

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 March 2019, seller will be managed for the launch month (in this case: March), 2 months after launch (in this case: April & May). Whatever is the GMS of the seller till 31st May 2019, payout (corresponding to the GMS slab) will be made in June 2019.

GMS Slab (in INR)	Payout
>10L	INR 75,000
5L to <= 10L	INR 50,000
3L to <= 5L	INR 40,000
1L to <= 3L	INR 25,000
50K to <= 1L	INR 10,000
25K to <= 50K	INR 5,000
15K to <= 25K	INR 3,000
0 to <=15K	INR 0

Terms and Conditions

- 1) Net Fulfilled GMS (excluding returns/refunds and self-ship GMS) of Launch+2 months will be considered for determining the payout slab
- 2) No Payout for the seller suspended/non-compliant/with inactive listings in the L+2 months period

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 Launches	INR 2500	L+2 months GMS >=INR 15,000 and Non-TSF Brand Distributor
	INR 4000	L+2 months GMS >=INR 15,000 and TSF Brand Distributor
FBA Launches	INR 2500	Minimum first shipment value of INR 15,000 and L+2 months GMS >=INR 15,000 with any selection
	INR 4000	Minimum first shipment value of INR 15,000 and L+2 months GMS >=INR 15,000 with 60% adoption of recommended selection

Please note:

- a. Brand list for Distributor launches and TSF list will be provided by Amazon
- b. FBA payout applicable only if FBA launch is done in the same month of seller launch or L+1 month
- c. TSF selection to be maintained throughout the L+2 period