



SUNCITY SOLAR

— अनन्त ऊर्जा - उन्नत आय —

A venture of Shree Cahandramangal Suncity Marketing Pvt. Ltd.



SUNCITY SOLAR

COMPENSATION

PLAN



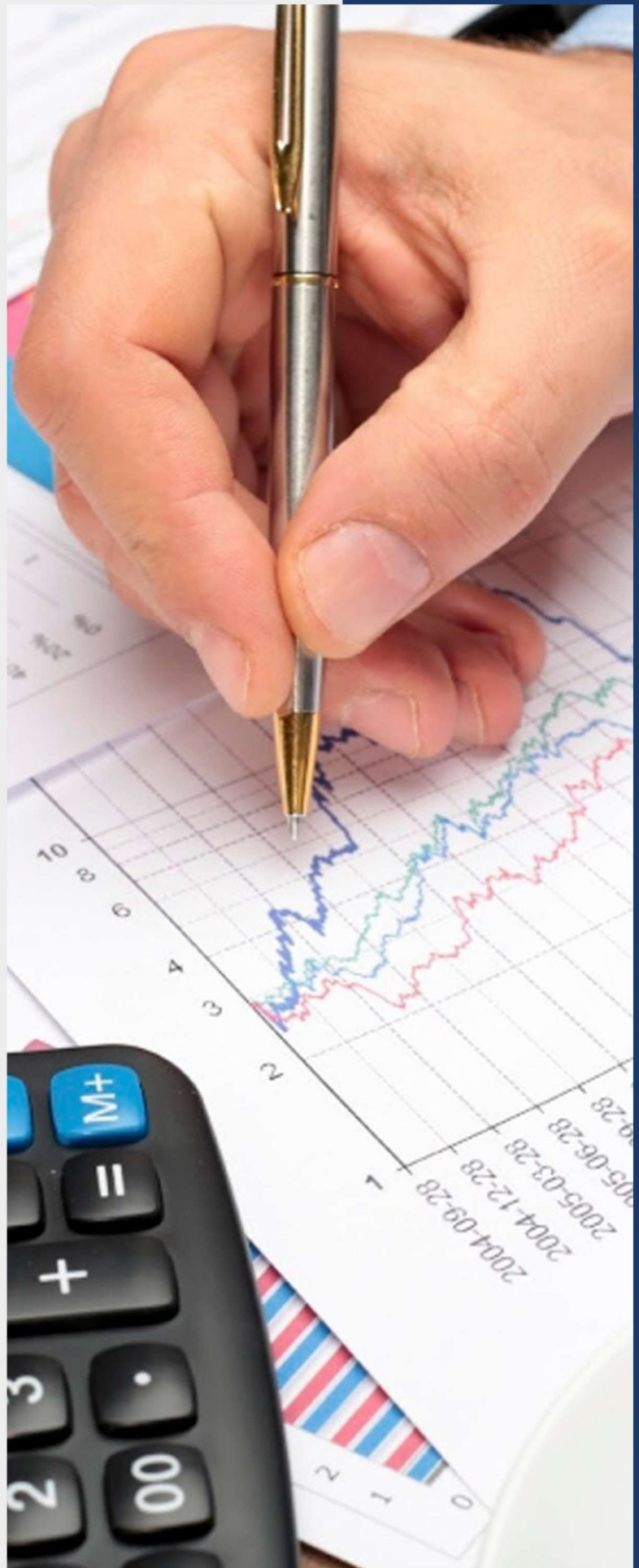
SUNCITY SOLAR COMPENSATION PLAN

To become a part of Shree Chandramangal Suncity Marketing Private Limited hereinafter called as Suncity Solar, one has to register himself / herself as a customer/Solar Advisor with the company by filling a simple registration form. A customer / Solar Advisor of Suncity Solar can purchase Suncity Solar products on Discounted Price for personal use.

Once a customer is satisfied with the quality of Suncity Solar products and services, he / she may refer these products to their friends, relatives, contacts, etc. and earn financial benefits in the form of incentives and rewards. To earn these incentives and rewards, customer has to become a Solar Advisor of Suncity Solar by accepting the e-contract and has to abide by the terms & conditions of Shree Chandramangal Suncity Marketing Private Limited.

TYPES OF INCENTIVE

1. Retail Profit
2. Direct Referral Incentive
3. Solar Master Incentive
4. Team Performance Incentive
5. Rank Advancement Bonus
6. Royalty Incentive
7. Performance Rewards



RETAIL PROFIT

Retail profit is the margin between the Maximum Retail Price (MRP) and the price at which the Customer / Solar Advisor purchase the products i.e. Discounted Price (DP). Solar Advisor in Suncity Solar Compensation Plan can earn Retail profit equal to the margin between MRP and DP of the products.

For Example:

▸ MRP 900 ₹ ▸ Product DP 700 ₹

Customer/Solar Advisor Profit

$$900 ₹ - 700 ₹ = \mathbf{200 ₹}$$



Notes

- DP is referred as Discounted Price
- MRP is referred as Maximum Retail Price.
- Retail Profit is not calculated and paid by the company.
- Company reserves the right to further give discount on any product below DP.

DIRECT REFERRAL INCENTIVE

When a person is registered as a Solar Advisor of Suncity Solar and introduce more Customers/Solar Advisors and these customers / Solar Advisors purchase products & services from Suncity Solar, then on every purchase some special points are generated which are called as Sales Volume (SV). These SV points are given to every Solar Advisor in the upward network.

Suncity Solar Compensation Plan pays Direct Referral Incentive to Solar Advisors to enjoy the goods or services with an ease. Solar Advisors will earn 25% of the SV for the goods or services purchased by their directly referred Customers/Solar Advisors. Value of 1 SV = Rs. 100/-

For example:

A Solar Advisor "U" has referred 3 Solar Customers/Advisors under his/her network: "A", "B" & "C".

The 3 referred Solar Customers/Advisors purchased products of 50 SV, 150 SV & 500 SV respectively. Then Direct Referral Incentive for "U" will be calculated as:

A (50 SV) = 25% X 100 = 12.5SV

B (150 SV) = 25% X 100 = 37.5SV

C (500 SV) = 25% X 100 = 125SV

Total earnings on purchase of products & services of 3 referred Solar Advisors = 12.5 + 37.5 + 125 = 175SV Value of 175 SV = 175x100=17500/-



Notes

- Direct Referral Incentive is calculated on same day after product delivery confirmation.
- **Closing Period:** Direct Referral Incentive is Calculated on Product Delivery Confirmation between 00:00:00 am to 23:59:59 pm every day.
- **Payout Period:** Direct Referral Incentive is Paid very next day of product delivery confirmation.
- Net Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company Reserves the right to change/Modify Direct Referral Incentive.

SOLAR MASTER INCENTIVE

Suncity Solar provides a Solar Master Incentive to reward its solar advisors for making survey reports and successfully completing solar system sales. This incentive applies to On-Grid, Off-Grid, Hybrid, and Water Pumping Systems, provided they are above 1 KW or 1 HP. Solar Advisors are entitled to an incentive of 20% of the SV for each survey report and qualifying sale.

For Example

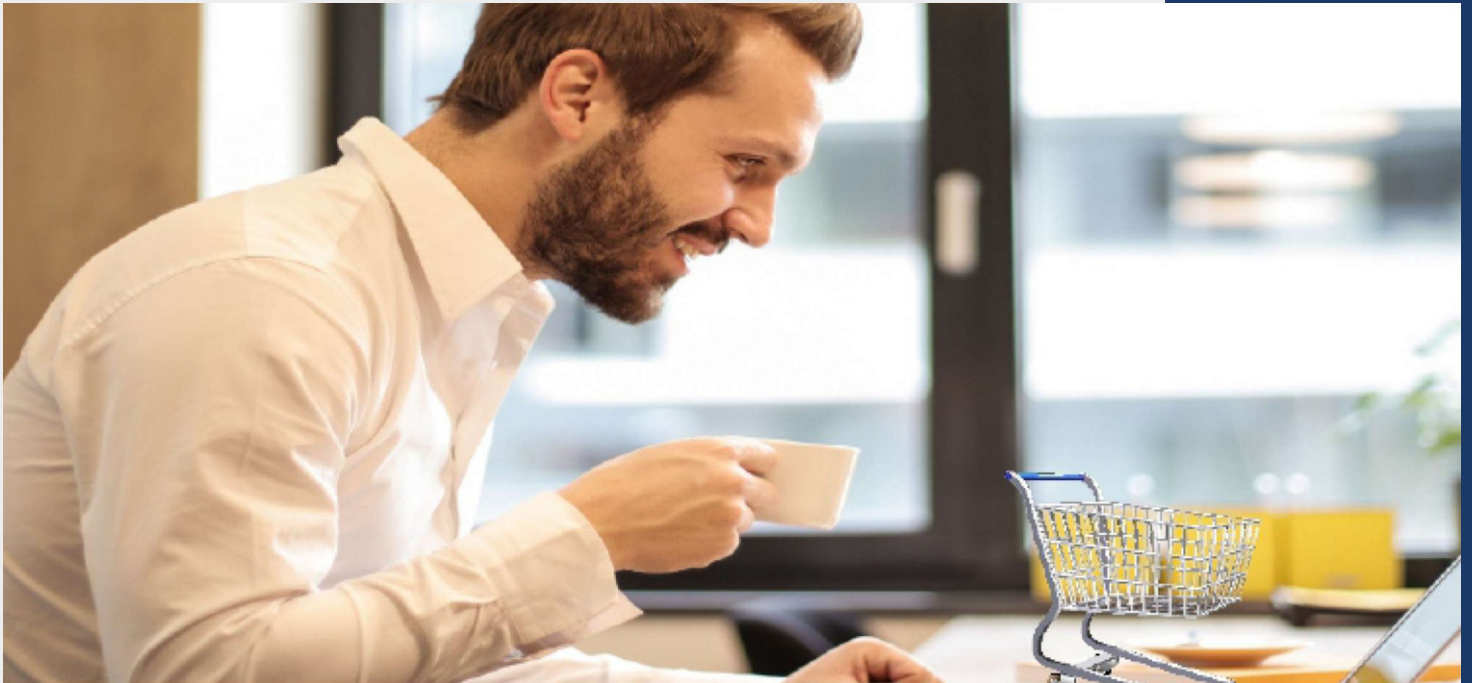
A Solar advisor "U" successfully completed a survey and the sale of a 5 KW solar system, the incentive is calculated as follows:

5 KW 250 SV

$250 \text{ SV} \times 20\% = 50 \text{ SV}$

$50 \text{ SV} \times \text{Rs.}100 = \text{Rs.}5000/-$

Suncity Solar's Solar Master Incentive for connections above 25 KW or 25 HP will be determined at the time of finalization of sale. This means that the incentive for larger solar connections will be customized and agreed upon during the completion of the survey report and sale. This flexible approach ensures that advisors receive appropriate and competitive rewards for securing significant solar projects, encouraging them to target and close larger deals.



Notes

- Solar Master Incentive is calculated on same day after product delivery confirmation.
- Closing Period: Solar Master Incentive is Calculated on Product Delivery Confirmation between 00:00:00 am to 23:59:59 pm every day.
- Payout Period: Solar Master Incentive is Paid very next day of product delivery confirmation.
- Net Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company Reserves the right to change/Modify Solar Master Incentive.

TEAM PERFORMANCE INCENTIVE

Suncity Solar has devised a unique concept of rewarding its Solar Advisors with Team Performance Incentive for their efforts in supporting their team to sell the products and services. The Team Performance aspect of the Suncity Solar Compensation Plan is calculated from your network, with 2 Business Teams - Left Team & Right Team. As your team begins to grow you are entitled to earn more Team Performance Incentive based on the total SV matched from weaker group. After 2 successful sales, when a Solar Advisor is able to refer 3rd sale under his / her team and is placed under his / her Left Team or Right Team, it is known as spill sale for the referrer Solar Advisor. As his/her team grows, he/she will be entitled to get 15% of matched Sales Volume (SV) generated in either team as Team Performance Incentive. The Value of 1 SV is Rs. 100/-.



For Example:

A Solar Advisor is able to recommend sales of 100 SV in Left Team and 200 SV in Right Team or vice versa in the ratio of 1:2 or 2:1, it makes him / her eligible to earn 15% of the matched SV as Team Performance Incentive. Further, Suncity Solar Compensation Plan rewards its Solar Advisors with 15% of Matching SV as Team Performance Incentive.

	LEFT TEAM	RIGHT TEAM	
Day 1	100 SV	200 SV	1 SV = Rs. 100/-
Matched SV	100 SV	100 SV	15% of 100 SV = 15 SV
Balance SV	0 SV	100 SV	15 SV = 15 x 100 = Rs. 1500/-
Day 2	200 SV	300 SV	
Total SV	200 SV	400 SV	
Matched SV	200 SV	200 SV	15% of 200 SV = 30 SV
Balance SV	0 SV	200 SV	30 SV = 30 x 100 = Rs. 3000/-

Notes

- Team Performance Incentive is calculated on same day after product delivery confirmation.
- Closing Period: Team Performance Incentive is calculated on product delivery Confirmation between 00:00:00 am to 23:59:59 pm every day.
- **Payout Period:** Team Performance Incentive is paid very next day of the closing day.
- To earn Team Performance Incentive, Solar Advisors must have 2 personal enrolled teams.
- Maximum threshold limit of earning Team Performance Incentive is 3500 SV daily.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change/modify the Team Performance Incentive.

TEAM PERFORMANCE INCENTIVE

Leadership is a skill encompassing the ability of an individual to guide other individuals to achieve a goal. In Suncity Solar Compensation Plan, when a Solar Advisor achieves certain level of Business matching, he / she is recognized with a certain Leadership Rank. In Suncity Solar Compensation Plan, when a Solar Advisor achieves a Leadership Rank, company rewards such Solar Advisors with Rank Advancement Bonus. This Rank Advancement Bonus is paid to the Solar Advisors only once when they achieve a Leadership Rank. Below mentioned is the Qualification Criteria of Leadership Ranks along with the Rank Advancement Bonus.

S. No.	LEFT TEAM	RIGHT TEAM	LEADERSHIP RANK	RANK ADVANCEMENT BONUS SLAB
1	700 SV	700 SV	Tiger	10 %
2	3000 SV	3000 SV	Star	7 %
3	12500 SV	12500 SV	2 Star	4 %
4	50000 SV	50000 SV	3 Star	2 %
5	200000 SV	200000 SV	5 Star	1.25 %
6	400000 SV	400000 SV	7 Star	1 %
7	700000 SV	700000 SV	Diamond	3 %
8	2000000 SV	2000000 SV	Venus	1.25 %
9	5000000 SV	5000000 SV	Crown	1 %
10	10000000 SV	10000000 SV	Brand Ambassador	1 %

For Example:

A Solar Advisor is able to achieve the Leadership Rank of Star, then the Suncity Solar Compensation Plan rewards him/her with the Rank advancement Bonus as mentioned below:

Leadership Rank achieved: Star

Rank Advancement Bonus Slab: 7% of 3000 SV matched

Rank Advancement Bonus: $3000 \times 7 / 100 = 210$ SV

Value of 1 SV: Rs. 100

Rank Advancement Bonus earned by the Solar Advisor: $Rs. 100 \times 210$ SV = Rs. 21000/-

Notes

- Rank Advancement Bonus is calculated and paid once any Leadership Rank is achieved.
- **Closing Period:** Rank Advancement Bonus is calculated on product delivery confirmation between 00:00:00 am to 23:59:59 pm daily.
- **Payout Period:** Rank Advancement Bonus is paid very next day the Leadership Rank is achieved.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change/modify the Rank Advancement Bonus.

ROYALTY INCENTIVE

Suncity Solar has made a provision of Royalty Incentive for the Solar Advisors who have achieved the Leadership Rank of Diamond and above. Below mentioned are the different Royalty Clubs that a Solar Advisors can achieve in Suncity Solar Compensation Plan.

S NO.	RECOGNITION LEVELS	% DISTRIBUTION ON MONTHLY SV MATCHING
1	Diamond	1 %
2	Venus	0.5 %
3	Crown	0.5 %
4	Brand Ambassador	0.25%

Notes

- Royalty Incentive is calculated and paid on monthly basis.
- **Closing Period:** Royalty Incentive is calculated on the Business done between 1st & last day of every month.
- **Payout Period:** Royalty Incentive is paid on 7th day of every corresponding month of the closing month.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change/modify Royalty Incentive.



PERFORMANCE REWARDS

Suncity Solar Compensation Plan appreciates the hard work done by the Solar Advisors in promoting sales of Products in the form of Performance Rewards. Solar Advisors can earn Performance Rewards on the level of Business they have achieved. For more details on Performance Rewards, please visit our website: www.suncitysolar.in.

NOTES & DISCLAIMER

1. The Customer Registration is absolutely free and the company does not ask for any registration fee for it.
2. Calculations of daily & monthly incentives will be carried out by the software systems only.
3. All necessary tax deductions from earned incomes and rewards would be made as per the Govt. laws.
4. All the illustrations and examples given herein are just for readers' understanding purpose.
5. All the calculations work on the pro rata basis.
6. Suncity Solar Compensation Plan is a hardcore sales & marketing of its Products and services. It is not a type of money-making scheme. It is not an overnight millionaire making program.
7. The incomes from any plan are subject to your efforts and as per terms & conditions given on the website: www.suncitysolar.in.
8. Grievances or complaints, if any, shall be resolved in accordance with the Grievance Redressal Mechanism provided by the company or through arbitration as per laws of the land.
9. Disputes if any will be resolved in the legal jurisdiction of Jaipur courts (Rajasthan, India) only.
10. All rights reserved. The company may change/amend/alter/update any income or payment calculation method without any prior information. For updates, please visit our website: www.suncitysolar.in.
11. Disclaimer A Solar Advisor's success depends in great part upon his or her skills, efforts, dedication, desire, and motivation. Becoming a Solar Advisor of Shree Chandramangal Suncity Marketing Private Limited is not a guarantee of income. Average income from the Suncity Solar Compensation Plan has not been established. This explanation of the compensation plan is a description of how commissions may be earned under the compensation plan. It is for illustrative purposes only. There are no guarantees or assurances that any level of income, earnings or success will be earned or attained by any Solar Advisor. All Solar Advisors are responsible for meeting all business volume and customer requirements, qualifications and/or deadlines applicable to them. Actual results will vary and will be a result of various factors such as expertise, ability, motivation and time spent promoting and selling Suncity Solar Products and Services.





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