

ADJUSTMENT TO MARKETPLACE COMMISSIONS

Updated 15th June 2022



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01

ADJUSTMENT OF MARKETPLACE COMMISSION FEES

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ADJUSTMENT OF MARKETPLACE COMMISSION FEES

- To allow us to better contribute and grow our e-commerce ecosystem, we will introduce new value-added features and services that will help to champion your store success
- We will be adjusting the marketplace commission fee to **2% on orders placed from 18th July 2022 onwards**
- This adjustment only impacts local Marketplace Sellers (i.e., Non-LazMall sellers)
- The above commission fee will not affect sellers under the incubation program. For ***90 Days**, new **sellers** will continue to enjoy 0% Commission.

*From day of registration as Lazada Seller or when account is created

02

HOW IS COMMISSION FEE CALCULATED

HOW IS COMMISSION FEE CALCULATED

Commission Fee (2%) is charged based on price of the product after deducting Seller Sponsored Promotions (Flexi Combo & Vouchers)

Commission Fee will only be charged if the order status has been changed to "Delivered"



PROMOTIONS & DISCOUNTS NOT INCLUDED

The following promotions and discounts are not included in the Base Fee for Commission Fee:

- Lazada Vouchers
- Lazada Bank Vouchers
- Lazada Free Shipping Vouchers
- LazCoins
- Lazada Bonus
- Buyer paid shipping fee
- Seller's shipping fee promotion

HOW COMMISSION FEE IS CALCULATED

Scenario A: Seller A has Flexi Combo Discount (\$5) and seller Voucher (\$10)

As both promotion mechanics are created by sellers, it will then reduce the base price of the product

	Amount (SGD)
Product price (before seller & Lazada Discounts)	\$120
Minus seller Voucher	\$10
Minus seller Flexi Combo	\$5
Subtotal (base price for Commission Fee)	\$105
Commissions Fee @ 2.14% (incl. 8% GST)	<u>\$2.25</u>

DIFFERENCE BETWEEN PAYMENT FEE & COMMISSION FEE?

- Marketplace sellers are still liable for Payment Fee
- Payment Fee is the handling fee that Lazada charges on every successful transaction made through all form of payments on Lazada
 - Credit Card/Installment Plan
 - Debit Card
 - PayLah
 - Singtel Dash
- Payment Fee is 2% (before GST) of the final payment amount, inclusive of shipping fee made by buyer, deduction of any Lazada Voucher (platform/bank) or discount mechanic (Lazada Bonus/LazCoins)

HOW FINAL TAKEAWAY IS CALCULATED

Scenario B: Seller A has Flexi Combo discount (\$5) and seller Voucher (\$10)

Shopper has also redeemed a Lazada Voucher (\$10) as well as Lazada Bonus (\$6 off every \$60)

Order Summary	Amount (SGD)
Product price (before seller & Lazada Discounts)	\$120
Minus seller Voucher	\$10
Minus seller Flexi Combo	\$5
Subtotal (base price for Commission Fee)	\$105
Commissions Fee @ 2.14% (incl. 8% GST)	\$2.25
Minus Lazada Voucher	\$10
Minus Lazada Bonus (50% Co-fund)	\$12
Payment Fee @ 2.14% (Incl. 8% GST)	\$1.77
Final order price	<u>\$78.98</u>

Note: Payment is based on 2.14% x \$83 = \$1.77

Seller Takeaway	Amount (SGD)
Product price (before seller & Lazada Discounts)	\$120
Minus seller Voucher	\$10
Minus seller Flexi Combo	\$5
Subtotal (base price for Commission Fee)	\$105
Commissions Fee @ 2.14% (incl. 8% GST)	\$2.25
Minus Lazada Bonus (50% Co-fund)	\$6
Payment Fee @ 2.14% (incl. 8% GST)	\$1.77
Final take away	<u>\$94.98</u>

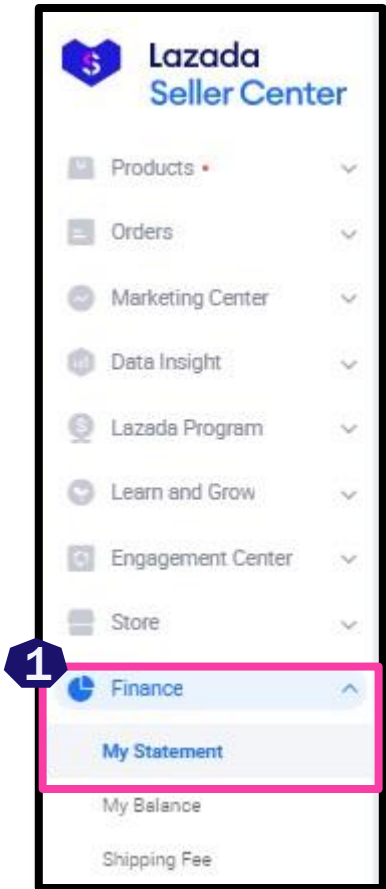
Note: Lazada Vouchers will be reimbursed to sellers

03

HOW TO VIEW COMMISSION CHARGES

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WHERE TO VIEW COMMISSION CHARGES



1. Go to Finance > My Statement

My Statement Back to old version

Statement Overview **Order Overview** Transaction Overview

Tell us how we can improve your payment experiences. [Click here to feedback](#)

Settlement Overview

Open SGD 06 Jun 2022 - 12 Jun 2022	Settlement in Progress SGD 30 May 2022 - 05 Jun 2022 and more	Recent Settlement SGD 14 Jun 2021 - 20 Jun 2021
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Payee Account: ****4008 Citibank NA [Manage Account](#)

Statement List

Settlement Status: Statement Period: [Search](#) [Reset](#)

Statement Number	Statement Period	Fee Type	Amount	Total Amount	Settlement Status	Action
SG116XZ-2022-023	06 Jun 2022 - 12 Jun 2022	Sales Lazada Fees			Open	Download
SG116XZ-2022-022	30 May 2022 - 05 Jun 2022	Sales Lazada Fees			Settlement in Progress	
SG116XZ-2022-021	23 May 2022 - 29 May 2022	Sales Lazada Fees			Settlement in Progress	

Transaction Details (excel)
Transaction Details (csv)
LAZADA Invoice

Sellers can find information regarding their Commissions via the following channels

1. Finance > My Statement
2. Statement Overview
3. Order Overview
4. Transaction Overview
5. Lazada Invoice

WHERE TO VIEW COMMISSION CHARGES - STATEMENT SUMMARY

- Weekly overall commission cost can be found in the Statement Summary

Settlement Overview Download

Fee Type	Fee Name	Fee Amount
	Opening Balance	0.00
Sales	Item Price Credit Subtotal	
Logistics	Shipping Fee (Paid By Customer) Shipping Fee Voucher (by Lazada) Shipping Fee Paid by Seller Subtotal	
Marketing Fees	Promotional Charges Vouchers Lazcoin discount Sponsored Affiliates LCP Fee Subtotal	
Lazada Fees	Lazada Bonus - LZD co-fund Payment Fee Lazada Bonus Commission Subtotal	-97.15
	Closing Balance	
	Settlement Amount	SGD 1,440.66


WHERE TO VIEW COMMISSION CHARGES - ORDER OVERVIEW

- Individual order details are available on Order Overview
- Sellers may download the Excel file to view the commission charged if the order is already delivered
- Sellers can also refer to the Order Summary at order level to view the commissions

Order Date	Order Item Id	Unit Price	Commission	Payment Fee	Customer Shipping Fee
Jun 05 2022 17:18:40	78781672490254				
Jun 02 2022 16:47:53	78658061030907	59.90	3.21	-1.35	3.19
Jun 02 2022 16:47:53	78658061130907				
May 29 2022 08:08:11	78457616848865	59.90	2.94	-1.21	1.49
May 30 2022 21:32:59	78544892772490	8.00	-0.39	-0.15	
May 30 2022 21:32:59	78544892872490	15.00	0.73	-0.29	
May 30 2022 21:32:59	78544892972490	8.90	0.43	-0.17	
May 29 2022 12:36:37	78465836679145				
Jun 05 2022 13:30:05	78801209451729				
Jun 05 2022 13:30:05	78801209551729				
May 30 2022 00:49:09	78508609715791	56.90	2.74	-1.13	2.00
Jun 02 2022 18:25:47	79353111795620	9.90	0.54	-0.25	1.49
May 31 2022 22:44:11	78591832168818	59.90	3.21	-1.36	3.49
Jun 04 2022 15:34:25	78753225607409				
Jun 04 2022 15:34:25	78753225707409				
Jun 03 2022 23:40:46	79354573918476				
May 29 2022 15:48:16	78466057858239	59.90	2.94	-1.21	1.50
Jun 01 2022 12:05:34	79238161999155	21.90	1.18	-0.50	1.49
May 29 2022 09:20:27	79103591574232	12.90	0.62	-0.30	2.16
May 29 2022 09:20:27	79103591674232	12.90	0.62	-0.30	2.16
May 29 2022 09:20:27	79103591774232	12.90	0.62	-0.30	2.17
Jun 02 2022 20:45:04	78705405066007	14.80	0.79	-0.35	1.49
May 30 2022 11:10:34	79183531734157	18.90	1.02	-0.44	1.49

Order Number: 76366935699372 Create Time: 07 Apr 2022 13:35

Delivered Package 1 (1 Item)


Item	Retail Price	Paid Amount	Delivery Type	Warehouse Type	Status
 White Magic Mini Blind Duster Color: Grey Seller SKU: WMMFBD Expect Delivery Time: 11 Apr 2022 ~ 13 Apr 2022 Order Line ID: 76366935799372 Item ID: 158489299 Allow Return	₹ 9.90	₹ 11.09	Standard	dropshipping	Delivered

Promotions ID: 91471123672202 Provider: SponsorType-seller Discount: ₹ 0.30

Tracking Number: NLSGD25074408

My Payment Information

Detail

Item	Retail Price	Paid Amount	Received Amount
 White Magic Mini Blind Duster Seller SKU: WMMFBD Order Line ID: 76366935799372	₹ 9.90	₹ 11.09	₹ 7.34

Summary

LCP Fee	₹ -0.26
Commission	₹ -0.51
Lazcoin discount	₹ -0.3
Payment Fee	₹ -0.24
Shipping Fee Paid by Seller	₹ -2.74
Shipping Fee (Paid By Customer)	₹ 1.49
Item Price Credit	₹ 9.9
Grand Total	₹ 7.34

WHERE TO VIEW COMMISSION CHARGES - TRANSACTION OVERVIEW

- Seller can also refer to all Commission transactions that has been charged
- They can view it from Transaction Overview or download it in Excel and filter to "Fee Name", "Commission"

My Statement Back to old version

Statement Overview Order Overview **Transaction Overview**

Tell us how we can improve your payment experiences. [Click here to feedback](#)

Transaction List

Transaction Date: 2022-05-30 - 2022-06-06 Order Number: Fee Type:

Total Amount: Revenue: Deductions:

Transaction Date	Transaction Type	Transaction Number	Order Number	Order Item ID	Item Name	Comment	Amount	Statement Period
06 Jun 2022	Payment Fee	79341986865197	79341986865197	79341986865197	[Not For Sale] [Burger King] \$5 Cash Voucher...		-0.11	06 Jun 2022 - 12 Jun 2022
06 Jun 2022	Item Price Credit	79341986865197	79341986865197	79341986865197	[Not For Sale] [Burger King] \$5 Cash Voucher...		5.00	06 Jun 2022 - 12 Jun 2022

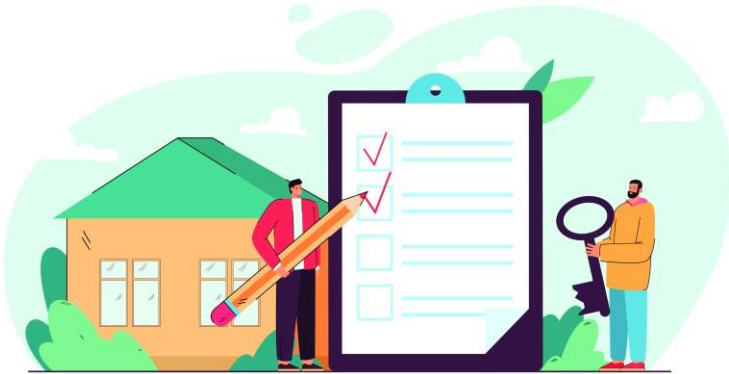
Excel Screenshot showing a list of transactions with columns: Transaction Date, Transaction Type, Fee Name, Transaction Number, Details, Seller SKU, Lazada SKU, Amount, VAT in Amount.

Transaction Date	Transaction Type	Fee Name	Transaction Number	Details	Seller SKU	Lazada SKU	Amount	VAT in Amount
04-Jun-2022	Orders-Lazada Fees	Commission					-0.54	0.04
04-Jun-2022	Orders-Lazada Fees	Commission					-3.21	0.21
04-Jun-2022	Orders-Lazada Fees	Commission					-0.79	0.05
03-Jun-2022	Orders-Lazada Fees	Commission					-1.18	0.08
02-Jun-2022	Orders-Lazada Fees	Commission					-2.74	0.18
02-Jun-2022	Orders-Lazada Fees	Commission					-3.21	0.21
01-Jun-2022	Orders-Lazada Fees	Commission					-0.43	0.03
01-Jun-2022	Orders-Lazada Fees	Commission					-0.73	0.05
01-Jun-2022	Orders-Lazada Fees	Commission					-0.39	0.03
01-Jun-2022	Orders-Lazada Fees	Commission					-1.02	0.07
31-May-2022	Orders-Lazada Fees	Commission					-2.94	0.19
31-May-2022	Orders-Lazada Fees	Commission					-0.47	0.03
31-May-2022	Orders-Lazada Fees	Commission					-0.83	0.05
31-May-2022	Orders-Lazada Fees	Commission					-0.62	0.04
31-May-2022	Orders-Lazada Fees	Commission					-0.62	0.04
31-May-2022	Orders-Lazada Fees	Commission					-0.62	0.04
31-May-2022	Orders-Lazada Fees	Commission					-1.88	0.12
31-May-2022	Orders-Lazada Fees	Commission					-2.94	0.19
31-May-2022	Orders-Lazada Fees	Commission					-3.05	0.20
31-May-2022	Orders-Lazada Fees	Commission					-2.94	0.19

04

RECOMMENDATION FOR SELLERS

PREPARING FOR CHANGE



Understand the changes and make calculated decisions based on the different charges that impacts your margins



Create Flexi Combo or Vouchers to allow shoppers to basket build their order on a daily basis



Join Lazada Programs to differentiate yourself from competition; Cashback, Free Shipping Max and Preferred Seller Program*

*Open to applicable sellers only

SUMMARY

- Marketplace Commission Fee will be adjusted to **2% on orders placed from 18th July 2022 onwards**
- Commission Fee (2%) is charged based on price of the product after deducting Seller Sponsored Promotions (Flexi Combo & Vouchers)
- On top of the Commission Fee, Marketplace sellers are **still liable for Payment Fee (2%)**. They are **both different fees**
- Sellers can view all information regarding their Commissions at Seller Center > Finance > My Statement

