

**Points discussed during the meeting at Sakti Park Inn, Koyamber, Chennai dated
17th December, 2023 (Sri Anand Garu, Dr Rao Garu, Sri Suresh Garu & Krishnaswamy)**

1	1st Proposed Discount Pattern			2nd Proposed Discount Pattern		
	56%+7%+3%			60%+3%+3% (target based)		
	Example	MRP	100.00	Example	MRP	100.00
		-56%	56.00		(-)60%	60.00
			44.00			40.00
		-7%	3.10		(-)3%	1.20
			40.90			
	Quarterly	-3%	1.20	Final Price		38.80
		Final Price	39.70			
				If achived 30 Lac Business in a quarter		
				can give another 3% Discount (below given slbs)		

2	Quarterly Target Achivment Discounts		
	1	30 Lakhs	3%
	2	40 Lakhs	4%
	3	50 Lakhs	5%

On final value

3 Terms & Conditions

- 1 Cash and Carry System
- 2 Freight charges will be extra
- 3 Along with material one SO to be appointed
- 4 All Types of Promo material to be provided by the Company
- 5 Every quarter promotinal meetings to be organised by the Company
- 6 Dearler net work to be organised with the assistance of the Company
- 7 Sales Activies will be at the areas of Andhra & Telangna
- 8 Any Project supplies (Direct) ORC to be given by the Company
- 9 Non movable stocks will be taken back by the Company
- 10 Replacement against the damaged goods/materials
with proper verification and documentation.