

IM/VN/Guideline/051
May 4, 2020

Dear Channel partners,

Sub: - Q1 Non-Bearing Platform Product Promotion Update

Due to the ongoing Covid-19 situation, we have been unable to ship goods to you from 22nd March 2020 to 31st March 2020 due to government restriction on operations & transportation. Considering this, the target slabs for this Q'1 2020 promotion is revised as follows and the incentive payout will be done as per this revision

Q1 Non-Bearing Platform Product Promotion Revised Target

Revised Targets/Achievements Total Invoicing Value (Excluding GST)	Incentive % On Net Product Value
12,00,001 to 20,00,000	2.5%
20,00,001 to 28,00,000	5%
28,00,001 to 40,00,000	7.5%
40,00,01 and 60,00,000	10%
60,00,001 & above	12.5%

All Other terms and condition will remain same as per "Q1 Non-Bearing Platform Product Promotion" released on February 6, 2020 with referene number : IM/MP/NP/016

Thanks & Regards,



Vikas Nawathey

Head- Channel Development & Customer Service

SKF India Limited

Registered Office: Mahatma Gandhi Memorial Building, Netaji Subhash Road, P.O. Box 2202, Mumbai 400002. India
Tel. +91 22 66337777. Fax +91 22 22819074 / 22813674. www.skfindia.com www.skf.com
CIN No: L29130MH1961PLC011980