

# COMMERCIAL TERMS

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POLICY DOCUMENT

## VERSION CONTROL

<b>Version</b>	<b>Date</b>	<b>Change</b>
1.1	26-01-2016	Cartridges & Toners Margin change from 5% to 4%
1.2	26-01-2016	Misc. Provision moved to Seller Prohibited Activity Policy
1.3	15-02-2016	Movies & Music Margin changed from CM 5% to GM 25%
1.4	23-02-2016	Automotive-Car Parts & Spares changed from GM 18% to CM 2%
1.5	21-03-2016	Marketing Fees exclusive of Service Tax. Marketing Fees revision for All Categories
1.6	01-04-2016	Packaging Charges Revision
1.6	07-04-2016	Packaging Charges Revision

**COMMERCIAL TERMS POLICY**
**PART -A**
**SNAPDEAL'S STANDARD MARKETING FEE TABLE**

Standard Marketing Fee:- Seller shall pay marketing fees to Snapdeal as per below mention table for the orders placed by Buyers on the Website (Exclusive of Service Tax)

S. No	Category	Sub-category	Marketing Fee
1a	Appliances	All subcategories except Home Security, Air Purifiers & Dishwashers, Inverters & Stabilizers, Outdoor & Utility Appliances, Vacuum Cleaners	3.50%
1b	Appliances	Home Security, Air Purifiers & Dishwashers, Inverters & Stabilizers, Outdoor & Utility Appliances, Vacuum Cleaners	4.50%
2a	Automobiles	Cars, Bikes, Yachts	1.00%
2b	Automotive	Batteries, Oils & Additives	1.00%
2c	Automotive	Tyres & Alloys	0%
2d	Automotive	Car Audio & GPS	3.50%
2e	Automotive	Car Parts & Spares	1.75%
2f	Automotive	Helmets	9.00%
2g	Automotive	All other subcategories	17.50%
3a	Baby Care	All subcategories	4.50%
3b	Beauty & Personal Care	All subcategories	Refer Table 1E
4	Books	All subcategories	4.50%
5a	Cameras & Accessories	Camera & Lenses	2.50%
5b	Cameras & Accessories	All other subcategories (including Memory Cards)	6.00%
6	Chocolates & Food	All subcategories	8.00%
7a	Computers & Peripherals	Laptops, Tablet Laptop (2 in 1), Printer & Scanners, Monitors	1.75%
7b	Computers & Peripherals	Cartridges & Toners	3.50%
7c	Computers & Peripherals	All other subcategories	4.50%
8a	Education – Online	Educational Devices	4.50%
8b	Education – Online	All other subcategories	Refer Table 1E
9	Furniture	All subcategories	17.50%
10	Gifting	All subcategories	8.00%

11a	Health	Health medical equipment, healthsmoking-cessation, Massager & Pain Relief, Hospital & Medical Equipment	9.00%
11b	Health	health-daily-use-products, healthhomeopathy	5.00%
11c	Health	Sexual Wellness, Supports & Rehabilitation	7.00%
11d	Health	BP & Heart Rate Monitors, Diabetic Care	4.50%
11e	Health	Alternative Health Therapies	13.00%
11f	Health	All other subcategories	3.50%
12a	Nutrition	General Nutrition & Healthy Foods, Vitamins & Minerals	5.00%
12b	Nutrition	Family Nutrition, Vitamins & Minerals	9.00%
12c	Nutrition	All other subcategories	3.50%
13a	Kitchenware	Disposables	4.50%
13b	Kitchenware	All other subcategories	11.50%
13c	Kitchen Appliances	Roti Maker & Snack Maker, Chimneys & Hoods, Grills and Tandoor	5.00%
13c	Kitchen Appliances	Gas Stoves & Hobs	4.50%
13c	Kitchen Appliances	All other subcategories	3.50%
14a	Home Improvement	Pet Supplies, CFL & LED	7.00%
14b	Home Improvement	All other subcategories	14.00%
14c	Home Services	All subcategories	4.50%
15	Home Furnishing	All subcategories	11.50%
16	Home Decorative	All other subcategories	14.00%
17a	Hardware & Sanitary Fittings	Paints & Paint Tools, Building Materials	4.50%
17b	Hardware & Sanitary Fittings	Bath Fittings – ceramics	9.00%
17c	Hardware & Sanitary Fittings	Bath Fittings – excluding ceramics	13.00%
17d	Hardware & Sanitary Fittings	All other subcategories	11.50%
18	Fashion Jewellery	All subcategories	Refer Table 1D
19	Precious Jewellery	Gold Coins & Bars	1.00%
20	Precious Jewellery	Silver Jewellery	12.00%
21	Gold Chains & Precious Jewellery	All other subcategories	2.50%

22a	Kids Toys	Ride-On Toys	9.00%
22b	Kids Toys	Prams & Strollers	9.00%
22c	Kids Toys	Kids Room Décor	9.00%
22d	Kids Toys	All other subcategories	6.00%
24	Men's Apparel	Innerwear	13.00%
26a	Mobiles & Tablets	Mobiles	1.75%
26b	Mobiles & Tablets	Tablets	2.50%
26c	Mobiles & Tablets	Mobile Accessories – Electronics (including Memory Cards)	6.00%
26d	Mobiles & Tablets	All other subcategories (including non-electronic mobile accessories)	19.00%
27	Movies & Music	All subcategories	Refer Table 1E
28	Perfumes	All subcategories	9.00%
29 a	Sports, Fitness	All subcategories except Gym membership, Personal training	8.00%
29 b	Sports, Fitness	Gym membership, Personal training	6.00%
30	Music Instruments	All subcategories	4.50%
31	Hobbies	All subcategories	6.00%
32	Stationery	All subcategories	4.50%
33	Office Equipment	All Subcategories	4.50%
33a	TVs	All subcategories	2.50%
33b	TV Accessories	All subcategories	6.00%
34	Home Entertainment (excluding TV & Gaming)	All subcategories	5.00%
35a	Gaming	Titles & Consoles	2.50%
35b	Gaming	All other subcategories	6.00%
36	Watches	All subcategories	9.00%
37	Bags & Luggage	All subcategories	13.00%
38	Eyewear	All subcategories	16.00%
39	F. accessories (belts, ties, etc.)	All subcategories	Refer Table 1C
40b	Women's Apparel	Innerwear	10.50%
42	World & Indian Food (including Gourmet)	All Subcategories	8.00%
43	Apparel (Men, Women, Kids)	All Subcategories except innerwear	Refer Table 1A
44a	Footwear (Men, Women)	All Subcategories	Refer Table 1B

44b	Footwear (Kids)	All subcategories	6.00%
45a	Moms & Maternity	Apparel	13.00%
45b	Moms & Maternity	Feeding & Nursing	4.50%
45c	Moms & Maternity	All other subcategories	7.00%

1A. Marketing Fees for Apparels (i.e. Men's clothing except innerwear, Women's clothing except innerwear, Boys & Girls clothing, Infant Wear)

S. No.	Aggregate Gross Selling Price for all Products ordered in this category in a Calendar Month (in INR)	Marketing Fees for sales in the Slab
1	From 0 to 5 Lakhs	13.00%
2	Between 5 Lakhs to 10 Lakhs	15.50%
3	Between 10 Lakhs to 20 Lakhs	18.50%
4	More than 20 Lakhs	21.00%

1B. - Marketing Fees for Footwear (Men's footwear, Women's footwear)

S. No.	Aggregate Gross Selling Price for all Products ordered in this category - in a Calendar Month (in INR)	Marketing Fees for sales in the Slab
1	From 0 to 10 Lakhs	9.00%
2	Between 10 Lakhs to 20 Lakhs	11.50%
3	Between 20 Lakhs to 50 Lakhs	14.00%
5	More than 50 Lakhs	16.50%

1C. Marketing Fees for Fashion Accessories

S. No.	Aggregate Gross Selling Price for all Products ordered in this category in a Calendar Month (in INR)	Marketing Fees for sales in the Slab
1	From 0 to 2 Lakhs	13.00%
2	Between 2 Lakhs to 5 Lakhs	15.50%
3	Between 5 Lakhs to 10 Lakhs	18.50%
4	More than 10 Lakhs	21.00%

1D. Marketing Fees for Fashion Jewellery

S. No.	Aggregate Gross Selling Price for all Products ordered in this category in a Calendar Month (in INR)	Marketing Fees for sales in the Slab
1	From 0 to 2 Lakhs	12.00%
2	Between 2 Lakhs to 5 Lakhs	15.00%

3	Between 5 Lakhs to 10 Lakhs	17.50%
4	More than 10 Lakhs	20.00%

1E. Gross Margin Based Fees (inclusive of Marketing Fee, Payment Collection Fee, Fulfilment Center Charges, Logistics Service Provider Fees and applicable service tax shall be charged extra)

3b	Beauty & Personal Care	Skin Care, Makeup, Hair Care, Oral Care, Shaving & Grooming, Kits & Combos, Hair Loss Treatments	22.00%
3b	Beauty & Personal Care	Feminine Care, Beauty Accessories, Bath & Body	26.00%
3b	Beauty & Personal Care	All other subcategories	17.50%
8b	Education – Online	All other subcategories except devices	26.00%
27	Movies & Music	All subcategories	22.00%

**PART -B**

Payment Collection Fees: - Seller shall pay Rs. 20/- or 2.7% of Selling Price (whichever is higher) to Snapdeal as payment collection fees.

**PART -C**

<b>RATE CARD FOR FULFILMENT CENTRE SERVICES</b>						
<b>S. No</b>	<b>Category</b>	<b>Charge</b>	<b>Unit</b>	<b>Standard Rate</b>	<b>Promotional Rate</b>	<b>Remarks</b>
1	All categories	Storage Cost	per cubic feet per month	Refer Table C1	Waived off	On Inventory basis
2	All categories	Insurance	Product Value/ Month	0.25%	Waived Off	Minimum period would be one month
3	All categories	Inventory Removal Fee	per unit	Refer Table C2	Waived Off	Does not include transportation cost

**TABLE C1**

<b>Standard Fee presently waived</b>	<b>Measure</b>	<b>All Categories</b>
Storage Cost	Rs. Per cu. Feet /month	<b>14</b>

The storage cost shall not be applicable till further notice

**TABLE C2**

<b>Standard Fee presently waived</b>	<b>Measure</b>	<b>All Categories</b>
Inventory Removal Fee	Rs. per unit	<b>10</b>

The Inventory removal fee shall not be applicable till further notice

Additional charges for products that require fragile packing will continue to apply as per a following rate card:

<u>Type of charges</u>	<u>Rate</u>	<u>Sub-categories</u>
<u>Fragile Packaging</u>	<u>Rs 12 per 500 gms</u>	<u>Dining &amp; Serving, Cutting &amp; cooking tools, Paint &amp; paint tools, Wall &amp; flooring, Electronic toys, Ride on &amp; scooters, Bicycles &amp; tricycles, Home decoratives, Lamps &amp; lightning, Showers, Sanitaryware, Bathroom accessories, Clocks, Bar &amp; glassware</u>

**NOTE:**

1. In order to avail the Fulfilment Centre services, Seller needs to register the Fulfilment Centre with the tax authorities as an additional place of doing business. Snapdeal may facilitate this process through an authorized tax consultant without any liability and recourse against Snapdeal. Snapdeal and Seller shall bear the cost of consulting fee of such tax consultants equally. The indicative fee that Seller would have to bear would be around Rs. 2500/- though it may vary slightly depending upon location. Seller would be provided with the invoice by the tax consultant of the consulting fee.



**PART -D**

1. Logistics Service Provider Fees:- Seller shall pay the Logistics Service Provider Fees as per below mention table :-

Weight ****	Rate
For first 500 gm.	Rs. 50
For each additional 500gm.	Rs. 40

\*\*\*\* dead weight or volumetric weight whichever is higher.

(i) However, for some products as may be agreed between the parties, Logistics Service Provider Fees will be as per below mentioned table.

Weight ****	Rate
Upto 5kg.	Rs. 135
For each additional kg.	Rs. 17

\*\*\*\* dead weight or volumetric weight whichever is higher.

2. Further, in case of return or replacement of Product due to any reason as mentioned in the Agreement or below mention table, Seller shall be liable to pay various fees and charges as per the below mention table :-

S.No.	Particulars	Shipping Fee	Reverse pick up fee	Payment collection fee	Marketing fee
1	Direct Shipment Returns	To be paid by Seller (as per Product Return Policy)			
2	Seller related cancelations – Out of Stock/ Cancelation due to delay in shipment beyond 2 says from order date, etc.	To be paid by Seller (As per Order Fulfilment & Shipping Policy)			
3	Replacement	To be paid by Seller (as per Product Return Policy)			
4	Post Shipment return/ Customer Non acceptance	To be paid by Snapdeal			NA

Note: In the case of Fulfilment Centre services Sr. No 1 of the above appended table is not applicable.  
 For details on Sr. No 1 and 3, please refer to Product Return Policy document  
 For details on Sr. No. 2, please refer to Order Fulfilment & Shipping Policy

In case the order is shipped but it remains undelivered, Seller will be covered under the TrustPay Policy.

3. Normal Packaging Rate card:

For SD+/OC+:

Volumetric Weight Slab (in Grams)	Per unit Rate (In INR)
0-250	5
251-500	10
501-1000	15
1001-1500	20
1501-2000	25
2001-2500	30
2501-3000	35
3001-3500	40
3501-4000	45
4001-4500	50
>4500	60

\* Volumetric weight of primary dimension of SUPCs

Special Packaging Rate card – SD plus & PnP (Pick & Pack):

Special Packaging rate card for SD+ and PnP		
Subcategory	SD+ Rate/running metre for Special Packaging (INR)	PnP Rate/running metre for Special Packaging and Picking (INR)
Fans & Air Coolers	29	51
Food Processors	35	47
Geysers & Heating Appliances	35	56
Home Theatre Systems	35	53
Juicer Mixer Grinders	35	49
Microwave Ovens & OTGs	35	66
Water Purifiers	35	46
Chimney & Hoods	36	75
Inverters & Stabilizers	37	63
Gas Stoves & Hobs	39	57
Televisions	39	60
Washing Machines & Dryers	44	109
Refrigerator	45	143
Air Conditioner	47	87
Air Conditioners Cassette AC	47	123
Air Conditioners Cube AC	47	112
Air Conditioners Portable AC	47	93
Air Conditioners Tower AC	47	122

Air Conditioners Window AC	47	107
Air Conditioners Split AC	51	96

For DS/ OS:

SKU (inches)	Charges per Bag (INR)
6.5x6.5	2.75
8.5x11.5	5.00
13.5 X 11.5	7.00
16 X 13.5	8.50
18 X 15.5	11.00
19 X 17.5	11.50
22.5 X 20	13.50
24.5 X 22.5	15.00

Required roll of tapes can be facilitated by Snapdeal at the rate of Rs. 60/- per roll

**Note: - (i) In addition to the fees or charges mentioned in Part- B, C and D, Service Tax and other govt. levies as applicable will be charged extra.**