

**2022 KIDS POST-HOLIDAY MARKDOWN PROMOTION OPTION B- US**

Hachette Book Group announces a promotional offer on the listed titles, effective 12/26/22. Hachette Book Group will credit retailers selling copies of the titles listed below at the suggested retail price or less for each time span, for a maximum of 17 days total within the promotional window, which runs through the end of January 2023. In order to qualify for this credit, physical retailers must promote all listed titles in a designated store location together at the suggested prices. The promotional price must be called out on the books themselves or with signage indicating the new sale price. Internet retailers must feature both books prominently on their corporate retail home page at the corresponding discounted prices for a maximum of 17 days within the promotional window to participate in this offer. This offer is open to all US accounts that purchased on a returnable basis directly from HBG, or via a wholesaler**,** who would like to participate in this offer. US accounts may choose to participate in one post-holiday markdown offer (Option A or B) but may not claim credit for multiple offers.

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| **ISBN** | **TITLE** | **ON-SALE DATE** | **PRICE** | **Suggested Retail Price Days 1-5** | **Credit Per Copy Sold Days 1-5** | **Suggested Retail Price Days 6-14** | **Credit Per Copy Sold Days 6-14** | **Suggested Retail Price Days 15-17** | **Credit Per Copy Sold Days 15-17** |
| 9780762461257 | ABCs of Christmas BB | 9/27/2016 | $7.95 | $3.98 | $1.99 | $1.99 | $2.50 | $0.80 | $3.01 |
| 9781546002338 | Story of Christmas BB | 8/25/2010 | $7.99 | $4.00 | $2.00 | $2.00 | $2.52 | $0.80 | $3.02 |
| 9780824918842 | Night Before Christmas BB | 10/1/2011 | $7.99 | $4.00 | $2.00 | $2.00 | $2.52 | $0.80 | $3.02 |
| 9780824919115 | Christmas Story BB | 8/15/2013 | $7.99 | $4.00 | $2.00 | $2.00 | $2.52 | $0.80 | $3.02 |
| 9780762479771 | Silent Night BB | 10/11/2022 | $8.99 | $4.50 | $2.25 | $2.25 | $2.83 | $0.90 | $3.40 |
| 9781546014560 | On Christmas Day BB | 10/1/2019 | $7.99 | $4.00 | $2.00 | $2.00 | $2.52 | $0.80 | $3.02 |

**Guidelines:**

Hachette Book Group will credit retailers who lower the price to the suggested retail price or less on the titles listed above for the dates in each time span for a maximum of 17 days total within the promotional window. Retailers are, of course, free to charge whatever price they choose, but only those meeting the above terms will qualify for the credit. This promotion supersedes any previous offer on these titles.

In order to be eligible for this promotion, the retailer must furnish to its Hachette Book Group sales representative, or to our sales department, proof of its retail sales between the dates listed above. Proof and claim must be received by the Hachette Book Group no later than 3/31/2023. Deductions for anticipated credits will not be honored. Credit will be issued after review of proof of sales.

Our suggested retail price will remain as originally cataloged, and returns on any copies will be credited based on the cataloged retail price and the terms of our returns policy. If a retailer purchased copies from a wholesaler, the retailer must furnish us with evidence of that purchase to receive direct credit from us. However, if a retailer who purchased copies from a wholesaler does not want to receive its credit from the Hachette Book Group directly, the retailer can make arrangements with the wholesaler to have credit issued to the wholesaler for the retailer’s account, and we will honor the wholesaler’s submission to that credit to the wholesaler’s account.

For more information, please contact your Hachette Book Group sales representative or Hachette Book Group, 1290 Avenue of the Americas, New York, NY 10104.