Q2 25'26 CONS NB – July Accelerator Sell Out Support for RD/LES/LMB Partners - SO Activation

Dear Shiva,

Dear Partner,

Thank you for your support of Lenovo brand over the years, as a valuable business partner of Lenovo, we are pleased to announce the following program is available.

1. PROGRAM GENERAL INFORMATION

Country: India

Lenovo Segment: CON

Lenovo Business Group: IDG

Program Type: IDG-SALES PROMOTION

Program Purpose: Inventory Management - Velocity (Tactical)

Program Entitled Business Partner by this program: VISHAL PERIPHERALS

Business Partner Tier in Lenovo System: T2

Business Partner Subregion: All

Business Partner Territories:

Business Partner States: All

BP Type in Lenovo System: T2 Retailer

BP Accreditation in Lenovo System: Authorized

BP Sub-Type in Lenovo System: Regional_Distributor,Storefront

BP Category in Lenovo System: AP Blank,AP Large Multi Brand,AP Lenovo Exclusive Store

BP Sub-segment in Lenovo System:

Program Code: CIN10202507090001

Program Name: Q2 25'26 CONS NB – July Accelerator Sell Out Support for RD/LES/LMB Partners - SO Activation

Program Start Date: 2025-07-01

Program End Date: 2025-07-31

Payment Mode: Cash

Pay to: VISHAL PERIPHERALS

Currency: INR

Payout Threshold: 0

Note: The purpose of this program is to accelerate channel sales of run rate business or clear aged inventories of pre-defined MTM listing.

2. PROGRAM TERMS & CONDITIONS

Item 1

Product Value:

PH1	Consumer Notebook
MTM	82XM00MTIN; 82XM0113IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	232
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 2

Product Value:

PH1	Consumer Notebook
MTM	82X700G3IN; 82X700HMIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	297
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 3

Product Value:

PH1	Consumer Notebook
MTM	82LX00F7IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	310
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 4

Product Value:

PH1	Consumer Notebook
MTM	83ER00MCIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	423
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 5

Product Value:

PH1	Consumer Notebook
MTM	82VG00KTIN; 82VG00ERIN; 82VG00T8IN; 82VG00JFIN; 82VG009MIN; 82VG00EVIN; 82VG00JJIN; 82V6009LIN; 82V6009TIN; 82XQ008DIN; 82XQ00H7IN; 82XN006JIN; 82XN006MIN; 83EM008GIN; 82XQ00MDIN; 82SB00QJIN; 82SB00NXIN; 83GS00CKIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	

Slab1	1	0	424
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 6

Product Value:

PH1	Consumer Notebook
MTM	83JC0031IN; 83JC0078IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	445
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 7

Product Value:

PH1	Consumer Notebook

MTM	83DC008VIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	455
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 8

Product Value:

PH1	Consumer Notebook
MTM	83JC00EFIN; 83JC00EEIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	467
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 9

Product Value:

PH1	Consumer Notebook
MTM	83B40004IN; 82X6005KIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	548
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 10

Product Value:

PH1	Consumer Notebook
MTM	83GS0097IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	592
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 11

Product Value:

PH1	Consumer Notebook
MTM	83K100C9IN; 83GS00LHIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	593
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 12

Product Value:

PH1	Consumer Notebook
MTM	83GS008SIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	616
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 13

Product Value:

PH1	Consumer Notebook
MTM	83K100CAIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	631
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 14

Product Value:

PH1	Consumer Notebook
MTM	82X700G4IN; 82X700HJIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	695
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 15

Product Value:

PH1	Consumer Notebook
MTM	82X700F1IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	763
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 16

Product Value:

PH1	Consumer Notebook
MTM	82VG00J5IN; 82VG00ESIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	766
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 17

Product Value:

PH1	Consumer Notebook
MTM	83DV00KUIN; 83DV00X6IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	847
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 18

Product Value:

PH1	Consumer Notebook
MTM	82V6005CIN; 82XQ008GIN; 83DV00PQIN; 83LK000HIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	848
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 19

Product Value:

PH1	Consumer Notebook
MTM	83DV018FIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	932
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 20

Product Value:

PH1	Consumer Notebook
MTM	83EM009YIN; 83EM00GYIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	950
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 21

Product Value:

PH1	Consumer Notebook
MTM	83EM00GTIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	978
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 22

Product Value:

PH1	Consumer Notebook
MTM	83EM00A1IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1017
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 23

Product Value:

PH1	Consumer Notebook
MTM	83ER00M2IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1034
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 24

Product Value:

PH1	Consumer Notebook
MTM	82X700F0IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	1149
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 25

Product Value:

PH1	Consumer Notebook
MTM	83ER00KPIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1173
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 26

Product Value:

PH1	Consumer Notebook
MTM	83DV00HCIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	1261
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 27

Product Value:

PH1	Consumer Notebook
MTM	83DV00XFIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	1271
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 28

Product Value:

PH1	Consumer Notebook
MTM	82R400BGIN; 82R400BRIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1272
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 29

Product Value:

PH1	Consumer Notebook
MTM	83DA008UIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1353
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 30

Product Value:

PH1	Consumer Notebook
MTM	82R400BSIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1400
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 31

Product Value:

PH1	Consumer Notebook
MTM	83ER00F2IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1459
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 32

Product Value:

PH1	Consumer Notebook
MTM	83EQ005TIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1488
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 33

Product Value:

PH1	Consumer Notebook
MTM	83EM00GXIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	1525
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 34

Product Value:

PH1	Consumer Notebook
MTM	82R400EJIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	1635
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 35

Product Value:

PH1	Consumer Notebook
MTM	83DA0049IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1659
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 36

Product Value:

PH1	Consumer Notebook
MTM	82X700E0IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1693
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 37

Product Value:

PH1	Consumer Notebook
MTM	83D4002PIN; 82XE004RIN; 82XE004QIN; 82XE007DIN; 82XE006XIN; 82XE007EIN; 83BG000PIN; 82V700ECIN; 82V700JSIN; 82V6009HIN; 82V700KHIN; 82V700L2IN; 82V700L4IN; 82V700KSIN; 82KU0238IN; 82KU017EIN; 83K100C6IN; 83K100HSIN; 83K100C7IN; 82SB00VAIN; 82SB00Y9IN; 82XT004HIN; 83DV008YIN; 83DV00LVIN; 83DV00X7IN; 83DV00L0IN; 82R700KHIN; 82Y00052IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1695

Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 38

Product Value:

PH1	Consumer Notebook
MTM	83EM00H0IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	1696
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 39

Product Value:

PH1	Consumer Notebook
MTM	83EQ0063IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1726
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 40

Product Value:

PH1	Consumer Notebook
MTM	83GS00LJIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1759
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 41

Product Value:

PH1	Consumer Notebook
MTM	83GS009RIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1765
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 42

Product Value:

PH1	Consumer Notebook
MTM	83GS008VIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1789
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 43

Product Value:

PH1	Consumer Notebook
MTM	82S9017TIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1898
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 44

Product Value:

PH1	Consumer Notebook
MTM	83EQ005VIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1916
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 45

Product Value:

PH1	Consumer Notebook
MTM	83EQ0044IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1917
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 46

Product Value:

PH1	Consumer Notebook
MTM	83EQ0073IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1938
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 47

Product Value:

PH1	Consumer Notebook
MTM	82RJ00G0IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1948
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 48

Product Value:

PH1	Consumer Notebook
MTM	83ER008DIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	1955
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 49

Product Value:

PH1	Consumer Notebook
MTM	83EQ005KIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	2039
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 50

Product Value:

PH1	Consumer Notebook
MTM	83EQ0074IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2060
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 51

Product Value:

PH1	Consumer Notebook
MTM	82XM00UGIN; 82XM0118IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2096
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 52

Product Value:

PH1	Consumer Notebook
MTM	82RK00WXIN; 82X70033IN; 82X70032IN; 82X70034IN; 82X60013IN; 82X700C7IN; 82X700C8IN; 82X6004GIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2118
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 53

Product Value:

PH1	Consumer Notebook
MTM	82V7009BIN; 82V700BSIN; 82V6005EIN; 82V6006EIN; 82V6007YIN; 82V7009DIN; 82RJ004BIN; 82RJ0040IN; 81WQ00NXIN; 81WQ00MQIN; 82RK00XDIN; 83EM0023IN; 83EM00GSIN; 82K2028QIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2119
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 54

Product Value:

PH1	Consumer Notebook
MTM	82XM00U9IN; 82XM011AIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2133
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 55

Product Value:

PH1	Consumer Notebook
MTM	83DV00LAIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2237

Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 56

Product Value:

PH1	Consumer Notebook
MTM	83EQ0072IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	2361
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 57

Product Value:

PH1	Consumer Notebook
MTM	82RJ00FUIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2373
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 58

Product Value:

PH1	Consumer Notebook
MTM	82R4010CIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2374
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 59

Product Value:

PH1	Consumer Notebook
MTM	83DC0093IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2508
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 60

Product Value:

PH1	Consumer Notebook
MTM	82S9014HIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2510
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 61

Product Value:

PH1	Consumer Notebook
MTM	82XD0060IN; 82XD003MIN; 82XD005RIN; 82XD006GIN; 82XF007CIN; 82XQ0095IN; 82RK019DIN; 82XQ00MFIN; 82XQ0096IN; 82XQ008VIN; 82RK011EIN; 82RK011FIN; 82RK011GIN; 83ER008GIN; 83ER00BCIN; 83ER00KSIN; 82S900KQIN; 83GS0098IN; 83GS003NIN; 83GS00LFIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2542
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 62

Product Value:

PH1	Consumer Notebook
MTM	82RK00EMIN; 82RK0085IN; 82RK00EDIN; 82RK0062IN; 82RJ004AIN; 82RJ00G5IN; 82XV00F7IN; 83GS00PJIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2543
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 63

Product Value:

PH1	Consumer Notebook
MTM	83DV018KIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2627
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 64

Product Value:

PH1	Consumer Notebook
MTM	82RK00VTIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2714
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 65

Product Value:

PH1	Consumer Notebook
MTM	83DV018PIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2760
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 66

Product Value:

PH1	Consumer Notebook
MTM	82K101PCIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2785
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 67

Product Value:

PH1	Consumer Notebook
MTM	83DC0003IN; 82RK006DIN; 82RK00EGIN; 82RK007JIN; 82RK00EEIN; 82RK00WYIN; 82RK00VWIN; 82RJ00DBIN; 83EL003PIN; 83EL0053IN; 82RK018RIN; 83KX0015IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	2966
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 68

Product Value:

PH1	Consumer Notebook
MTM	82RJ00F1IN; 82RK017PIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	2967
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 69

Product Value:

PH1	Consumer Notebook
MTM	83GS000PIN; 83GS00LKIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3029
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 70

Product Value:

PH1	Consumer Notebook
MTM	82S900HNIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3271
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 71

Product Value:

PH1	Consumer Notebook
MTM	82SF008YIN; 82XF003CIN; 82XF0077IN; 82S9014KIN; 82SB00VEIN; 82SB00V3IN; 82K101PBIN; 82K101R9IN; 82XV00BQIN; 82Y0004SIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3390
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 72

Product Value:

PH1	Consumer Notebook
MTM	82RJ00FFIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3566
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 73

Product Value:

PH1	Consumer Notebook
MTM	82XQ00NXIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3579

Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 74

Product Value:

PH1	Consumer Notebook
MTM	83DC007LIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	3813
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 75

Product Value:

PH1	Consumer Notebook
MTM	83BG000DIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3814
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 76

Product Value:

PH1	Consumer Notebook
MTM	83BF0043IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3836
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 77

Product Value:

PH1	Consumer Notebook
MTM	83DA003GIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3933
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 78

Product Value:

PH1	Consumer Notebook
MTM	83DA008SIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	3976
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 79

Product Value:

PH1	Consumer Notebook
MTM	83FQ0040IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4040
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 80

Product Value:

PH1	Consumer Notebook
MTM	82XF003DIN; 82XF003HIN; 82XD004RIN; 82XF007FIN; 82XD006HIN; 82XF0078IN; 83ER008HIN; 82K101M5IN; 82XT009CIN; 82XT004KIN; 82XT004JIN; 82R9005JIN; 82XX0070IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4237
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 81

Product Value:

PH1	Consumer Notebook
MTM	82K2025XIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4238
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 82

Product Value:

PH1	Consumer Notebook
MTM	82RK017RIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4366
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 83

Product Value:

PH1	Consumer Notebook
MTM	82SB00V8IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4415
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 84

Product Value:

PH1	Consumer Notebook
MTM	83E6001UIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4661
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 85

Product Value:

PH1	Consumer Notebook
MTM	82XF003JIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	4754
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 86

Product Value:

PH1	Consumer Notebook
MTM	83GS000XIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	5059
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 87

Product Value:

PH1	Consumer Notebook
MTM	82RJ00FKIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	5467
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 88

Product Value:

PH1	Consumer Notebook
MTM	83DV007JIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

| | Attainment(%) | | Rebate (INR/Unit) |
	From(Includes, >=)	To (<)	
Slab1	1	0	5508
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 89

Product Value:

PH1	Consumer Notebook
MTM	83FQ000EIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	5678
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 90

Product Value:

PH1	Consumer Notebook
MTM	83FQ0009IN; 83FQ002QIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	5750
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 91

Product Value:

PH1	Consumer Notebook
MTM	83HL0035IN; 83HL003NIN; 83ED003BIN; 83ED0065IN; 83GS003VIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	5932
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 92

Product Value:

PH1	Consumer Notebook
MTM	82XV00F6IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	5933
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 93

Product Value:

PH1	Consumer Notebook
MTM	83GS00CJIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	5953
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 94

Product Value:

PH1	Consumer Notebook
MTM	82SB00PRIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	6686
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 95

Product Value:

PH1	Consumer Notebook
MTM	83D2001GIN; 83D2004XIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	6780
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 96

Product Value:

PH1	Consumer Notebook
MTM	83DV00LWIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	6801
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 97

Product Value:

PH1	Consumer Notebook
MTM	83DV007FIN; 83DV00H1IN; 83DV00MKIN; 83DV00HAIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	7203
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 98

Product Value:

PH1	Consumer Notebook
MTM	82RK00VVIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	7975
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 99

Product Value:

PH1	Consumer Notebook
MTM	82XV00F5IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	8387
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 100

Product Value:

PH1	Consumer Notebook
MTM	82SB00PQIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	8397
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 101

Product Value:

PH1	Consumer Notebook
MTM	83DV00BEIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	8475
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 102

Product Value:

PH1	Consumer Notebook
MTM	82SB00V5IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	8805
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 103

Product Value:

PH1	Consumer Notebook
MTM	83DV007HIN; 83DX0006IN; 83DX000MIN; 83DX00CSIN; 83DX00CTIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	8898
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 104

Product Value:

PH1	Consumer Notebook
MTM	83DV00MLIN; 83DV00XHIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	9322
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 105

Product Value:

PH1	Consumer Notebook
MTM	83DV00HDIN; 83DV00V8IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	9746
Slab2	0	0	0

Slab3	0	0	0
Slab4	0	0	0

Item 106

Product Value:

PH1	Consumer Notebook
MTM	83DV018EIN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	**To (<)**	
Slab1	1	0	9911
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

Item 107

Product Value:

PH1	Consumer Notebook
MTM	83DV00B8IN

Driver: CA

Measure Base: SO

Variable or Fixed: Variable

Attainment Base: Not Applicable

Measure Base Minimum Attainment: 0.0

Measure Level: Gross

Buy in all 3 month: NO

Slab Logic: Gross

Rebate Logic: Please refer to table as below: Variable

	Attainment(%)		Rebate (INR/Unit)
	From(Includes, >=)	To (<)	
Slab1	1	0	12288
Slab2	0	0	0
Slab3	0	0	0
Slab4	0	0	0

3. DATABASE USED TO CALCULATE THIS REBATE

3.1 SELL IN

- **Data Definition:** Direct sales of Lenovo supplied products
- **Data Source:** Lenovo system
- CA includes system CA, exclude Carry case, option, visual, software, service.
- REV includes hardware for T1 partners for PC only. And for S&P T1 partners, Rev includes software, options. For Visuals T1 partners, Rev includes only standalone visuals. Calculation of revenue excludes any taxes such as Goods & Services Tax (GST). REV base is Gross Revenue less off revenue from Price Protection (PPR) amount/Dead-On-Arrival (DOA) returns/Returned stock/other exclusions stated in the program terms and conditions.
- Special back end contracts counted in attainment, not in payout.
- **Data Governance Rule:** Lenovo owns the right to explain the data used in the calculation.

3.2 SELL THROUGH

- **Data Definition:** Lenovo T1 BP sales of Lenovo supplied products to its customers.
- **Data Source:** T1 BPs submit to Lenovo system on daily/weekly basis.
- **Data Governance Rule:** The data are locked on the 10th calendar days after the sell through date or invoice date in the data submitted. No correction is allowed after data

locked. The data provided must comply with the tax invoice submitted.

3.3 SELL OUT

- **Data Definition:** Lenovo T2 BP Sales of Lenovo supplied products to its customers.
- **Data Source:** Submit by T2 BP
- **Data Governance Rule:** The data are locked on the 10th calendar days after the sell through date or invoice date in the data submitted. No correction is allowed after data locked. The data provided must comply with the tax invoice submitted.

4. PRODUCT GROUP DEFINITIONS

- **CC**
  - ThinkPad Complete ranges including ThinkPad Edge ,ThinkPad (11e, 13, Edge, L X, Yoga,T, W, P and S Series)
  - ThinkCentre Complete range including All Traditional desktop: M710/910, Tiny, V520 Tower/SFF, V310z, M Series AIO (M810z M910z), E73, M700/M800/M900, Lenovo S500, S510 ,S400z, S500, s410Z
  - Workstations : Desktops and Notebooks
  - E-Series, V Series (V110,310,510, 330) Notebooks
  - Complete range of S&P products and Service packs
  - Tablets revenue will not be counted for any section.
  - ThinkVision range as per product Hierarchy selected in Rebated letter.
  - Visuals V-series & C-Series are part of Commercial Visuals and hence counted for the Rebate.
  - Consumer range of Visuals / Monitors will be not be counted for any section.
- **REL**
  - ThinkPad complete range
  - ThinkCentre complete range
  - ThinkStation complete range
  - V110, V310, V510 Series Notebook
  - E4115/10 Series Notebook
  - Complete range of Commercial S&P products and Service packs
- **SB**
  - ThinkPad Complete ranges including ThinkPad Edge ,ThinkPad (11e, 13, Edge, X, Yoga,T, W, P and S Series)
  - ThinkCentre Complete range including All Traditional desktop: M710/910, Tiny, V520 Tower/SFF, V310z, M Series AIO (M810z M910z), E73, M700/M800/M900, Lenovo S500, S510,S400z, S500z, s410Z
  - Workstations : Desktops and Notebooks
  - E-Series, V Series (V110,310,510, 330) Notebooks
  - Complete range of S&P products and Service packs
  - Tablets revenue will not be counted for any section.
  - ThinkVision range as per product Hierarchy selected in Rebated letter.
  - Visuals V-series & C-Series are part of Commercial Visuals and hence counted for the Rebate.

- Consumer range of Visuals / Monitors will be not be counted for any section.

5. BUSINESS PARTNER'S GENERAL RESPONSIBILITY

- Submit channel data and POE required timely and accurately.
- T1 Reports : The below reports are mandatory for T1 to Submit
  - DSR : DSR needs to be submitted on a Daily basis. The DSR report should contain pricelink – CIN#/Contract # or any other # will be provided by Lenovo in the special remarks column.
  - Inventory Tracker: To be submitted on a daily basis.
- Support Lenovo perform stock take whenever required.
- Follow the rebate management process published in LPP; Log on LPP to take actions on rebate programs before deadline;
  LPP website: https://ap.lenovopartner.com
  - Update BP Profile
  - Acknowledge or Reject rebate programs
  - Confirm or Reject rebate payout calculation
  - Submit POE required.

6. MISCELLANEOUS/LEGAL TERMS

- This program is subject to your Agreement with Lenovo ("your Agreement"). If your Agreement expires or is terminated, this offer also terminates.
- Any dispute for outstanding discounts, rebates and other payments from Lenovo must be made within 90 days of that quarter's close.
- Lenovo is the sole determiner for any and all eligibility and payments under this program. If you wish to dispute any of the information contained in this letter or findings made by Lenovo in the calculation of any discounts, rebates or other incentives, you must notify Lenovo in writing within 14 days from the date of Lenovo's report. If you fail to notify Lenovo within this period of time, you acknowledge and agree that Lenovo is under no obligation to respond to, or consider, your query or concerns. Whether Lenovo chooses to respond to, or consider, queries or concerns lodged after the 14-day period, is at Lenovo's sole discretion. In the case of any dispute over the calculation of any discounts, rebates or other incentives, Lenovo's decision is final.
- In case of any dispute, it will be resolved with full cooperation of the Business Partner and the decision of Lenovo will be final and binding on all concerned parties. Lenovo reserves the right to amend, modify or withdraw the program at any point in time without prior notice.
- Program is applicable only to partners who have entered into a Lenovo Partner Agreement.
- Subscription to this rebate program is at the sole discretion of Lenovo.
- If Lenovo determines there has been any discrepancy in reporting and/or any violation after Lenovo has affected a rebate, appropriate adjustments will be made to your account with Lenovo. In the case of a violation, business partner may be disqualified from the program.
- Lenovo has the right to change the program letter including rebates or any sections mentioned in mid quarter.
- Lenovo reserves the right to alter or terminate this program (or any offers contained

therein). When we terminate this program, we will notify you in accordance with the terms of your Agreement. Any eligible payments accrued before the alteration or termination of this program will be paid to you within a reasonable time as notified by Lenovo in writing to you.

- If you are in breach of any terms of your Agreement, Lenovo reserves the right to withhold and Recover any eligible payments accrued prior to the breach, and will not release such payments to you until the breach is remedied to Lenovo's reasonable satisfaction.
- This letter shall be governed under the governing law of the Agreement and any dispute arising from this letter shall be resolved in accordance with the Agreement.
- You must ensure that all Lenovo products and services supplied under your Agreement and this program are for domestic use only (i.e. not for export).
- You are solely responsible for any tax implications arising out of or in connection with this program. Lenovo offers no advice and accepts no tax liability arising out of or in connection with this program.
- Rebate is not exchangeable for cash or any other gifts.
- Lenovo reserves the right to amend/append the terms and conditions of this program.
- Lenovo's decision is final.
- Lenovo has the authority to call for document supporting the transaction reported by the partner, if Lenovo so desires"

7. BUSINESS PARTER KEY DEFINITIONS

Consumer

- **T1 Partners (Sellin)**
  - Consumer NB and DT payouts would be calculated and paid on Invoice value (without tax) price of the MTM, if payout is based on %.
  - Consumer Standalone S&P products would be calculated and paid on Invoice value (without tax), if payout is based on %.
  - 100% attach of Monitors against all TDT billings and carrycase to Notebook in the month is mandatory, Lenovo reserve right to do the sample check
- **Alpha partners (Sellin)**
  - Consumer NB and DT payouts would be calculated and paid on DTP (without tax) price of the MTM, if payout is based on %.
  - Consumer Standalone S&P products would be calculated and paid on Invoice value (without tax), if payout is based on %.
  - Any Purchase from T1 would be disqualified for any Rebate payout.
  - 100% attach of Monitors against all TDT billings and carrycase to Notebook in the month is mandatory, Lenovo reserve right to do the sample check
- **T2 partners (Sellthru)**
  - Consumer NB and DT payouts would be calculated and paid on SPR (without tax) price of the MTM, if payout is based on %.
  - Consumer Standalone S&P products would be calculated and paid on Invoice value (without tax), if payout is based on %.
  - Rebate eligibility will be on units purchased from authorized Lenovo National

distributors.

- Carry case purchased along with Notebooks as standard would not be considered for rebates including S&P rebates.
- 100% attach of Monitors against all TDT billings and carrycase to Notebook in the month is mandatory, Lenovo reserve right to do the sample check
- **T3 partners (Sellout)**
  - Consumer NB and DT payouts would be calculated and paid on SPR (without tax) price of the MTM, if payout is based on %.
  - Consumer Standalone S&P products would be calculated and paid on Invoice value (without tax), if payout is based on %.
  - Rebate eligibility will be on units purchased from authorized Lenovo Regional distributors.
  - Carry case purchased along with Notebooks as standard would not be considered for rebates including S&P rebates.
  - 100% attach of Monitors against all TDT billings and carrycase to Notebook in the month is mandatory, Lenovo reserve right to do the sample check.

REL T1

- Rebate letter This Program is valid for Lenovo Products against Customer Specific Transactions with Valid Lenovo Bids (contract) only. Lenovo Products include desktops, laptops, workstations, options, special options and services products portfolio.
- Loading of all back to back orders needs to be completed within 24 working hours of receipt of the purchase orders from the business partner. Order will be considered loaded against valid SO#.

S&P T1

- All products under the Lenovo Software and Peripherals product portfolio except Monitors (CRTs & TFTs) will be eligible for the S&P Program. The actual part number definition and applicability of the eligible products will be as per Lenovo Monthly Price Pack or a separate additional communication to this effect.
- The program will be applicable for customer specific transactions under "Bids" / "Contract" (Special Price Clearances)
- This program cannot be used along or in conjunction with any other REL program for S&P unless mentioned specifically.
- All Bids for S&P raised on T1 NAME as Tier1 only will qualify for this program.
- In case of bids, the SSP item must have a separate mention with distinct non-zero value in the relevant bid

CC T1

- All orders from the distributor should be billed against contracts only including Top Seller master contracts and B2B master contract. Lenovo would issue fresh contracts for execution of orders through FG Liquidation, and cancelled orders inventory with distributors.
- Tablets revenue will not be counted for any section.

LEP

- The LEP purchase shall be taken from the data uploaded in the CDMS by the SB RD.

Any gap in the reported data and the actual purchase should be settled between the SB RD and LEP.

- All payouts will be calculated at the GRP Price.
- Payout/achievement for Lenovo business partner signing under the Tier 2 rebate program during the course of the year will be subject to Lenovo discretion.
- Membership to the rebate program is at sole discretion of Lenovo.
- In case the partner does not achieve target for two subsequent quarters, designated Lenovo Representatives will review the continuity of rebate program for subsequent periods. The distributor DSR will be referred for proof of achievement. Any difference arising should be settled between partner and distributor.
- Tablets revenue will not be counted for any section.

SB

- As per the Business Partner agreement a partner is authorized to sell only in his allotted area of operation as mentioned above.
- In case the partner is found doing sales outside his authorized territory, suitable action will be taken as per the hygiene policy.
- It is mandatory to make all purchases from the aligned distributor only.
- No rebate will be paid on purchases made thru non-aligned distributor except there is a prior approval from the T1 manager.
- Stock verification on regular basis will be done during regular office hours after giving due notice
- Upfront rebate paid would be adjusted in the overall rebate payout.
- Tablets revenue will not be counted for any section.

For All

- All payments will be subject to Income tax guidelines.
- Revenue achievement will be considered on the basic value exclusive of taxes.
- The distributor DSR will be referred for proof of achievement. Any difference arising should be settled between partner and distributor.
- Sales reversals will be deducted from achievement.
- In case of any dispute (including but not limited to disputes regarding reward accruals and in matters relating to application or interpretation of the conditions of this program), it will be resolved with full cooperation of the Business Partner and the decision of Lenovo will be final and binding on all concerned parties.
- Lenovo reserves the right to amend, modify or withdraw the program at any point in time without prior notice.
- Payout is based on achieving the specified targets and all mentioned conditions on the program.
- Billings to C&F Agents of Distributors will not be considered for Sell Through achievement
- After targets are established, they are final for the quarter unless Lenovo changes targets in writing.
- Your purchase invoice from Lenovo/ distributor should be between ROL dates for consideration both dates inclusive. Purchases on billing dates outside these will not be considered towards this rebate under any circumstances.

- Any purchases made on Special Price Bids (contract) with "No T2 / Nil Backend" clause will not be eligible for any payout, (unless specified under contract subsection) however they will continue to be considered towards overall target eligibility.
- Purchases made for Government Buying thru DGS&D/GeM (Government e Marketplace) and TCS LON Transaction will not be eligible for any payout and achievement . (unless specified under contract subsection)
- The Program is applicable only for customer specific transactions under "contract" (Special Price Bids). Full Duty, Zero Duty and Deemed Export Transactions will be included. Conversion rate as specified by the Lenovo.
- Business Partner /T1 to submit End User Verification Documents as may be requested upon from Lenovo e.g. Invoice to end user, end user's DO (delivery order), installation report with customer's signature etc. If such requests are not fulfilled, the disbursement against your claims shall be put on hold.
- Distributors need to submit End User Verification/T2 Documents on request from Lenovo e.g. Invoice to Tier 2/end user, Tier 2/end-users' Delivery Order, installation report with customer's signature etc. If such requests are not fulfilled, you will be disqualified from rebate program
- Stock verification is initiated by our Audit Team, on a time-to-time basis, during regular office hours with due notice.
- Membership to this program is at sole discretion of Lenovo. In case the partner does not achieve target for two subsequent quarters, designated Lenovo Representatives will review the continuity of rebate program for subsequent periods.

8. LENOVO CONTACT PERSON

Suyash Singh Product Portfolio Manager - Consumer, Consumer Product Lenovo India Pvt Ltd

ACCEPTANCE HISTORY

Email Address	Date Actioned	status	Reject Reason
	2025-07-09	Accepted	