

To,
GREENTEK INDIA PVT. LTD.
Hyderabad

DISTRIBUTOR POLICY FOR SOLAR INVERTER FOR FY 2017-18

- 1) The Distributor Policy, rates and Terms & conditions shall be applicable for supply of material from **24th September 2017**.
- 2) The New LP, DP and proposed rates for potential SI / Dealers shall be as per Annexure I.
- 3) The Distributor Policy, rates, terms & conditions **shall be applicable for the Distributor who agrees to promote and sell Polycab brand Grid Tie String Inverters either through Dealer network or through direct sale to System Integrators and also agree to maintain minimum stock of 150kW**. In case of Distributors who are System Integrators themselves the sale through dealer network or through direct sale to other System Integrators **should not be less than 50% of the turnover achieved during the quarter**.
- 4) **Exclusivity of area will be offered to only those distributors who agree to maintain minimum stock of 150kW and are promoting only Polycab brand Grid Tie String Inverters**. Thus proposed **1st order** under this policy from the Distributor shall be **minimum of 150KW capacity stock** covering entire range as per proposed in Annexure II.
- 5) **Quarterly Turnover Slab Discount shall be as follows :**
 - On achieving 250kW purchase in quarter - additional 1% Turnover discount
 - On achieving 500kW purchase in quarter - additional 2% Turnover discount
 - On achieving 750kW purchase in quarter - additional 3% Turnover discount
 - On achieving 1000kW and above purchase in quarter - maximum additional 5% Turnover discount
- 6) On completion of Slab Turnover, **TOD shall be given in the form of Credit Note**. This CN amount can be adjusted in the next purchase in the new quarter.
- 7) **Minimum stock** for each capacity of inverters shall be maintained by the Distributor as per recommended quantities mentioned in the Annexure II, which shall be reviewed as per running kW sizes in the region concerned.
- 8) Area allocated to you shall cover– **Telangana, Combitorre and Lucknow**.

Distributors should strictly not supply Polycab Inverters directly or indirectly to any Dealer/end Customer / SI from other Polycab's Authorised Exclusive Distributor's area. Area allocated for exclusivity to all Distributors shall be provided by Company.

- 9) All **retail enquiries coming to Company** shall be forwarded to the Distributor and quoted by Distributor with CC marked to Company for records and follow-up from both sides. All **project enquiries (100kW and above) coming to Company** shall be quoted directly by the Company.

- 10) All **Roof Top System Integrators** shall be offered **special pricing** only for **minimum 100kw and above single lot order** to fight competition and get maximum share of the business in this segment. All these system integrators shall be **quoted by the Company or Distributor** (if the enquiry has been generated by the Distributor) and **billing and supply will be done by Company** on the customer.
- 11) All **projects** referred to by Distributors and where lot of efforts from both sides are involved, such orders if procured shall be billed directly by the company and coverage to the Distributor will be given by way of CN for a sum mutually discussed on case to case basis but in any case not exceeding 2% of the Invoice value.
- 12) TOD shall be applicable only for Invoices which have been **billed on DP prices**. TOD is not applicable for Invoices raised on project prices which are below DP prices. Coverage to distributors as % of invoice values raised on project prices will be on case to case basis but in any case not exceeding 2% of the Invoice value. However, such project orders will be taken into account for calculation of completion of Target given to the Distributor.
- 13) Distributor shall send the following **details to the Company** for review on weekly basis.
- a) Enquiries received, closed, lost.
 - b) Orders in pipe line.
 - c) Free stock available.
- 14) **Target for the financial Year 2017-18 will be set after mutual discussions before signing the agreement.**
- 15) In case of any System Integrator or Dealer not wanting to get billed by the allotted area Distributor due to some personal issues with the Distributor then the Company will bill the SI/Dealer directly and give coverage to Distributor to the extent of maximum 2% (In such case the Distributor will have to provide service to the customer as per Service after Sales terms). In case of refusal to provide service by Distributor to this customer, then 2% coverage will not be given to the Distributor.
- 16) **SERVICE AFTER SALES**
Company shall be providing technical training to Distributor's service staff on Polycab Grid Tie String Inverters. This shall help in providing training & support to the System Integrators for I&C of Inverters and also attending to the minor complaints and resolving them on the phone itself. Any fault occurring in the inverter shall be first attended by the technician of the System Integrator, who shall give the feedback from site to the Company Service Engineer. Faults of serious nature shall be attended by Polycab immediately on intimation within 48 hours by visit to site if required or replacement of String Inverter shall be arranged whether from Distributor stock or Company stock.
Free commissioning support shall be provided to the SI for his 1st installation by the Distributor for local sites within 50 Km radius, if required.
In case where Distributor trained Engineer has to attend the complaint at site on behalf of Company, actual expenses incurred shall be reimbursed by the Company.
- 17) **WARRANTY**
Warranty for Polycab Grid-Tie String Inverters is valid for 60 months from the date of commissioning or 63 months from the date of invoice, whichever is earlier.
Warranty for Remote monitoring accessories – 24 months from the date of commissioning or 27 months from the date of invoice, whichever is earlier.
Extended Warranty of additional 5 years (total 10 years) for Polycab Grid-Tie String Inverters shall be provided at additional cost @ 15% of sale value. Extended warranty needs to be applied within 1 year from the date of invoice.

18) PUBLICITY

We shall be holding System Integrators meets with the support of Distributors. This shall help create exposure to Polycab Grid-Tie String Inverters to the System Integrators and end users. We shall also be participating in REI and Inter-Solar Exhibitions which are the most popular events to give National and International exposure to Polycab and users. This shall help build up data base of users all over the country and in turn help our Distributors also.

19) INSURANCE

Material dispatched from Polycab warehouse up to destination shall be covered under transit insurance. Material dispatched by Distributor from his stock up to destination should be covered by Insurance by the Distributor and any transit damages in such cases will not be covered under free warranty replacement from the Company.

20) This Policy **supersedes all previous policies, terms and conditions.**

21) OTHER COMMERCIAL TERMS

Prices	The prices are basic and Ex-Bhiwandi Warehouse.
GST	Extra @ 5%
Freight	Extra from our Bhiwandi warehouse and will be confirmed depending upon the order quantity.
Insurance	Included up to destination for dispatches from Polycab warehouse..
Payment Terms	100% Advance by RTGS / NEFT in the name of " Polycab Wires Pvt. Ltd. " in case of ready stock and 50% advance against PO in case of 30 to 45 days delivery.
Delivery Period	Generally Ex-stock or within 30 to 45 Days after receipt of confirmed PO along with advance.
General	
Prices are subjected to change as per New GST Regime.	
Company reserves the right to change rates at any time without prior intimation.	
Company reserves the right to change the technical specifications of the product offered on account of continuous upgraded improvement and technological innovations.	
Any dispute subject to MUMBAI (Maharashtra) jurisdiction only.	
This Price List supersedes all previous rates and terms and conditions.	

For **Polycab Wires Pvt. Ltd.**

For **GREENTEK INDIA PVT. LTD.**

Authorised Signatory

Authorised Signatory

Date

ANNEXURE – I

DISTRIBUTOR GST LP-1 : w.e.f 12-7-2017										
POLYCAB SOLAR GRID TIE STRING INVERTERS										
Sr. No.	Inverter Type	Make	Capacity (kW)	Phase	DISTRIBUTOR PRICE in Rs.	Price List for Potential SIs / Dealers with 6% margin	Price with 8.5% margin	Price with 11% margin	Price with 16% margin	LIST PRICE in Rs.
1	STRING	POLYCAB	1	Single	17625	18750	19275	19800	21000	23500
2			1.5		19725	20990	21575	22175	23500	26300
3			2		22750	24200	24875	25575	27100	30350
4			3		29325	31200	32050	32950	34925	39100
5			4		38425	40880	42000	43175	45750	51250
6			5		41450	44100	45300	46575	49350	55300
7			6	Three	67250	71550	73500	75575	80075	89675
8			10		80900	86050	88425	90900	96325	107875
9			15		96100	102250	105025	107975	114400	128100
10			20		121350	129100	132625	136350	144475	161800
11			25		131450	139850	143675	147700	156500	175300
12			30		141600	150650	154750	159100	168575	188775
13			36		166850	177500	182350	187475	198650	222500
14			40		177000	188300	193450	198875	210725	236000

Remote Monitoring Accessories (Without SIM Card)							
1	WIFI STICK	2400	2550	2625	2700	2875	3175
2	GPRS STICK	2400	2550	2625	2700	2875	3175
3	WIFI BOX	10850	11550	11875	12200	12950	14450
4	GPRS BOX	17350	18450	18975	19500	20700	23100

NOTE	All Above rates are basic costs. GST will be extra @ 5% on above rates.									
	HSN code will be 85044090.									

DELIVERY SCHEDULE	
1 to 30 KW : Ex-stock / within 30 to 45 days.	
36 & 40 KW : Within 45 days after receipt of confirmed PO with MOQ = 25Nos.	
RMS Monitoring Accessories: Ex-stock / within 30 days.	

ANNEXURE – II

PROPOSED 1st ORDER QTY. / MINIMUM STOCK				
Capacity (kW)	NEW DP RATES	MIN Stock Qty. / 1st PO Qty.	KW	Value
1	17625	3	3	52875
1.5	19725	0	0	0
2	22750	6	12	136500
3	29325	6	18	175950
4	38425	2	8	76850
5	41450	3	15	124350
6	67250	5	30	336250
10	80900	3	30	242700
15	96100	1	15	96100
20	121350	1	20	121350
25	131450	0	0	0
30	141600	0	0	0
		30	151	1362925