

Anjoriya Power Creators Pvt. Limited

An ISO 9001:2015 Certified Company

Corporate Office- B 10, Eco Tech-3, Udyog Kendra-1, Gautam Buddha Nagar, Noida, Delhi (NCR)-201306

T&C: The following terms have been agreed upon by both the parties.

Margins & Commission: Payment Terms: The stocks shall be supplied through an authorized C&F / Super Stockiest appointed by, the company to service the distributors. The distributors shall purchase stocks on Advance payment thru RTGS/NEFT.

Inventory Norms: The Distributors shall maintain 15 days inventory + transit time Ex C&f/SS Location. For Example, if the transit time is 2 days, the distributor shall maintain 17 days inventory. P.O shall be raised on C&F/Super Stockiest on a frequency of 10 days.

Cash Transactions with APCPL employees: The Distributor will not entertain any cash dealings with the employees of APCPL. In the event of the Distributor doing so, it would be at their own discretion and risk for which APCPL shall not be responsible.

Data Sharing: The distributor shall share the following data with the Sales Officer at the desired frequency: The copy of the bills raised, Closing Stock position weekly, stock and sales statement and also the names of the outlets to whom stocks are being supplied.

Market Service: The Sales Officer shall visit all the potential outlets of the area once in a month. The distributor shall follow it up through their staff for any requirement in the absence of the Sales Officer.

Damage Stocks: APCPL shall take the sole responsibility of damages received from the market due to genuine manufacturing defect. However, damage due to poor storage or handling shall not be replaced.

Distributorship Closure / Separation: As below

We need to settle the following for any distributor who have expressed their inability to continue business with us. Status of Stock in hand. Stock statement with Seal and Sign of Distributor, physically verified by APCPL employee. At least 2 months physical stock must be available at APCPL HO. Purchase bills of 2 months must be attached. Pending credit Notes / Claims (If any). APCPL / Field employees of APCPL shall not be responsible for out-standings with retailer. It will be the sole responsibility of the distributor. GST number are necessary in all purchase and sale in case of return or transfer. Bills without GST Number will not be considered for any transfer. If a new distributor is appointed to replace the old distributor, stocks should be transferred to the new distributor only after approval from head office with respect to quantity and value of stock. In case, if the town remains closed, the field employee shall send us the details for stock valuation and settlement process through the distributor closure form. Outstanding with C&F/Super Stockiest – To be cleared before stock transfer, NOC of C&F/SS required. Stock of promotional material to be transferred to new DBR/C&F/SS with receiving on paper. Freight charges – old DBR will bear all charges related to freight including loading/unloading. Value – Total value (without GST) of last purchase bill will be considered for settlement. Quantity – Closing stock with respect to Last month's closing stock will be considered. Stock to be transferred from Old DBR to New DBR as per the approved Valuation sheet, approved from HO. Settlement of DBR Should be done in 30 days from the date of intimations in writing. Any claim after that will not be considered by C&F/Super Stockiest or APCPL. Any deviation in stock or values in previous month's

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statements or at the time of closing shall not be accepted. New Distributor can be appointed immediately with sanction from HO in the transfer period, if he is ready to make fresh purchase, so that retail business is not hampered. All information to be acknowledge by ASM/BDM/RSM/ZBM/NSM on behalf of APCPL.

APCPL can verify bills submitted. If found guilty due to false bills or manipulated figures, SIPL shall cancel the settlement. If Distributor has not passed the given scheme to retailer or increased the rates, Distributor has to settle it before settlement. In case any document is required for validating stock or value of stock, distributor has to provide all document. APCPL can hold the settlement in case the required documents are not provided. Final status to be sent to HO (sales admin) for locking it in software and removing it from All MIS.

Market Out-standing: APCPL shall not be responsible for market out-standings. However, on moral grounds, our sales officer could be instrumental in helping the distributor in their recovery of payment. APCPL shall roll out a retailer's price list and the Distributor shall supply stocks as per the price-list finalized by APCPL. Moreover, if any additional schemes are operational the same shall be extended without any maneuvering.

Claims settlement Policy: ALL secondary schemes operated in the market place shall be credited to the distributor account through our authorized C&F/Super Stockiest.

Non-disclosure policy: the distributor under any circumstances should not share with any third party the business terms such as sales value, schemes, selling prices, special initiatives or margin etc.

Competition: We appreciate the growth of all our distributors and we rejoice when they grow by associating with other brands. However, distributorship can be cancelled if found dealing with other brands in the same category.

Area binding: The distributor shall be supplying stocks to all retailers (except Modern trade) of the area allotted to them. In the event, any distributor selling the stocks to retailers from the other area shall not be tolerated. Under-cut selling is strictly prohibited.

APCPL strongly believes in long term association with all their business partners and in case if there are any issues unresolved at the regional level, the distributor may refer to the Head office sales@anjoriyapower.com or call +91-8882801615.

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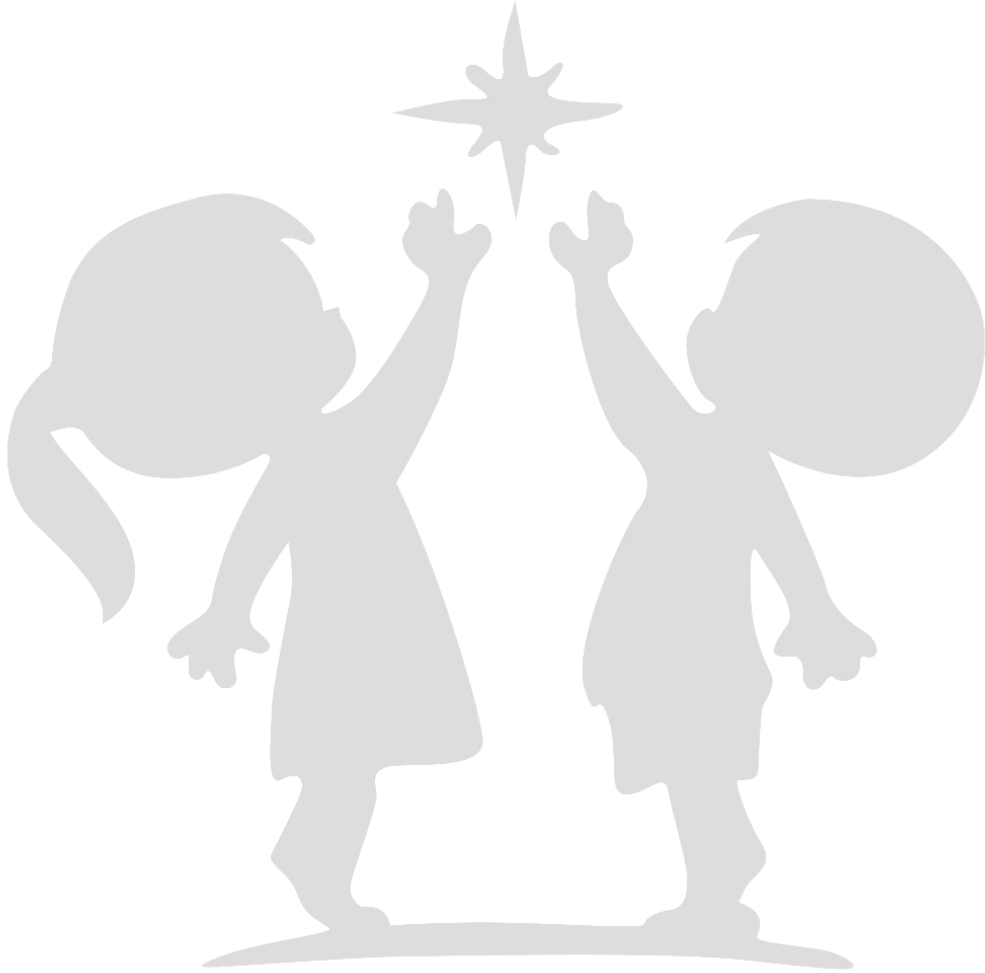
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