

Incentive Structure:

For the sellers launched in any month, GMS of Launch Month + 2 Months will be considered. E.g. if you launch a seller on 20th August 2021, seller will be managed for the launch month (in this case: August), 2 months after launch (in this case: September & October). Whatever is the GMS of the seller till 31st October 2021, payout (corresponding to the GMS slab) will be processed in November 2021.

GMS Slab (in INR)	Payout
>=10L	INR 75000
5L to <=10L	INR 50000
3L to <=5L	INR 40000
1.2L to <=3L	INR 25000
60K to <=1.2L	INR 10000
25K to <=60K	INR 5000
15K to <=25K	INR 3000
<15K	INR 0

Terms and Conditions

- 1) New GMS Slab will be applicable from August'21 Launches
- 2) Net Fulfilled GMS (excluding returns/refunds) of Launch+2 months will be considered for determining the payout slab
- 3) No Payout for the seller suspended/non-compliant/with inactive listings in the L+2 months period and at the time of payout calculation.

Appendix 2

Additional Payout schemes:

Input Based Payout Type		
Payout Type	Proposed Payout	Criteria
Sellers launched with >10 TSF	INR 2000	L+2 months GMS <=INR 15,000
Distributor/Manufacturer Launches	INR 2500	L+2 months GMS <=INR 15,000 and Non-TSF Selection
	INR 4000	L+2 months GMS <=INR 15,000 and TSF Selection

Please note:

- a. TSF list will be provided by Amazon
- b. TSF selection to be maintained throughout the L+2 period

Additional Payout – FBA (Fulfillment by Amazon)

SOA to FBA TTL	Payout	Criteria
Within L+1 month	INR 1000	FBA launch with min First Shipment Value of INR 15K within L+1 month of SOA launch
	INR 1500	L+2month GMS<=15K
Between L+1 to L+2 month	INR 2500	Minimum first shipment value of INR 15K and L+2 months GMS <=15K

Terms and Conditions

- a. All payouts applicable only if the first shipment value is min. Rs.15000
- b. "L" is defined as the SOA launch month of the account