

Date – 1st July, 2019

Dear Channel Partner,

Luminous is pleased to announce “**Luminous Power Dhamaka**” applicable for Luminous Distributors. The Scheme period is from 1st July 2019 to 31st July 2019 and valid on purchase of all luminous products (Luminous Inverter, Luminous Battery, Solar Products, HKVA, and Stabilizer) under PSB channel. This Scheme is Applicable for PAN India.

Scheme 1 (Connect Ratio)

Ratio on Primary Purchase (Battery/HUPS)	% offered on July Billing
1 Inverter : 1 Battery	0.25%
1 Inverter : 1.2 Battery	0.50%

- **Applicable on Luminous Inverter & Luminous Inverter Battery**

Scheme 2 (Collection Incentive)

Description	% offered on July Billing
Clear all outstanding till May 31 st billing	0.50%
Clear all outstanding till 25% of June 1 st -30 th billing	0.75%
Clear all Outstanding till 50% of June 1 st -30 th billing	1.00%
Clear all Outstanding till 75% of June 1 st -30 th billing	1.25%
Clear all Outstanding till 100% of June 1 st -30 th billing	1.75%

- **Applicable on Luminous Inverter, Luminous Battery, Solar Products, HKVA, and Stabilizer (E-rickshaw & Pallet not applicable)**
- **Cash & Carry partners will get 0.75% on June Billing**
- **New distribution partners will get 0.75% on June Billing**
- **Partner Not billed in June will only get 0.50% (on July billing) against outstanding against may till May billing**
- **Outstanding have to be cleared before 31st July 2019**

Scheme 3 (Battery Bumper Dhamaka)

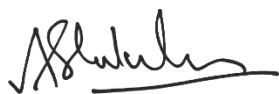
Description	% offered on July Billing
Purchase 80% of June Battery Billing in July	0.50%
Purchase 90% of June Battery Billing in July	0.75%
Purchase 100% of June Battery Billing in July	1.00%
Purchase 110% of June Battery Billing in July	1.25%

- **Applicable only on Luminous Battery (Solar & Other Batteries are not applicable)**

Terms & Condition:

- The Schemes are valid from **1st July '19 to 31st July '19 only.**
- Scheme is subject to availability of product.
- Company reserve right to withdraw/amend the scheme.
- Company reserve right to change/replace the gift of similar value as mentioned above.
- In case of any dispute, the decision of company shall be final and binding. All Disputes are subject to Delhi Jurisdiction only.

Happy Selling!



Amit Shukla

Sr. Vice President – Sales (PSB)



Sachin Bhalla

Sr. Vice President – Marketing (PSB)