Bookings** | Invoiced Bookings are Bookings for which NetApp has submitted an invoice to the Distributor or Partner based on the Bill-To Party on the booked order. Further, an Invoiced Booking has a shipment, or scheduled ship date, for the applicable order. |

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# 8.2 Key definitions: L–Z



| Term | Description |
|---|---|
| **Land** | Customers that are identified, in accordance with NetApp policy, as new to NetApp hybrid cloud solutions or having limited historical engagement with NetApp, typically characterized by initial or pilot-level adoption and a minimal deployed footprint. |
| **NetApp Keystone® storage as a service** | NetApp's proprietary data storage capacity, paid for by end users on a consumption basis. |
| **Own Use** | Any transaction where the End Customer of Record is the same as or a member of the Reseller or Service Provider group, and the End Customer Usage field in the opportunity indicates 'Own Use.' |
| **Partner Sphere** | This NetApp Partner Program uses a Partner-first approach to drive digital transformation and to deliver customer value through successful business outcomes. Partner Sphere differentiates, enables, recognizes, and rewards Partners with the capabilities to deliver those customer outcomes. |
| **Products** | Collectively, hardware, software, and third-party branded products. |
| **Professional Services** | Consulting, installation, implementation, and other services that are not Support Services, to be provided by or on behalf of NetApp. |
| **Program** | Refers to the Partner Incentive Program and may also be referred to as the "Incentive," "Sales Performance Incentive Fund (SPIF)," or "Promotion" in the Partner Incentive Guide. |
| **Program Terms** | Collectively, the terms and conditions governing Partner's Resale of NetApp Products and Services and/or participation in NetApp Incentive benefits, this NetApp Incentive Guide and the NetApp Partner Sphere Program Guide. |
| **Revenue** | Revenue is another term that is used for Invoiced Bookings. |
| **Resale** | Resale of NetApp Products and/or Services to an End Customer, where the End Customer of Record is not the same as, or affiliated with, the reselling Partner. |
| **Service Provider** | Own Use purchase of NetApp Products and/or Services by Partner to build its infrastructure as a service to sell to its end customers. |
| **Services** | Collectively, NetApp cloud services, Keystone storage as a service, Support Services, and/or Professional Services. |
| **Third-party branded products or third-party branded services** | Any hardware ("third-party branded hardware") or software ("third-party branded software") or services ("third-party branded services") that are manufactured, developed, licensed, or otherwise provided by a third party and resold by NetApp under the third party's brand name for use in conjunction with hardware and software. |
| **Total Contract Value (TCV)** | Total Contract Value (TCV) is the total revenue a company expects to earn from a customer contract over its entire duration, including all recurring and one-time fees. |

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# 8.3 Countries by geo and zone



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## North America

**Zone 1:** United States **Zone 2:** Canada **Zone 3:** U.S. Public Sector

## Latin America

**Zone 1:** Brazil, Mexico **Zone 2:** Argentina, Chile, Colombia

**Zone 3:** Antigua and Barbuda, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Bonaire, Cayman Islands, Costa Rica, Curaçao, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Nicaragua, Panama, Paraguay, Peru, Puerto Rico, Saint Barthélemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, Saint Vincent and the Grenadines, Sint Eustatius and Saba, Sint Maarten (Dutch part), Suriname, Trinidad and Tobago, Uruguay, Venezuela

## EMEA

**Zone 1:** France (includes Martinique), Germany, United Kingdom

**Zone 2:** Israel, The Netherlands

**Zone 3:** Andorra, Austria, Belgium, Gibraltar, Guernsey, Ireland, Isle of Man, Italy, Jersey, Liechtenstein, Luxembourg, Monaco, Norway, San Marino, Saudi Arabia, South Africa, Spain, Svalbard and Jan Mayen, Sweden, Switzerland, United Arab Emirates, Vatican City State (Holy See)

**Zone 4:** Åland Islands, Armenia, Bahrain, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, Georgia, Greece, Greenland, Hungary, Iceland, Jordan, Kuwait, Latvia, Lithuania, Montenegro, Morocco, Oman, Poland, Portugal, Qatar, Republic of Türkiye, Romania, Slovakia, Slovenia

**Zone 5:** Afghanistan, Albania, Algeria, Angola, Azerbaijan, Benin, Bosnia-Herzegovina, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Côte d'Ivoire, Democratic Republic of Congo, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Iraq, Kazakhstan, Kenya, Kingdom of Eswatini, Kosovo, Kyrgyzstan, Lebanon, Lesotho, Liberia, Libyan Arab Jamahiriya, Republic of Moldova, Republic of North Macedonia, Madagascar, Malawi, Mali, Malta, Mauritania, Mauritius, Montenegro, Mozambique, Namibia, Niger, Nigeria, Palestinian Territories, Pakistan, Republic of Congo, Réunion, Rwanda, São Tomé and Príncipe, Senegal, Serbia, Seychelles, Sierra Leone, Somalia, Sudan, Swaziland, Tajikistan, United Republic of Tanzania, Togo, Tunisia, Turkmenistan, Uganda, Ukraine, Uzbekistan, Yemen, Zambia, Zimbabwe

## APAC

**Zone 1:** Japan **Zone 2:** Australia **Zone 3:** Hong Kong, India, Macau, Malaysia, New Zealand, Singapore, Republic of Korea, Taiwan

**Zone 4:** Bangladesh, Bhutan, Brunei Darussalam, Cambodia, Fiji, Indonesia, Laos, Maldives, Mongolia, Myanmar, Nepal, Papua New Guinea, New Caledonia, Philippines, Samoa, Solomon Islands, Sri Lanka, Thailand, Timor-Leste, Vietnam

# 8.4 Incentive payment caps by geo and country



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An Incentive payment cap means that the total payout per Deal for Deal-based Incentives cannot exceed the country's stated Incentive cap (for example, 10%) for the value of the Deal.

Incentive payment caps apply to countries as shown in Table 3.

**Table 3) Incentive payment caps by geo and country.**

| Geo | Countries | Cap |
|---|---|---|
| **North America** | U.S. Public Sector (USPS) | 7% |
| **EMEA** | Afghanistan, Albania, Algeria, Angola, Armenia, Azerbaijan, Bahrain, Benin, Bosnia-Herzegovina, Bulgaria, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Comoros, Côte d'Ivoire, Croatia, Democratic Republic of Congo, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Greece, Guinea, Guinea-Bissau, Hungary, Iraq, Jordan, Kazakhstan, Kenya, Kingdom of Eswatini, Kosovo, Kuwait, Kyrgyzstan, Lebanon, Lesotho, Liberia, Libyan Arab Jamahiriya, Macedonia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Republic of Moldova, Montenegro, Morocco, Mozambique, Namibia, Niger, Nigeria, Palestinian Territories, Oman, Pakistan, Republic of Türkiye, Réunion, Romania, São Tomé and Príncipe, Senegal, Serbia, Sierra Leone, Somalia, Sudan, Swaziland, Tajikistan, Togo, Tunisia, Turkmenistan, Uganda, Ukraine, United Republic of Tanzania, Uzbekistan, Yemen, Zambia, Zimbabwe | 10% |
| **APAC** | Bangladesh, Brunei Darussalam, Cambodia, India, Indonesia, Laos, Maldives, Mongolia, Myanmar, Nepal, New Caledonia, Papua New Guinea, Philippines, Samoa, Solomon Islands, Sri Lanka, Thailand, Timor-Leste, Vietnam | 10% |
| **Latin America** | Antigua and Barbuda, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Bonaire, Brazil, Cayman Islands, Columbia, Costa Rica, Curaçao, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guadeloupe, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Puerto Rico, Saint Barthélemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, Saint Vincent and the Grenadines, Sint Eustatius and Saba, Sint Maarten (Dutch part), Suriname, Trinidad and Tobago, Venezuela | 10% |

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