



## INTER OFFICE MEMO

**OUR REF: IOAOD/LUBES/LRS/24-25/01G**

**DATE: 10<sup>th</sup> Feb '2025**

POLICY CIRCULAR REFERENCE HO/LUBES/RLS/2024-25/01G

SUB: AMENDMENT IN INCENTIVE SCHEME FOR CHANNEL PARTNERS

This is in further reference to incentive scheme for channel partners for 2024-25 announced vide policy circular ref no. HO/LUBES/RLS/2024-25/01 dtd. 03.04.2024, we are pleased to announce below mentioned amendments for Jan-March'25:

### **AMENDMENT 1 : Servo Performer Scheme -4A**

Incentive for Stockist mentioned in the Servo Performer Scheme S.No.4A under above circular reference, following amendment is being done

EXISTING CRITERIA			
S.No	Criteria	Criteria Applicable on	Existing Incentive (Rs/Lit or Kg)
5	For achieving Primary Sales Target of FY 2024-2025		Rs. 4/L of Primary Purchase Volume of Jan-Mar'25 Excluding IOC Clear Blue and Servohydrashakti 68

REVISED CRITERIA			
S.No	Criteria	Incentive (Rs/Lit or Kg)	Incentive Volume
5	Stockist Achieving Primary Sales Target for FY 2024-2025 and Achieving Q4 Target of FY 2024-2025 (both the targets)	Rs. 4/L	Primary Purchase Volume of Jan-Mar'25 Excluding IOC Clear Blue and Servohydrashakti 68
	<b>OR</b>		
	Stockist Achieving Primary Sales Target for FY 2024-2025 only	Rs. 3/L	
	<b>OR</b>		
	Stockist Achieving Primary Sales Target for Q4 FY 2024-2025 only	Rs. 2/L	

### **Note:**

- The revised amendment in Servo Performer Scheme -4A will supersede the earlier amendment. Other terms & conditions will remain same.
- State offices are requested to send a separate communication regarding this scheme to all LSEs & Stockist immediately.

**(P P Barua)**

**CM (L-RS), IOAOD**