

Consumer Schemes Aug'24 (Applicable on MY24 & MY23 Cars)

Model	Variants	Cash Discount			Total Benefit
		Cash Discount All Customers	Additional For Exchange Customers	Additional For POI /Corporate Customers	
Grand i10 Nios	CNG Variants	35,000	10,000	3,000	48,000
	MT Variants [Non - CNG]	35,000	10,000	3,000	48,000
	AMT Variants	25,000	10,000	3,000	38,000
AURA	CNG	30,000	10,000	3,000	43,000
	Other Variants	10,000	10,000	3,000	23,000
Exter*	EX & EX(O) Variants				-
	Other Variants	20,000			20,000
i20	MT Variants	35,000	10,000		45,000
	iVT Variants	20,000	10,000		30,000
Venue*	1.2 Kappa MT	35,000	10,000		45,000
	1.0 Turbo DCT	40,000	10,000		50,000
	1.0 Turbo MT	45,000	10,000		55,000
Venue N Line	All	40,000	10,000		50,000
Verna	All	15,000	20,000		35,000
Alcazar	Petrol	55,000	30,000		85,000
	Diesel	55,000	30,000		85,000
Tucson [MY23]	Petrol	50,000			50,000
	Diesel	2,00,000			2,00,000
Tucson [MY24]	Petrol	25,000			25,000
	Diesel	50,000			50,000
Kona EV	All	2,00,000			2,00,000

* Lifestyle Accessory Pack details attached in separate sheet

LIFESTYLE PACK - ACCESSORY PACK | AUG'24

SELECTED VARIANTS → EXTER & VENUE

Model	Variants	Consumer Offer		Accessory Pack	Total Benefit
		Cash Discount	Exchange Bonus	Net Value	
Exter	EX & EX(O) Variants	-	-	12,972	12,972
	Other Variants	20,000	-	12,972	32,972
	Knight Edition	20,000	-	-	20,000
Venue Petrol	1.2 Kappa MT	35,000	10,000	15,629	60,629
	1.0 Turbo DCT	40,000	10,000	15,629	65,629
	1.0 Turbo MT	45,000	10,000	15,629	70,629
	Knight Edition - 1.2 Kappa MT	35,000	10,000	-	45,000
	Knight Edition - 1.0 Turbo DCT	40,000	10,000	-	50,000
	Knight Edition - 1.0 Turbo MT	45,000	10,000	-	55,000

LIFESTYLE PACK*		Accessory Pack		
Model	Variant Applicability	Total Pack Value	Customer to Pay	Net Benefit
EXTER	All Variants except Knight Edition	17,971	4,999	12,972
VENUE	All Variants except Knight Edition & Diesel Variants	21,628	5,999	15,629

*T&C : Lifestyle Pack

- Scheme is applicable on selected variants of Venue & Exter cars purchased between 1~ 31st August 2024. [NOT applicable for Exter : Knight Editions, Venue : Knight Editions & Diesel variants]
- Accessory package worth : Exter Rs 17,971 can be availed by Customer on payment of Rs 4,999/- to Dealer
- Accessory package worth : Venue Rs 21,628 can be availed by Customer on payment of Rs 5,999/- to Dealer
- Accessory package need to be purchased as a whole, and if customer wants to purchase accessories independently – package offer benefits can't be availed.
- This package can't be adjusted against any cash discount
- This offer cannot be clubbed with any other prevailing accessory discount
- Dealer Reimbursement details are attached in Mobis circular

Exter Lifestyle Pack		
Part No	Part Name	MRP
K6F27IH502PB	Bumper Corner Protector	1,399
K6F14IH501	3D Boot Mat	1,489
K6F16IH501	Neck Rest & Cushion Kit	2,699
K6F45IH502	Scuff Plates Non Illuminated	1,189
K6F27IH503	Front Skid Plate	4,399
K6F43IH501	ORVM - Piano Black	1,499
K6F61IH501	Front & Rear Scoop	1,299
K6F42IH501	Twin Hood Scoop	999
K6F22IH502PB	Door Cladding	2,999
Total Pack Value		17,971

Venue Lifestyle Pack		
Part No	Part Name	MRP
K3F14IH105	Premium Dual Layer Mat	7,282
K3F14IH102	3D Boot Mat	1,550
K3F32IH101	Door Side Molding - Dark Chrome	5,251
K3F39IH101	Head Lamp Garnish - Dark Chrome	1,040
K3F24IH101	Tail Lamp Garnish-Dark Chrome	1,352
K3F24IH102	Upper Trunk Lid Garnish- Dark Chrome	1,393
K3F43IH101	ORVM Garnish - Dark chrome	1,560
K3S73IH101	Cup Holder Coaster Kit	181
K3F27IH103	Door Edge Guard	474
K3F61IH101	Fender Garnish	1,545
Total Pack Value		21,628

Retail Support Aug'24 (Applicable on MY24 & MY23 Cars)

Model		HMIL & Dealer Sharing				HMIL Sharing Only			
		Cash Discount For all Customers			Additional Cash Discount For Exchange Customer	Additional Cash Discount For POI /Corporate Customer			
		Discount to be given on Invoice before GST	HMIL Share	Dealer Share		Discount to be given on Invoice before GST	Discount to be given on Invoice before GST		
Grand i10 Nios	CNG Variants	35,000	27,132	18,992	8,140	10,000	7,752	3,000	2,326
	MT Variants [Non - CNG]	35,000	27,132	18,992	8,140	10,000	7,752	3,000	2,326
	AMT Variants	25,000	19,380	13,566	5,814	10,000	7,752	3,000	2,326
AURA	CNG	30,000	23,256	16,279	6,977	10,000	7,752	3,000	2,326
	Other Variants	10,000	7,752	5,426	2,326	10,000	7,752	3,000	2,326
Exter	EX & EX(O) Variants								
	Other Variants	20,000	15,504	10,853	4,651				
i20	MT Variants	35,000	27,132	18,992	8,140	10,000	7,752		
	iVT Variants	20,000	15,504	10,853	4,651	10,000	7,752		
Venue	1.2 Kappa MT	35,000	27,132	18,992	8,140	10,000	7,752		
	1.0 Turbo DCT	40,000	31,008	21,705	9,302	10,000	7,752		
	1.0 Turbo MT	45,000	34,884	24,419	10,465	10,000	7,752		
Venue N Line	All	40,000	31,008	21,705	9,302	10,000	7,752		
Verna	All	15,000	10,345	7,241	3,103	20,000	13,793		
Alcazar	Petrol	55,000	37,931	26,552	11,379	30,000	20,690		
	Diesel	55,000	37,931	26,552	11,379	30,000	20,690		
Tucson [MY23]	Petrol	50,000	33,333	23,333	10,000				
	Diesel	2,00,000	1,33,333	93,333	40,000				
Tucson [MY24]	Petrol	25,000	16,667	11,667	5,000				
	Diesel	50,000	33,333	23,333	10,000				
Kona EV	All	2,00,000	1,90,476	0	1,90,476				

Dealer Incentive : Aug'24 - Applicable on both MY23 & MY24 Cars

Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
NIOS	All Variants	1,500	3,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
AURA	All Variants	1,000	2,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
i20	All Variants	1,500	3,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
VENUE PETROL	Venue Petrol Variants: [1.2 K MT 1.0 T MT 1.0 T DCT]	2,000	4,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
	VENUE [All Variants]	>=90%	
Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
VENUE N LINE	Venue N Line [All Variants]	2,000	4,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
	VENUE N LINE [All Variants]	>=90%	
Model	Variants	Retail Incentive	
		MY24 & MY23 Cars (Lower Slab)	MY24 & MY23 Cars (Regular Slab)
EXTER	All Variants Except EX & EX(O)	1,500	3,000
Wholesale Target Ach. Condition	All Model Combined	>=100%	
Retail Target Ach. Condition	All Model Combined	>=90% ~ <100%	>=100%
	EXTER [All Variants]	>=90%	
Model	Applicable Variants	Wholesale Incentive	
ALCAZAR	All Variants	Irrespective of Target Achievement	
		Incentive/Car	8,000

Note: In case of no targets, Actuals=Target

Focus Model Incentive : Aug'24 (Retail Incentive) - Applicable on MY23 & MY24 Cars

Model	Applicable Variants	Sales Consultant Retail Incentive - MY23 & MY24	
Tucson	All Variants [Petrol & Diesel]	Irrespective of Target Achievement	
		Incentive/Car	15,000

- All the retails should be verified through insurance.
- Retails in the month of Aug'24 and Insurance by 5th Sep'24
- For Retail target Achievement also, only insurance verified retails will be considered

IONIQ 5 : EV Sales Consultant Scheme & Franchise Retail Incentive

EV Sales Consultant Incentive

Scheme Period

1st ~ 31st Aug'24

Eligibility Criteria

- Applicable ONLY on unique Enquiries [generated at Franchisee's end]

- **Unique Enquiry definition** : Any Enquiry which is fresh to HMIL IONIQ data base and No duplication/earlier existence being found in IONIQ enquiry pool [Enquiry Applicability from 1st May'24]

- Only Franchise EV Sales Consultant will be eligible for incentive

- For all eligibility & timelines checks (Enquiry generation, Manpower status, others) - GDMS & CTB data will be considered as final

Scheme Details

Model	EV Sales Consultant Retail Incentive	
IONIQ 5	Irrespective of Target Achievement	
	Incentive/Car	15,000

Mandatory Requirements

~All Franchisee to ensure timely updation of all sourced enquiries in GDMS (Walkin,Tele,etc) and should be tagged as EV Sales Consultant in GDMS

~ Any fresh Enquiry that was not punched by Franchise in GDMS and later enquired/registered at Command Centre - will NOT be considered as unique and will not be eligible for incentive qualification

~ Enquiry uniqueness will be verified by Command Centre team (post checking HMIL data base for any duplication) and will only then qualify

Franchise Retail Incentive

Model	Franchise Retail Incentive	
	Aug	Sep
Unique Retail Target Ach. Condition	>=100%	
IONIQ 5	20,000 / Retail	

- **Unique Enquiry definition** : Any Enquiry which is fresh to HMIL IONIQ data base and No duplication/earlier existence being found in IONIQ enquiry pool [Enquiry Applicability from 1st May'24]

Note: Targets will be rolled out by Premium Sales Team in separate communication | In case of no targets, Actuals=Target

IMPORTANT NOTE

~ **All such unique generated bookings - Will NOT be eligible for any waiver/deviation of Booking Cancellation charges (Rs 25,000/-)**

~ Way forward once a unique enquiry is generated at Franchisee's end

- Once unique Enquiry is generated and entered in GDMS by Franchisee, the onward processes related to booking stages (like - Online payment and other formalities) will be completed by Command Centre team (like any regular IONIQ booking).

Please note - Customer need to deposit the Booking amount (Rs 1 lakh) online at HMIL D2C portal only

QUARTERLY BONUS - Q3'24

Category	Regular Slab				Higher Slab			
	Q3 Wholesale Target Achv.Condition			Incentive Amount	Q3 Wholesale Target Achv.Condition			Incentive Amount
	All Models	Venue	Exter		All Models	Venue	Exter	
Regular	<100%			-	<100%			-
Gold	>=100% ~ <102%	>=90% to <100%	>=90% to <100%	2,000	>=100% ~ <102%	>=100%	>=100%	2,200
Diamond	>=102% ~ <105%			2,200	>=102% ~ <105%			2,400
Platinum	>=105%			2,500	>=105%			2,700

Eligibility Condition - Q3'24 Retail Target Achievement All Models combined: >=95%

Important Note :

- Target Achievement: All Models
- Focus Models [Q3'24]: Venue | Exter
- Quarterly Incentive payable: All models except Creta, Creta N Line & Ioniq 5 EV

2024 Annual Bonus

Category	Annual W/S Target Achv.	Quarterly Wholesale Target achievement Condition			
	All Models	Any 1 Quarter ≥100%	Any 2 Quarters ≥100%	Any 3 Quarters ≥100%	All 4 Quarters ≥100%
Regular	<100%	-	-	-	-
Gold	≥100% ~ <102%	-	500	700	900
Diamond	≥102% ~ <105%	-	600	800	1,000
Platinum	≥105%	-	700	900	1,100

Eligibility Condition - Annual Retail Target Achievement All Model Combined: ≥100%

Important Note :

- Target Achievement: All Models
- Annual Bonus payable: All models except Creta, Creta N Line & Ioniq 5 EV

Rural Sales Consumer Scheme: SAMBANDH

Objective

~Rural market is driven by farm income and small traders play an important role in market demand.

~This is an opportunity to establish relationship with rural customers & increase car sales.

Scheme Period

1st Aug'24 ~ 31st Aug'24

Eligibility Criteria

All the below mentioned categories are identified under "Sambandh Scheme" and will be eligible for the scheme benefits.

1. Farmers
2. Sarpanch & Panchayat Members
3. Rural & Cooperative Banks
4. Rural Traders
5. Tractor Owners
6. Rural Teachers

Scheme Benefits to Customers

Models [Applicable for MY23 & MY24]	Additional		
	Cash Offer	HMIL Share	Dealer Share
NIOS	3,100	2,300	800
AURA	3,100	2,300	800
All new i20	3,100	2,300	800
Exter	3,100	2,300	800

[HMIL share on account of above scheme will be disbursed to dealer after deducting applicable GST](#)

Documents Required : Mandatory

- ~GDMS Invoice Copy
- ~ID Proof of Customer (Original Scanned Customer ID)
- ~ Photo of Customer holding ID Card (Mandatory for all categories)
- ~Insurance Copy
- ~Relationship proof (if applicable), Eligible relationship: Parents, Children (Excluding Married Daughter) & Spouse.

Documents Required : Additional as per category of rural customer

1	Farmer	Land Record/ Farad to certify He/ She is a farmer. OR Kisan Card Pass Book (all pages are mandatory).
2	Sarpanch & Panchayat Members	Official ID card in case buyer is a Sarpanch or Panchayat Member. Ex Panchayat member are NOT included.
3	Rural & Cooperative Banks	Official ID card in case buyer is an employee in Rural/ Cooperative bank AND latest Salary slip.
4	Rural Traders	Copy of Current Financial Year Trade license issued from Gram Panchayat/ Panchayat Samiti OR Copy of Shop establishment act
5	Tractor Owners	Clear Readable Tractor RC without change in ownership.
6	Rural Teacher	Official ID Card and Salary Slip (Not more than 2 months old)

Important Note

[~This Rural Sales Consumer Scheme is applicable on sales done through RSO outlets only.](#)

Finance Schemes

✓ Low EMI Scheme

- 9 Months Low EMI scheme for Salaried.
- 6 Months Low EMI scheme for Self employed
- 6 Months Low EMI scheme for Salaried
- 3 Months Low EMI scheme for salaried & Self employed
- Balloon Scheme
- Longest Duration scheme upto 8 years* on All models (ICICI Bank)
- Step Up Scheme

✓ Low Down payment scheme

- Up to 100% on road financing

✓ Electric Vehicle funding

- IONIQ 5 special funding from ICICI Bank - Tenure up to 8 years, On road funding up to 100%, Funding on extended warranty, AMC & service package, Accessories funding up to Rs.2,00,000
- HDFC Bank- Tenure up to 8 Years, On road funding up to 100%
- PNB – Tenure 10 Years, Nil Processing Fee and documentation charges for govt employees.
- SBI – Tenure up to 8 Years, No processing fee, rate concession 25 Bps.

✓ Shield Of Trust Funding

- HDFC Bank, IndusInd Bank, Yes Bank

✓ Exter & Venue Finance Support

- HDFC Bank: Step Up + Balloon Scheme
- ICICI Bank: Balloon Scheme
- Mahindra Finance: Step Up Scheme