

		Business Development Agreement Terms of Trade (TOT)			
Central Buying Division: Lulu India					
New Registration				Renewal	
				YES	
Vendor Agreement No:					
TOT Scope					
PAN INDIA		Regional		INDIA	
Company Code		Purchase Organization		KERALA	
Vendor details					
Vendor Name		CP FOREST		Vendor Code	
Brand (If any)		CP FOREST		Parent Code	
Address		Kizhakkekara Building, Opp. Food Craft institute City: Kalamassery		State	
				KERALA	
				PIN	
				683104	
GST Regn. No		32BHLPM4933P2ZS			
PAN No		BHLPM4933P			
MSME Regn No.					
GST Registered		YES		GST Un Registered	
MSME Registered				GST Compounding	
*** If MSME Registered, The vendor is Eligible to get Payment within 45 days from GRN					
A Copy Of PAN, GST, MSME Certificate Is Mandatory if registered					
Contact Person					
Sales		Thaha		Contact No	
				9.19562E+11	
				Email	
				cpforestindia@gmail.com	
Finance		Ashraf		Contact No	
				9.19037E+11	
				Email	
				cpforestindia@gmail.com	
Logistics				Contact No	
				9.19562E+11	
				Email	
				cpforestindia@gmail.com	
Vendor Accounting Group					
Merchandise Vendor		<input type="checkbox"/>		SOR Vendor	
Inter State Vendor		<input type="checkbox"/>		Tenant	
		<input type="checkbox"/>		Import	
Vendor Type					
Type		Company		<input type="checkbox"/>	
		Partnership		<input type="checkbox"/>	
		Proprietorship		<input type="checkbox"/>	
		Society		<input type="checkbox"/>	
		PSU/ Govt bodies		<input type="checkbox"/>	
		Others		<input type="checkbox"/>	
Bank Account Details					
Account Name		C P FOREST			
Bank Name and address		FEDERAL BANK, EDATHIRUTHI BRANCH			
Account No		1.25802E+13			
IFS Code		FDRL0001258			
A Copy Of Cancelled Cheque/ Bank letter, & RTGS form (Attached) Is Mandatory					
Regions & Outlets					
State		All		<input type="checkbox"/>	
		Kerala		<input type="checkbox"/>	
		Karnataka		<input type="checkbox"/>	
		UP		<input type="checkbox"/>	
		Telangana		<input type="checkbox"/>	
Store		All		<input type="checkbox"/>	
		<input type="checkbox"/>		<input type="checkbox"/>	
		<input type="checkbox"/>		<input type="checkbox"/>	
		<input type="checkbox"/>		<input type="checkbox"/>	

Accounting Information									
Financial Reconciliation									
Monthly	<input type="checkbox"/> YES	Quarterly	<input type="checkbox"/>	Half Yearly	<input type="checkbox"/>	Yearly	<input type="checkbox"/>		
Reconciliation of Accounts									
Merchandise Payable			Merchandise Payable Import						
Non Merchandise Payable			Tenant Payable						
Consignment /SOA Vendor Payable			Project Payable						
Vendor Payment Terms									
Payment Terms :	Days from Statement/ Month End	Days from GRN/IML				15 Days from Month End			
	Y		Z		B		SOR		
Payment Mode	Cheque		RTGS	yes	Cash		Others		
Bank Guarantee	<input type="checkbox"/>		Value	<input type="checkbox"/>	Date	<input type="checkbox"/>	Expiry	<input type="checkbox"/>	
Security Cheque	<input type="checkbox"/>		Value	<input type="checkbox"/>	Date	<input type="checkbox"/>		<input type="checkbox"/>	
Lulu Receipt Terms									
Terms :	As per the agreed terms								
Mode		Cheque		RTGS	yes	Debit		Others	
Category									
Gro- Food	<input type="checkbox"/>	GroN/food	<input type="checkbox"/>	H&B	<input type="checkbox"/> yes	Chlld & Frzn	<input type="checkbox"/>	F&V	<input type="checkbox"/>
Bkry/IH, Deli	<input type="checkbox"/>	Roastery	<input type="checkbox"/>	Meat/Fish	<input type="checkbox"/>	IT Pro	<input type="checkbox"/>	Stationery	<input type="checkbox"/>
Electricals	<input type="checkbox"/>	Electronics	<input type="checkbox"/>	Textiles	<input type="checkbox"/>	H/Furnish	<input type="checkbox"/>	Footware	<input type="checkbox"/>
Luggage	<input type="checkbox"/>	Jewellery	<input type="checkbox"/>	Toys	<input type="checkbox"/>	Telecom	<input type="checkbox"/>	Outdoor	<input type="checkbox"/>
Sports	<input type="checkbox"/>	H/hold	<input type="checkbox"/>	Eye wear	<input type="checkbox"/>	BLSH	<input type="checkbox"/>	Others	<input type="checkbox"/>
Expenses Liability									
Transportation		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Loading/Unloading		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Pilfrage		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Ullage		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Packing/ Forwarding		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Insurance of goods in transit		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Insurance of goods in store		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Vendor Returns Transportation		LuLu	<input type="checkbox"/>			Vendor	<input type="checkbox"/>		
Returnable Goods		Yes	<input type="checkbox"/>			No	<input type="checkbox"/>		
Return Type		B to B Invoice	<input type="checkbox"/>			Delivery Challan(Debit Note) & Credit Note	<input type="checkbox"/>		

Business Development Terms									
Business Agreement Period	From	<input type="text"/>	To	<input type="text"/>					
Vendor Listing Fee	<input type="text"/>								
Brand Listing Fee	<input type="text"/>								
Article/SKU Listing Fee	<input type="text"/>								Per SKU / Brand
Base Margin	Regular Margin		<input type="text"/>		EOSS Margin		<input type="text"/>		
	Value / %	On Invoice	Off Invoice		Monthly	Quarterly	Yearly		
Fixed Rebate (% of Purchase)	<input type="text"/>	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>		
Primary Visibility	<input type="text"/>	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>		
Secondary Visibility	<input type="text"/>	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>		
Logistics Rebate (% of Purchase)	<input type="text"/>	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>		
Unloading Charges	As per the regional norms								
Stock Correction	<input type="text"/>	% of purchase	Half yearly	<input type="text"/>	Yearly	<input type="text"/>			
Central Payment	<input type="text"/>	% of Purchase	On Invoice	<input type="text"/>	Off Invoice	<input type="text"/>			
Early Payment/CD	<input type="text"/>	% of Purchase	On Invoice	<input type="text"/>	Off Invoice	<input type="text"/>			
Data Sharing	<input type="text"/>	% of Purchase	On Invoice	<input type="text"/>	Off Invoice	<input type="text"/>			
Ullage	<input type="text"/>	% of Purchase	On Invoice	<input type="text"/>	Off Invoice	<input type="text"/>			
Pilferage	As per agreed terms								
Advertisement Support	<input type="text"/>								
New Store Opening Support	Lulu Daily:		<input type="text"/>		Lulu Hyper:		<input type="text"/>		
Deduction mode	RTGS/Cheque	<input type="text"/>	Debit	<input type="text"/>	Cash/UPI	<input type="text"/>	Others	<input type="text"/>	
Base Target		<input type="text"/>							
		All Stores	<input type="text"/>	Online	<input type="text"/>	Corporate	<input type="text"/>	New Store	<input type="text"/>
Growth Rebate Slab									
Slab 1		Slab 2		Slab 3		Slab 4		Slab 5	
Target	Rebate	Target	Rebate	Target	Rebate	Target	Rebate	Target	Rebate
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Any Brand/Product discontinued during the agreement period would result in the revision of the base target									
Margin & Rebate									
Material Category / Brand		Front End Margin			Back End Margin				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
<input type="text"/>		<input type="text"/>			<input type="text"/>				
Others		<input type="text"/>							
Merchandising Manpower Support									
No of promoters	<input type="text"/>								
Pay Roll	LuLu	<input type="text"/>			Vendor/Brand	<input type="text"/>			
Uniform Cost	LuLu	<input type="text"/>			Vendor/Brand	<input type="text"/>			
Sharing Value	Lumpsum	<input type="text"/>							
Payment Deduction	Debit	<input type="text"/>			Cheque/RTGS	<input type="text"/>			

Deliverables/Secondary Visibility							
Asset	Nos	Brand	Paid/ToT	Duration	Payment terms		
End Cap					Debit		Cheque/RTGS
Pallett					Debit		Cheque/RTGS
Element Block					Debit		Cheque/RTGS
Category Display					Debit		Cheque/RTGS
Category Management					Debit		Cheque/RTGS
Cash till					Debit		Cheque/RTGS
Window Display					Debit		Cheque/RTGS
Peg Hooks					Debit		Cheque/RTGS
FSU					Debit		Cheque/RTGS
Floor Stack					Debit		Cheque/RTGS
Additional Display					Debit		Cheque/RTGS
Branding Space					Debit		Cheque/RTGS
Seasonal Display					Debit		Cheque/RTGS
Others					Debit		Cheque/RTGS

Single Point of Contact- Lulu						
Dept	1st POC	Mobile	Email	2nd POC	Mobile	Email
Buying						
Logistics						
Finance						
GST						

For & On behalf of Lulu		For & On behalf of Vendor	
Central Buyer	Central Buying Manager	 	Authorised Signatory

Signatory Name		Signatory Name	ABDULRAHMAN A M
Designation		Designation	MANAGING DIRECTOR
Contact No		Contact No	9446624045
Date		Date	21-05-2024
Stamp		Stamp	