Country Agent Profit Structure Brief

ExcaYard 2026 · Commission tiers, worked examples, annual projections

This brief documents how country agents earn from ExcaYard partnership. It is intended for use during application discussions and partnership negotiations. All figures are denominated in USD and reflect the standard commission schedule applicable to all active agents unless otherwise specified in an individual agreement.

1. Standard commission tiers

Commission is paid on the **shipped CIF value** (the contracted value to the buyer after freight + insurance), before any port surcharges or local duties. Tier applies to each individual transaction.

Tier	Deal value (USD)	Commission %	Worked example
Standard	15,000 – 40,000	**5 %**	Cat 320D → $32,000 → agent earns $1,600
Mid-range	40,001 – 80,000	**6 %**	Komatsu PC300-8 → $58,000 → agent earns $3,480
Premium	80,001 – 150,000	**7 %**	Volvo EC480 → $110,000 → agent earns $7,700
Mining	150,000 +	**8 %**	LiuGong 95-ton → $185,000 → agent earns $14,800

2. Payment timeline

Day 0: Buyer pays 30 % deposit. ExcaYard begins inspection and shipment preparation.
Day 15–20: Container loading. Pre-shipment inspection completed.
Day 21–25: Buyer pays 70 % balance. B/L (Bill of Lading) issued.
Day 25–32: Commission released to agent's nominated bank account by USD wire transfer (7-day banking SLA).

3. Annual earning projections

Modeled on a **USD 50,000 average deal value** at the mid-range 6 % commission tier. Higher-tier deals materially shift these numbers upward. The figures are illustrative; actual earnings depend on closed deals.

Deal cadence	Annual commission	Total shipped value	Deals/year
1 per month	**$36,000**	$600,000	12
2 per month	**$72,000**	$1.20 M	24
4 per month	**$144,000**	$2.40 M	48
8 per month	**$288,000**	$4.80 M	96

4. Commission adjustments & exceptions

Buyer-side cancellation post-deposit: Agent receives 30 % of full commission as compensation for time invested.
ExcaYard cannot fulfill spec: No commission, no clawback. Agent reputation and tier unaffected.
Special-discount deals: If buyer-requested discount compresses ExcaYard margin below acceptable threshold, commission may shift to the next-lower tier with prior written notice to agent.
Sub-agent appointment: Sub-agent commissions are paid from the primary agent share. Primary agent and ExcaYard sign separate sub-agent acknowledgment.
Mining-tier overrides: Deals above $300,000 may include a tier-bonus add-on of +1 % at ExcaYard discretion, applied case by case.

5. Performance-tier upgrades

Agents who exceed annual pipeline targets are eligible for performance tier review:

Performance level	Annual shipped value	Commission uplift	Additional benefits
Active	> $200,000	standard	CRM access, marketing materials
Established	> $1,000,000	+0.5 %	Trade-show co-funding, priority lead allocation
Strategic	> $3,000,000	+1.0 %	Dedicated account lead, exclusive new-product preview, an

6. Frequently asked

When is the first commission payment?

On B/L issuance for the first closed deal. Typically 4–6 weeks after agent signs and 3–5 weeks after first buyer deposit.

What if I bring a deal but cannot close it?

Lead-only contributions earn nothing. Commission is tied to closed shipments. We do not pay introduction fees.

Can I negotiate higher commission for my market?

Standard tiers apply uniformly. Performance-tier uplifts are merit-based after 12 months of demonstrated volume.

Are there volume-based bonuses?

Yes — see Section 5 performance-tier upgrades. Triggered by annual shipped value, reviewed each January.

How does commission split work with sub-agents?

Sub-agent commission comes from the primary agent share. ExcaYard pays only the primary agent. Sub-agent split is between agent and sub-agent.

Contact for clarification: yuhua0095@gmail.com · +86 193 9277 7259 (WhatsApp) · Hefei, Anhui, China