

Aggregate with LG XNote

-**X**citing Aggregator scheme on LG X Note.

Scheme Details.

Scheme Period : 1st Jan 2007 to 31st March 2007

>> LG, well known for its innovation in defining channel schemes with a single point agenda of quick settlement, now takes lead in bringing in a lot more excitement in this first quarter (JFM) 2007.

**>> In Q1, you score on every X Note that you re-distribute.
There are two criteria to be met – Volume & Product Mix.
Depending on the city category, there are three slabs of Qty to be achieved.**

**>> On achieving the Quantity slabs, you get to earn Part A of the incentive.
Together if you achieve the model mix targets, you earn Part B.**

Scheme Details.

PART A:

>> The first step is to achieve the overall qty slab. This means, you become entitled for the model mix incentive (Part B) only upon achieving the Quantity slab (Part A).

CITY CAT	SLAB 1	SLAB 2	SLAB 3
A	150	100	60
B	120	90	50
C	100	70	40
D	80	50	30

CITY CATEGORY:

CAT A	DEL, MUM
CAT B	PUN, AHM, CHE, BLR, HYD,KOL, THA
CAT C	IND, CHA, RAN, COC, RAI, GUW, JAI, LUD, LUC, PAT, SUR, JAL, GHA, BHO,
CAT D	VAR, VIJ, NAG, KUN, KOZ, JOD, JAM, HUB,GUR, GOA, ASA, DEH,COI, AUR, WAR, BHU

PART A Incentives.

	CAT	SLAB 1	SLAB 2	SLAB 3
Part A	A	72000	36000	16200
	B	57600	32400	13500
	C	48000	25200	10800
	D	38400	18000	8100

On achieving the quantity slabs in respective city category, you qualify the PART A of reward money.

No Pro-rata payouts possible.

Part B : Model Mix Targets

The Part B of the Incentive is based on the mix between Celeron Notebook & Non-Celeron Notebook. The target slabs are Celeron model mix $\leq 55\%$, $\leq 60\%$ and $\leq 65\%$ for Cat A & B city. Similarly, for Cat C city, the Celeron model mix targets are $\leq 60\%$, $\leq 65\%$ and $\leq 70\%$. The Cat D city has relaxed targets as indicated in the model mix matrix below.

	Model Mix	CEL : Non CEL	CEL : Non CEL	CEL : Non CEL
Part B	A	$\leq 55\%$	$\leq 60\%$	$\leq 65\%$
	B	$\leq 55\%$	$\leq 60\%$	$\leq 65\%$
	C	$\leq 60\%$	$\leq 65\%$	$\leq 70\%$
	D	$\leq 65\%$	$\leq 70\%$	$\leq 75\%$

Part B Rewards

PART B Incentives	CAT	Model Mix	Model Mix	Model Mix
	A	48000	24000	10800
	B	38400	21600	9000
	C	32000	16800	7200
	D	25600	12000	5400

Example:

Case 1: You buy 150 units of LG X Note between 1st Jan & 31st Mar 2007 in a CAT A city, you will qualify for Part A of the Incentive amount which is 72000/=. In the same slab, if you also ensure that your Celeron Notebooks are less than or equal to 55%, then you qualify for additional 48000/- totaling to 1,20,000/-.

Case 2: Even though you have qualified Part A for Slab 1 in Cat A, but if your Celeron contribution is more than 55% but less than 60%, you qualify only for 24000/=. Thus your total will be 72000/- + 24000/- = 96,000/- only.

Redemption Process

Unlike any other schemes, here you can get the scheme benefits settled before April end, provided the claims & supporting are accurate.

Now, keep promoting LG XNotes and keep accruing on both Part A & B of the reward amount.

Redemption Process:

At the end of the scheme period, just fill up the enclosed Redemption format , attach all the Purchase Invoice copies. Just walk in to LG Branch office and choose any LG product of your choice for the amount accrued.. There is no limitation on product category / model number / qty or whatsoever.

The product of your choice will be billed to you at the Dealer Price (Basic Price + Taxes). In case, your product choice is of higher value, you have an option to pay the difference through Demand Draft in favour of “M/s. LG Electronics India Private Limited” payable at the local city of redemption.

Terms & Conditions

Terms & Conditions:

- This program is for the resellers / retailers of LG X Note..
- All the benefits of the scheme are well declared in the scheme itself.
- The scheme period is 1st Jan 2007 to 31st March 2007.
- The scheme is applicable on purchase of all the current LG XNote Models.
- LG reserves the right to amend / withdraw this scheme without assigning any reasons thereof.
- This promotional scheme is only with an objective to enhance the profitability of the participating channel partners.
- If any channel partner is found discounting the scheme, LG reserves the right to disqualify such channel partners and LG's decision on this will be final & binding.
- Any malpractices, if noticed, will disqualify the trade partner.
- The participation in this promotional scheme is purely voluntary.
- If the redemption product chosen by you is not available, alternate product will only be given.
- All purchases made from LG Electronics & Ingram are valid under this scheme.
- Only if the partner qualifies for Part A, shall he get entitled for Part B of the rewards.

Terms & Conditions ...Contd.

- Cash redemption is not allowed..
- New XNote Models, if introduced by LG during the scheme period may / maynot be enrolled in this scheme and decision on this is reserved with LG.
- The Dealer Price of the product is to be ascertained with the LG's IT Area Manager / LG Marketing Manager / LG Branch Accountant before preparing the DD.(if any payable).
- If there are any discrepancies in the claim / DD amount, the redemption request will not be accepted..
- More incentives / more slabs / more combinations may be announced by LG from time to time.
- Depending on the market dynamics, LG may decide to increase the incentive amount prospectively and such increase if any will be put up in LG website www.lgindia.com and / or announced through mailers / e- mailers / advertisement in trade magazines.
- Although LG India will endeavor to make enough stock available, non-availability shall not be acceptable as a reason for non-achievement of the slabs. The partners are advised to pre-pone their buying well in advance to ensure, they get the delivery of the models as planned for model mix.
- The channel partners are suggested to buy only sealed products from their Regional Distributors.
- If they receive open boxes, they shall check all the contents on their own
- For other detailed terms & conditions and / or any amendments, pls write to alvi@lgezbuy.com.
- The dealer price (DP) keeps changing as a part of market dynamics. The partners are requested to ascertain the same, just before they file their redemption request with LG Branch office.
- The last date for submitting the redemption request is 15th APRIL 2007. Any request received after the last date will be summarily rejected.

Redemption Format

Submission Date:_____

Name & Address of the channel Partner:

Affix your Biz card with handphone number or write the full address / email / phone no

LG Product Choice:

Product :_____

Model No. _____

Basic Price:_____

Tax Amt :_____

Total Dealer Price: _____

Total Incentive Claimed : _____

Balance Amt (DD Amt): _____

Srl No.	XNOTE Purchase Details				Grand TTL
	Invoice No.	Date	CEL Qty	Non CEL Qty	
1					
2					
3					
4					
5					
6					
7					
8					
9					
		TOTAL			

PART A INCENTIVE Qualified : Rs. _____/-

NON CELERON Ratio Achieved : _____%

TOTAL INCENTIVE Qualified : Rs. _____/-

PART B INCENTIVE Qualified:Rs. _____/-

Pls find enclosed a Demand Draft No. _____ dated _____ for Rs. _____ (Rupees _____ only) towards balance amount to avail the above product of my choice. I have read fully & accept the terms & conditions of this promotional offer.

Rubber Stamp of claimant: _____

Signature :_____

Name _____

Designation:_____

Thank You.