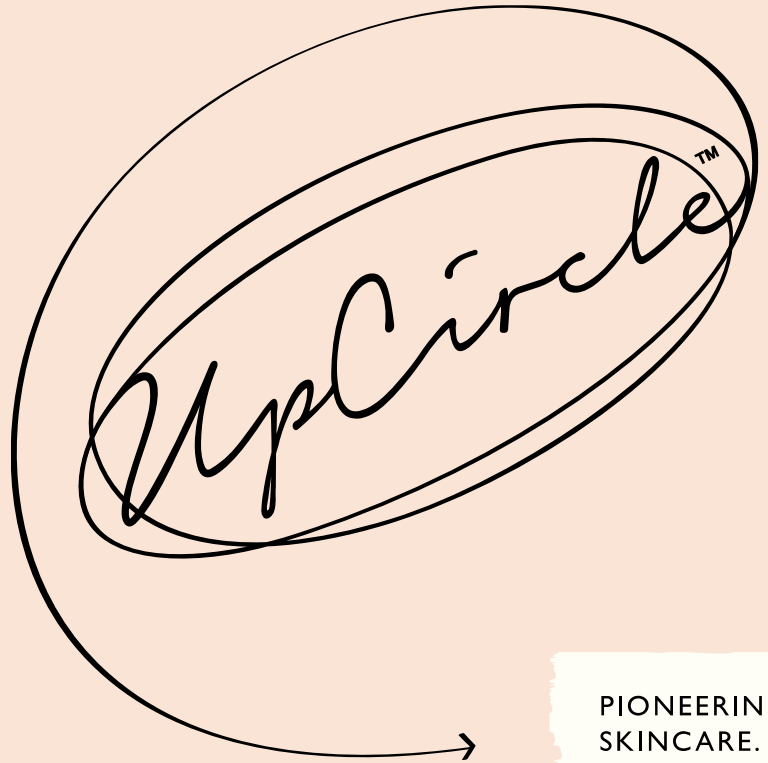


# BULK ORDERING GUIDE



PIONEERING  
SKINCARE.  
REGENERATIVE  
BY DESIGN.



## INGREDIENT SUSTAINABILITY

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- ✓ Over 400 tonnes of used Arabica coffee grounds diverted from landfill and transformed into our body and face scrubs
- ✓ Coffee Oil equivalent to 125 tonnes of used coffee grounds extracted and used in our face serum
- ✓ 375kg of brewed chai spices infused into our natural & organic soap bars
- ✓ The residual water of 20,000 mandarin oranges upcycled into our Toner in the first three months of sale.
- ✓ Each batch of eye cream uses the extract of the leftover bark from approximately 1 red maple tree
- ✓ Our body cream rescued approximately 90,000 date seeds from being discarded in the first three months of sale.
- ✓ Natural and organic formulations certified by Soil Association and COSMOS
- ✓ Fully recyclable packaging, 100% vegan and cruelty-free ingredients, all skincare products made in the UK

# HOW IT WORKS

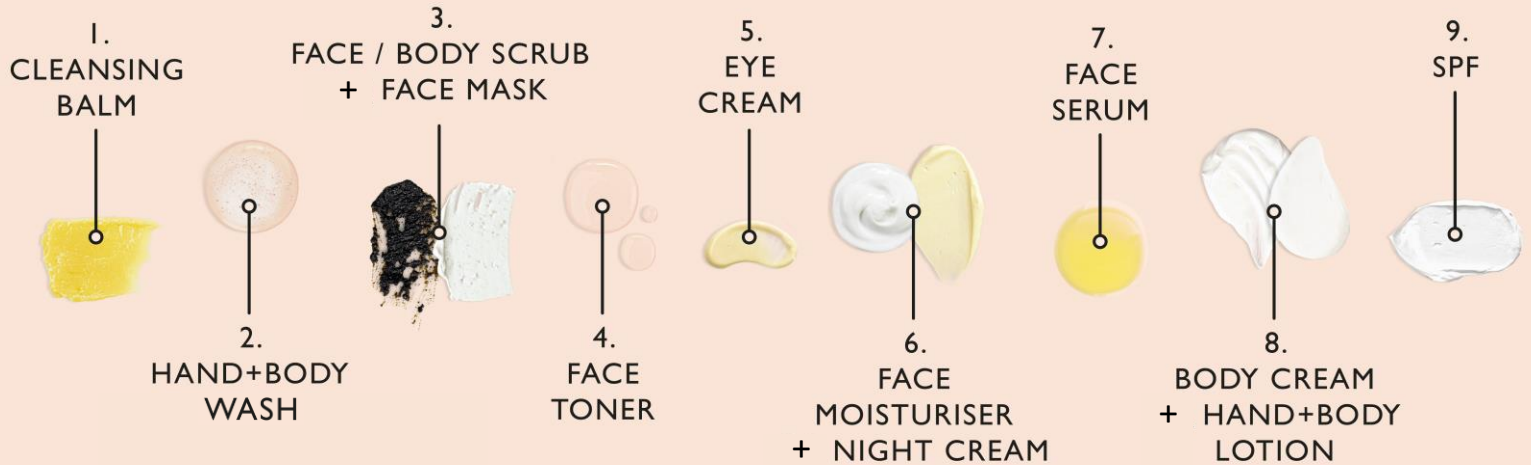
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- We are proud of our sustainability credentials and commitment to the circular economy. We do all we can to minimise waste not only through our by-product ingredient formulations but also with reusable packaging schemes.
- We offer a selection of our best-selling products by kilogram (KG). These are supplied in glass Kilner jars which can be aesthetically merchandised in your zero-waste refill store. Most stores also sell the products offered as refills in their original packaging too. The idea being that your customers can come back when they've used up their first jar, and refill it in store!
- Each Kilner jar holds 1kg. The Hand Wash comes in a 5kg jerry can.

# PRODUCTS AVAILABLE IN BULK

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Shown in recommended order of use.

# PRICING

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## Citrus Face Scrub

- Price per kilo (ex-VAT): £30

## Cleansing Face Balm

- Price per kilo (ex-VAT): £117

## Face Moisturiser

- Price per kilo (ex-VAT): £101

## Night Cream

- Price per kilo (ex-VAT): £95

## Face Mask

- Price per kilo (ex-VAT): £126

## Body Cream

- Price per kilo (ex-VAT): £75

## Face Serum


- Price per litre (ex-VAT): £160

## Face Toner

- Price per litre (ex-VAT): £55

## Eye Cream

- Price per kg (ex-VAT): £350



Please return your empty kilner jars to us and we will refill for your next order! Replacement jars are available for £3.50 (ex-VAT).

## SPF25 Mineral Sunscreen

- Price per kg (ex-VAT): £140

## Lemongrass Body Scrub

- Price per kilo (ex-VAT): £27

## Hand + Body Wash

- Price per 5 litres (ex-VAT): £80

## Hand + Body Lotion

- Price per 5 litres (ex-VAT): £90

# PRICING BREAKDOWN

Product	Weight (kg)	Price per KG (ex VAT)	Volume ml (normal packaged product)	Units of product per kg	Price per unit (in bulk)	Price per unit (Packaged)	Saving
Lemongrass Body Scrub	1.00	27.0	200	5	5.94	8.12	27%
Citrus Face Scrub	1.00	30.0	100	10	3.00	7.24	59%
Cleansing Face Balm	1.00	117.0	50	20	5.85	10.29	43%
Face Moisturiser	1.00	101.0	50	20	5.05	10.29	51%
SPF 25 Mineral Sunscreen	1.00	140.0	60	14	10.29	20.83	51%
Clarifying Face Mask	1.00	126.0	60	17	7.56	10.29	27%
Hand + Body Wash	5.00	16.0	250	4	3.88	7.04	45%
Hand + Body Lotion	5.00	18.00	250	4	4.50	8.12	45%
Body Cream	1.00	75.0	125	8	9.38	13.54	31%
Serum	1.00	160.0	30	33	4.80	8.12	41%
Face Toner	1.00	55.0	100	10	5.50	9.74	44%
Eye Cream	1.00	350.0	10	100	3.50	8.12	57%

## Example:

- Face Balm costs £117 / kg in bulk.
- We sell 50ml “packaged” Face Balms for £10.29 + VAT wholesale.
- 50ml of balm is equivalent to 48g, therefore you get the equivalent of ~20 50ml balms in 1kg of bulk.
- The bulk price per unit is  $£117/20 = £5.85$ , which is a 43% saving versus the 50ml price of £10.29 + VAT

# RETURN SCHEME

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Please return your Kilner jars to us when empty and we will refill for your next order.

Let us know what you will be returning and we will provide a label for your shipment.

We will refill your Kilner jars and send them back out to you (standard shipping rates will apply).

If you need extra or replacement Kilner jars then those can be purchased at £3.50 (ex-VAT) per unit.



# CONDITIONS OF SALE

- MINIMUM ORDER VALUE: £150
- DISCOUNTS: 5% ON ORDERS OVER £1,500, 7.5% OVER £2,500, 10% OVER £5,000.
- FREE SHIPPING (WITHIN UK): ON ORDERS OVER £500 (EX-VAT)
- LEAD TIME: ORDERS DISPATCHED WITHIN 1-2 WORKING DAYS OF PAYMENT.
  
- 3<sup>RD</sup> PARTY PLATFORMS: STRICTLY NO SALE OF UPCIRCLE GOODS ON ANY 3<sup>RD</sup>-PARTY PLATFORMS INCLUDING (AND NOT LIMITED TO) AMAZON, EBAY OR ETSY UNDER ANY CIRCUMSTANCES.
- DISTRIBUTION: NOT FOR RESALE WITHOUT EXPRESS PRIOR PERMISSION.
- CONTENT: DO NOT COPY OUR WEBSITE COPY OR PRODUCT DESCRIPTIONS – IT IS VERY IMPORTANT FOR SEO REASONS THAT YOU CREATE YOUR OWN. IMAGERY AVAILABLE ON REQUEST.



# ON SHELF!



PIONEERING  
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REGENERATIVE  
BY DESIGN.

Reused,  
repurposed,  
reloved.

## Get Social



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