

Compensation Structure of Consumer Mobility Product and services
(The below is subject to revision from time to time)

(i) Commission/Incentive (Upfront discount at the time of C-top up wallet purchase)

RCVs & Top-Ups Products:- All Top-up Vouchers / Flexi, Top-up / STV (Special Tariff Vouchers)/ RCV , (Recharge Vouchers) / C- TOPUP

DSA
Discount on C-TOPUP/ recharge to DSAs shall be 2.8 % on MRP For e.g. if DSA lift C-top up value of Rs. 100000/- than discount will be 2729/-. Total C-top value will be transferred to DSA will be 102729/-.

(ii)SIM Sale Commission:-For FRC-249(In addition to C-top up commission)(In Rs):-

	Upfront	Incentive on ach. of 30 SIMs per month with bench mark QoA (30%)	Total payout commission per new SIM
DSA	220/-	13.50	233.50

- **Commission differs with plan vouchers used for SIM activation.**

(iii) MNP commission (In addition to FRC commission) (In Rs.) :-

Plan voucher amount (FRC on port in) (Rs.)	DSA	Additional if DSA achieve min. 5 port in	Additional if DSA achieve min. 20 port in	Max. commission
399 and above	115	100	200	315
180/- to 398/-	100	50	100	200
Below 180/-	60	10	30	90

(iv) Post paid voice & Data plan Commission:-

	Any monthly plan(initial discount/margin	Secondary/Subsequent incentive to franchisee
DSA	80/- on deposit of security amount at the time of activation	Balance incentive if any will be paid @14% of Fixed monthly Charges (FMC) at the end each month for six months subject to maximum of 90% of lowest FMC or Rs 500/- (Including initial payment of Rs. 80/-) whichever is less and payment of monthly bills by the customer.

(v) Pre-paid to Post paid plan conversion:-

DSA	50% of FMC subject to max. of Rs 150/- after payment of first bill
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(vi) Incentive to DSA for 4G SIM up-gradation work.

An incentive of Rs 5/- per successful SIM up-gradation may be given to the DSA.

(vii) Commission/incentive to DSA for doing the Subscriber re-verification work:-

- (i) A commission/incentive of Rs. 10/- for EKYC mode.
- (ii) A commission/incentive Rs.5/-for DKYC mode.