

YTM INDIA MARKETING PRIVATE LIMITED.

ABOUT US

YTM India Marketing Private Limited is much more than a company. It is a revolutionary idea that has transcended itself beyond the ordinary. It is a commitment that brings a positive change in the lives of people it touches, through its genuine quality products that are value-for-money and by opening profitable and career-oriented opportunities for the motivated youth....

OUR MISSION

To Create Billionaire Network Marketer's. YTM India Marketing Private Limited is dedicated to spread quality lifestyle in the Society and help people choose value-for-money products for healthy and better living.

OUR VISION

To be the most admired Direct Selling network in the Traditional Ayurveda and Natural Cosmetics by providing safe, effective and affordable products.

YTM COMPENSATION PLAN

Once a consumer is satisfied with the quality of YTM products, he / she may sell / market the YTM products to their friends, relatives, contacts, etc. and earn financial benefits in the form of incentives and rewards. To earn these incentives and rewards, consumer have to become a Independent Distributor of YTM by accepting the Independent Distributor Contract, providing KYC details and abiding by the terms and conditions of YTM India Marketing Private Limited.

TYPES OF INCENTIVES

1. Retail profit
2. Sales Matching Incentive
3. Rank Recognition Incentive
4. Club Incentive
5. Cash Back Incentive
6. Beginners Incentive
7. Leadership Incentive
8. Car Fund
9. House Fund
10. YTM Hero Incentive
11. Mentorship Incentive
12. Performance Rewards

RETAIL PROFIT

Retail profit is the margin between the prices at which the Independent Distributors purchase the products (Distributor Price / DP) and the prices at which these products are sold (Maximum Retail Price / MRP). Independent Distributors in YTM Compensation Plan can earn Retail profit up to 50% on MRP of the products.

For Example: Every product in YTM portfolio has a MRP & Distributor Price (DP). If a product has a MRP Rs. 700/-, Independent Distributors can purchase the same products on DP which is Rs. 350/- and may

resell the same product on MRP and earn Rs. 350/- (i.e 50% profit) on reselling the product as Retail Profit.

Retail Profit = MRP – DP

MRP = 700

DP = 350

Retail Profit = 700 – 350 = 350/-

50% Retail Profit

NOTES:

- DP is referred as Distributor 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.

SALES MATCHING INCENTIVE

YTM has devised a unique incentive where in an Independent Distributor can earn by transacting in products on exclusive prices. Sale/ Marketing of these products in a team generate special points called as Business Volume (BV). The Sales Matching aspect of the Compensation Plan is calculated from your network. When an Independent Distributor successfully generates Business Volume (BV) within the network, he / she will be compensated with the Sales Matching Incentive. An Independent Distributor will get Sales Matching Incentive as he/she is able to match 1000 BV from his/her voluntarily joined groups under him/her, He/she is able to generate 1 Sales Incentive Point (SIP) as their team grows, in 2 phases. Phase 1, when he/she is able to generate 1000 BV from his/her 1st highest group and 2nd Highest group, he/she will get 1SIP for matching 1000BV from his/her 1st highest group and 2nd highest group in ratio of 1000 BV:1000BV respectively, further in Phase 2, if he/she is able to generate another 1000 BV from his/her 3rd highest group simultaneously who joined him/her voluntarily with his/her first two groups he/she is entitled to get double of SIP in ratio of 1000BV:1000BV:1000BV respectively. An Independent Distributor will get more SIPs from his/her personnel enrolled group in the same manner as stated above, and likely Value of 1SIP is Rs. 200/- approximately.

For Example:

An Independent Distributor is able to recommend sales of 1000 BV in 1st Highest Group, 2000 BV in 2nd Highest Group, makes the Independent Distributor eligible to earn 1 SIP of matched 1000 BV from his/her 1st highest group and 2nd highest group, and if he/she is able to generate 1000BV from his/her 3rd Highest group simultaneously, he/she is entitled to get double of SIP i.e 2 SIP of matched 1000 BV from his/her 1st highest group, 2nd Highest group and 3rd Highest Group in ratio of 1000BV:1000BV:1000BV respectively as Sales Matching Incentive and as the teams grows an Independent Distributor will be eligible to earn Sales matching incentive Points as per the Business Volume matched (BV) under his/her 1st highest personnel voluntarily enrolled group with other personnel voluntarily enrolled groups and remaining Business volume will be carry forwarded.

FOR EXAMPLE

A as an Independent Distributor has personally enrolled by 3 groups.

Total BV generated in A's 1st Highest Group = 1000 BV

Total BV generated in A's 2nd Highest Group = 2000 BV

Total BV generated in A's 3rd Highest Group = 1000 BV
B as an Independent Distributor has personally enrolled by 2 groups.

Total BV generated in B's 1st Highest Group = 1000 BV
Total BV generated in B's 2nd Highest Group = 2000 BV

On matching from 1st Highest Group, 2nd Highest group and 3rd Highest group, A get 2 SIP of matched BV as Sales Matching Incentive

On matching from 1st Highest Group and 2nd Highest group, B get 1 SIP of matched BV as Sales Matching Incentive

Total Sales Matching Incentive of A for a week = 2 SIP.
Total Sales Matching Incentive of A for a week = 2 SIP X 200/- = 400 /-.

Total Sales Matching Incentive of B for a week = 1 SIP.
Total Sales Matching Incentive of B for a week = 1 SIP X 200/- = 200 /-

RECOGNITION LEVELS

Independent Distributor can rise through the YTM Compensation Plan by increasing the sales of Products. In YTM Compensation Plan an Independent Distributor achieves a Recognition Level on the basis of certain business in his / her team. Below mentioned is the Qualification Criteria of Recognition Levels.

S NO.	TOTAL NO. OF MSIP GENERATED	RECOGNITION LEVELS
1	2 SIP	STAR IBO
2	NEXT 20 SIP	BRONZE IBO
3	NEXT 50 SIP	SILVER IBO
4	NEXT 150 SIP	PEARL IBO
5	NEXT 350 SIP	Gold IBO
6	NEXT 900 SIP	RUBY IBO
7	NEXT 2500 SIP	DIAMOND IBO
8	NEXT 5000 SIP	DOUBLE DIAMOND IBO
9	NEXT 10000 SIP	TRIPLE DIAMOND IBO
10	NEXT 20000 SIP	PLATINUM IBO
11	NEXT 50000 SIP	TOPAZ IBO
12	NEXT 150000 SIP	KOHINOOR IBO

NOTES:

- BV referred as Business Volume
- SIP referred as Sales Incentive Point.
- The Value of 1 SIP is RS. 200/-
- 1000 BV: 1000 BV = 1 Sales Incentive Point (SIP) in Phase 1
- 1000 BV: 1000 BV: 1000 BV = 2 Sales Incentive Point (SIP) in Phase 2
- BV over and above 1000 BV is not taken into account for calculating Sales Incentive Point in both the Phases.

- Sales Matching Incentive is calculated on Weekly basis.
- **Closing Period:** Sales Matching Incentive is calculated on business done between 00:00:00 every Monday to 23:59:59 PM every Sunday.
- **Payout Period:** Sales Matching Incentive is paid to Independent Distributors on every corresponding Tuesday.
- **BV from 1st Highest Group which are not matched with other groups will be carry forwarded**
- To earn Sales Matching Incentive, Independent Distributors must have minimum 2 personal enrolled teams.
- To payout of Sales Matching Incentive, Independent Distributors must have minimum 3 personal enrolled teams or self sale of 3000 BV.
- **The maximum threshold limit for earning Sales Matching Incentive weekly depends on the self-sale made by the Independent Distributor and voluntarily personnel enrolled teams under him/her.**

S.NO	SELF SALE	THRESH-HOLD LIMIT FOR SALES MATCHING INCENTIVE (Weekly) in PHASE 1	THRESH-HOLD LIMIT FOR SALES MATCHING INCENTIVE (Weekly) in PHASE 2
1	1000 BV	50000/-	100000/-
2	2000 BV	75000/-	150000/-
3	4000 BV	125000/-	250000/-

- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify the Sales Matching Incentive.

RANK RECOGNITION INCENTIVE

In YTM Compensation Plan an Independent Distributor can direct, guide and influence the behavior and work of others towards accomplishment of specific goals in a given situation. YTM entitles its Independent Distributor a Rank Recognition Incentive who has Generated Rank Recognition Incentive Points (RRIP), within the network; he / she will be compensated with the Rank Recognition Incentive. An Independent Distributor will get Rank Recognition Incentive as he/she is able to get 2 SIP, He/she is able to generate 1 Rank Recognition Incentive Point (RRIP) as their team grows, they will be entitled to get more RRIP generated in 1st highest group and other weaker groups one by one in decreasing order as Rank Recognition Incentive Point and likely Value of 1RRIP is Rs. 400/- approximately.

BELOW MENTIONED IS THE CRITERIA FOR EARNING RANK RECOGNITION INCENTIVE:

S NO.	TOTAL NO. OF RRIP GENERATED	ROYALTY INCENTIVE IN RS.
1	1 RRIP	400/-

2	NEXT 10 RRIP	3000/-
3	NEXT 25 RRIP	7500/-
4	NEXT 75 RRIP	20000/-
5	NEXT 175 RRIP	51000/-
6	NEXT 450 RRIP	175000/-
7	NEXT 1250 RRIP	500000/-
8	NEXT 2500 RRIP	1000000/-
9	NEXT 5000 RRIP	1800000/-
10	NEXT 10000 RRIP	3000000/-
11	NEXT 25000 RRIP	5100000/-
12	NEXT 75000 RRIP	10000000/-

NOTES:

- RRIP referred as Rank Recognition Incentive Point.
- 1 RRIP = 2 SIP
- The Value of 1 RRIP is RS. 400/-
- Rank Recognition Incentive is calculated and paid on weekly.
- **Closing Period:** Rank Recognition Incentive is calculated on business done between 00:00:00 every Monday to 23:59:59 PM every Sunday.
- **Payout Period:** Rank Recognition Incentive is paid to Independent Distributors on next corresponding Tuesday.
- **Un-matched BVs in a closing period will be carried forward to the next closing period**
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Rank Recognition Incentive.

CLUB INCENTIVE

- ❖ In YTM an Independent Distributor can earn more incentives as Club Incentive by, achieving the certain Recognition after generating the Business from his/ her personnel enrolled groups who joined him/her voluntarily. To encourage the Independent Distributors and further compensate them for their sales/ Marketing and their down line organizational sales/Marketing of products, YTM Compensation Plan compensates its Independent Distributors with Club Incentive. Club Incentive is paid to Independent Distributors in 4 different clubs as mentioned below: -

1. **BRONZE CLUB BONUS.** At a level where a Independent Distributor is able to achieve recognition of BRONZE IBO, he/ she enter the BRONZE Club and YTM rewards him/ her with BRONZE Club Bonus. To give away this, company allocates special fund of 3% of company's Weekly BV turnover as BRONZE Club Bonus and distributes the allocated amount equally among all the Independent Distributors who achieves the rank of BRONZE IBO and above as BRONZE Club achievers. The BRONZE Club Bonus is calculated as mentioned below: -

$$\text{BRONZE Club Bonus} = \frac{3\% \text{ of Company's Weekly BV Turnover}}{\text{Total No. of BRONZE Club Achievers}}$$

2. **SILVER CLUB BONUS.** Further, when an Independent Distributor is able to achieve recognition of SILVER IBO, he / she enter the SILVER Club and YTM rewards him/ her with SILVER Club Bonus. To give away this, company allocates special fund of 2% of company's Weekly BV turnover as SILVER Club Bonus and distributes the allocated amount equally among all the Independent Distributors who achieves the rank of SILVER IBO and above as SILVER Club achievers. The SILVER Club Bonus is calculated as mentioned below: -

$$\text{SILVER Club Bonus} = \frac{2\% \text{ of Company's Weekly BV Turnover}}{\text{Total No. of SILVER Club Achievers}}$$

3. **PEARL CLUB BONUS.** Further, when an Independent Distributor is able to achieve recognition of PEARL IBO, he / she enter the PEARL Club and YTM rewards him/ her PEARL Club Bonus. To give away this, company allocates special fund of 1% of company's weekly BV turnover as PEARL Club Bonus and distributes the allocated amount equally among all the Independent Distributors who achieves the rank of PEARL IBO and above as PEARL Club achievers. The PEARL Club Bonus is calculated as mentioned below: -

$$\text{PEARL Club Bonus} = \frac{1\% \text{ of Company's Weekly BV Turnover}}{\text{Total No. of PEARL Club Achievers}}$$

4. **GOLD CLUB BONUS.** Further, when an Independent Distributor is able to achieve recognition of GOLD IBO & Above, he / she enter the GOLD Club and YTM rewards him/ her GOLD Club Bonus. To give away this, company allocates special fund of 1% of company's weekly BV turnover as GOLD Club Bonus and distributes the allocated amount equally among Independent Distributors who achieves the rank of GOLD IBO and above as GOLD Club achievers. The GOLD Club Bonus is calculated as mentioned below: -

$$\text{GOLD Club Bonus} = \frac{1\% \text{ of Company's Weekly BV Turnover}}{\text{Total No. of GOLD Club Achievers}}$$

NOTES:

- Club Incentive is calculated and paid on weekly
- **Closing Period:** Club Incentive is calculated on the Business done between 00:00:00 every Monday to 23:59:59 PM every Sunday.
- **Payout Period:** Club Incentive is paid on every corresponding Tuesday.
- An Independent Distributors with highest rank is eligible to get all Clubs Bonus as per his/her Respective RECOGNITION.
- No time limit for achieving any Club.
- Club Incentive, Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Club Incentive.

CASH BACK INCENTIVE

YTM Compensation Plan compensates its Independent Distributors with Cash back Incentive as He / she is able to generate self sale in a certain month. YTM Compensation Plan allocates fund of 10% of His /her PV generated by self sale in a certain month. Cash Back Incentive is calculated as per below mentioned formula:

$$\text{Cash Back Incentive} = 10\% \text{ of Total Self PV Generated by an Independent Distributor in a month}$$

NOTES:

- Cash Back Incentive is calculated and paid on monthly basis.
- PV referred as Point Volume
- **Closing Period:** Cash Back Incentive is calculated on the Business done between 1st Days to last day of every month.
- **Payout Period:** Cash Back Incentive is paid on 10th 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 Cash Back Incentive.

BEGINNERS INCENTIVE

YTM entitles its Independent Distributor a Beginners Incentive equivalent to 15 (Fifteen) percent of total PV turnover of month, when he/she is able to generate Beginners Incentive Points (BIP), within the network; he / she will be compensated with the Beginners Incentive. An Independent Distributor will get Beginners Incentive Point as he/she is able to match 1000 Point Volume (PV), He/she is able to generate 1 Beginners Incentive Point (BIP) as their team grows, He/she is able to generate 1 Beginners Incentive Point (BIP) as their team grows, in 2 phases. Phase 1, when he/she is able to generate 1000 PV from his/her 1st highest group and 2nd Highest group, he/she will get 1BIP for matching 1000PV from his/her 1st highest group and 2nd highest group in ratio of 1000 PV:1000PV respectively, further in Phase 2, if he/she is able to generate another 1000 PV from his/her 3rd highest group simultaneously who joined him/her voluntarily with his/her first two groups he/she is entitled to get double of BIP in ratio of 1000PV:1000PV:1000PV respectively. An Independent Distributor will get more BIPs from his/her personnel enrolled groups in the same manner as stated above.

For Example:

An Independent Distributor is able to recommend sales of 1000 PV in 1st Highest Group, 2000 PV in 2nd Highest Group, makes the Independent Distributor eligible to earn 1 BIP of matched 1000 PV from his/her 1st highest group and 2nd highest group, and if he/she is able to generate 1000PV from his/her 3rd Highest group simultaneously, he/she is entitled to get double of BIP i.e 2 BIP of matched 1000 PV from his/her 1st highest group, 2nd Highest group and 3rd Highest Group in ratio of 1000PV:1000PV:1000PV respectively as Beginners Incentive point and as the teams grows an Independent Distributor will be eligible to earn Beginners Incentive Points as per the Point Volume matched (PV) under his/her 1st highest personnel voluntarily enrolled group with other personnel voluntarily enrolled groups and remaining Point volume will not be carry forwarded

BIP is calculated as per below mentioned formula:

BEGINNERS INCENTIVE = No. of BIP earned in a Month x BIP Point Value

BIP Point Value = 15% of Entity's Total Monthly PV Turnover / Total BIP Points collected.

For Example:

A as an Independent Distributor has personally enrolled by 3 groups.

Total PV generated in A's 1st Highest Group = 1000 PV

Total PV generated in A's 2nd Highest Group = 2000 PV

Total PV generated in A's 3rd Highest Group = 1000 PV

B as an Independent Distributor has personally enrolled by 2 groups.

Total PV generated in B's 1st Highest Group = 1000 PV

Total PV generated in B's 2nd Highest Group = 2000 PV

On matching from 1st Highest Group, 2nd Highest group and 3rd Highest group, A gets 2 BIP of matched PV as Beginners Incentive Point

On matching from 1st Highest Group and 2nd Highest group, B gets 1 BIP of matched BV as Beginners Incentive Points

Total PV Turnover of Entity = 1000000 PV

Total BIP Points collected = 3000

BEGINNERS INCENTIVE = $1000000 \times 15 / 100 = 150000$ PV

BIP Point Value = $150000 / 3000 = 50/-$

BEGINNERS INCENTIVE of A = $2 \times 50/- = 100/-$

BEGINNERS INCENTIVE of B = $1 \times 50/- = 50/-$

NOTES:

- Beginners Incentive is calculated on Monthly basis.
- BIP referred as Beginners Incentive Point
- 1000 PV: 1000 PV = 1 Beginners Incentive Point (BIP) in Phase 1
- 1000 PV: 1000 PV: 1000 PV = 2 Beginners Incentive Point (BIP) in Phase 2
- PV over and above 1000 PV is not taken into account for calculating Beginners Incentive in both Phases and balance PV from both the teams will not be carry forward.
- **Closing Period:** Beginners Incentive is calculated on the Business done between 1st day of the month to last day of every month.
- **Payout Period:** Beginners Incentive is paid on 10th day of every corresponding business cycle.
- To earn Beginners Incentive, Independent Distributor must have 2 personal voluntarily enrolled group
- Maximum threshold limit of earning Beginners Incentive is Rs. 10000 in a month.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Beginners Incentive.

LEADERSHIP INCENTIVE

YTM entitles its Independent Distributor a Leadership Incentive equivalent to 30 (Thirty) percent of total PV turnover of month, when he/she is able to generate Leadership Incentive Points (LIP), within the network; he / she will be compensated with the Leadership Incentive. An Independent Distributor will get Leadership Incentive as he/she is able to match 3000 PV, He/she is able to generate 1 Leadership Incentive Point (LIP) as their team grows, He/she is able to generate 1 Leadership Incentive Point (LIP) as their team grows, in 2 phases. Phase 1, when he/she is able to generate 3000 PV from his/her 1st highest group and 2nd Highest group, he/she will get 1 LIP for matching 3000 PV from his/her 1st highest group

and 2nd highest group in ratio of 3000 PV:3000PV respectively, further in Phase 2, if he/she is able to generate another 3000 PV from his/her 3rd highest group simultaneously who joined him/her voluntarily with his/her first two groups he/she is entitled to get double of LIP in ratio of 3000PV:3000PV:3000PV respectively. An Independent Distributor will get more LIPs from his/her personnel enrolled groups in the same manner as stated above.

For Example:

An Independent Distributor is able to recommend sales of 3500 PV in 1st Highest Group, 4000 PV in 2nd Highest Group, makes the Independent Distributor eligible to earn 1 LIP of matched 3000 PV from his/her 1st highest group and 2nd highest group, and if he/she is able to generate 3000PV from his/her 3rd Highest group simultaneously, he/she is entitled to get double of LIP i.e 2 LIP of matched 3000 PV from his/her 1st highest group, 2nd Highest group and 3rd Highest Group in ratio of 3000PV:3000PV:3000PV respectively as Leadership Incentive Points and as the teams grows an Independent Distributor will be eligible to earn Leadership Incentive Points as per the Point Volume matched (PV) under his/her 1st highest personnel voluntarily enrolled group with other personnel voluntarily enrolled groups and remaining Point volume will not be carry forwarded

LIP is calculated as per below mentioned formula:

LEADERSHIP INCENTIVE = No. of LIP earned in a Month x LIP Point Value

LIP Point Value = 30% of Entity's Total Monthly PV Turnover / Total LIP Points collected.

NOTES:

- Leadership Incentive is calculated on Monthly basis.
- LIP referred as Leadership Incentive Point
- 3000 PV: 3000 PV = 1 Leadership Incentive Point (LIP) in Phase 1
- 3000 PV: 3000 PV: 3000PV = 2 Leadership Incentive Point (LIP) in Phase 2
- PV over and above 3000 PV is not taken into account for calculating Leadership Incentive in both phases and balance PV from groups will not be carry forward.
- **Closing Period:** Leadership Incentive is calculated on the Business done between 1st day of month to last day of every month.
- **Payout Period:** Leadership Incentive is paid on 10th day of every corresponding business cycle.
- To earn Leadership Incentive, Independent Distributor must have 2 personal voluntarily enrolled group
- Maximum threshold limit of earning Leadership Incentive is Rs. 125000 in a month.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Leadership Incentive

CAR FUND

To encourage an Independent Distributor to achieve his dream of purchasing a luxury car, YTM entitles its Independent Distributor a Car Fund equivalent to 7.5 (Seven & half) percent of total PV turnover of month, when he/she is able to generate Car Fund Points (CFP), within the network; he / she will be compensated with the Car fund. An Independent Distributor will get Car Fund Point either he/she is able to match 60000 PV from his/her 1st highest group and 2nd highest group for two consecutive month or ,

He/she is able to generate 30000 PV each from his /her 1st highest group , 2nd highest group and 3rd highest group for two consecutive month, he/she will get 1 car fund point for this qualification criteria and further from next month he/she will get car fund point as per this qualification criteria every month.

Car Fund is calculated as per below mentioned formula:

CAR FUND = No. of CFP earned in a Month x CFP Point Value

CFP Point Value = 7.5% of Entity's Total Monthly PV Turnover / Total CFP Points collected.

NOTES:

- Car Fund is calculated on Monthly basis.
- CFP referred as Car Fund Point
- 1 Car Fund Point(CFP) = 60000 PV: 60000 PV OR 30000 PV:30000 PV: 30000 PV
- PV over and above 60000 PV in first condition of qualification criteria OR 30000 PV in second condition of qualification criteria is not taken into account for calculating Car Fund and balance PV from groups will not be carry forward in both conditions.
- **Closing Period:** Car Fund is calculated on the Business done between 1st day of month to last day of every month.
- **Payout Period:** Car Fund is paid on 10th day of every corresponding business cycle.
- To earn Car Fund, Independent Distributor must have 2 personal voluntarily enrolled group
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify Car Fund

HOUSE FUND

To encourage an Independent Distributor to achieve his dream of purchasing a luxury House, YTM entitles its Independent Distributor a House Fund equivalent to 7.5(Seven & half) percent of total PV turnover of month, when he/she is able to generate House Fund Points (HFP), within the network; he / she will be compensated with the House fund. An Independent Distributor will get House Fund Point either he/she is able to match 60000 PV from his/her 1st highest group and 2nd highest group for Four consecutive month or , He/she is able to generate 30000 PV each from his /her 1st highest group , 2nd highest group and 3rd highest group for Four consecutive month, he/she will get 1 House fund point for these qualification criteria and further from next month he/she will get House fund point as per this qualification criteria every month.

House Fund is calculated as per below mentioned formula:

HOUSE FUND = No. of HFP earned in a Month x HFP Point Value

HFP Point Value = 7.5% of Entity's Total Monthly PV Turnover / Total HFP Points collected.

NOTES:

- House Fund is calculated on Monthly basis.
- HFP referred as House Fund Point
- 1 House Fund Point(HFP) = 60000 PV: 60000 PV OR 30000 PV:30000 PV: 30000 PV
- PV over and above 60000 PV in first condition of qualification criteria OR 30000 PV in second condition of qualification criteria is not taken into account for calculating House Fund and balance PV from groups will not be carry forward in both conditions.

- **Closing Period:** House Fund is calculated on the Business done between 1st day of month to last day of every month.
- **Payout Period:** House Fund is paid on 10th day of every corresponding business cycle.
- To earn House Fund, Independent Distributor must have 2 personal voluntarily enrolled group
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify House Fund

YTM HERO INCENTIVE

YTM entitles its Independent Distributor a YTM Hero Incentive equivalent to 10(Ten) percent of total PV turnover of month, when he/she is able to YTM Hero Incentive Points (YHIP), within the network; he / she will be compensated with the YTM Hero Incentive. An Independent Distributor will get YTM Hero Incentive Point either he/she is able to match 60000 PV from his/her 1st highest group and 2nd highest group for Six consecutive month or , He/she is able to generate 30000 PV each from his /her 1st highest group , 2nd highest group and 3rd highest group for Six consecutive month, he/she will get 1 YTM Hero Incentive point for these qualification criteria and further from next month he/she will get YTM Hero Incentive point as per this qualification criteria every month.

YTM Hero Incentive is calculated as per below mentioned formula:

YTM HERO INCENTIVE = No. of YHIP earned in a Month x YHIP Point Value

YHIP Point Value = 10% of Entity's Total Monthly PV Turnover / Total YHIP Points collected.

NOTES:

- YTM Hero Incentive is calculated on Monthly basis.
- YHIP referred as YTM Hero Incentive Point
- 1 YTM Hero Incentive Point(YHIP) = 60000 PV: 60000 PV OR 30000 PV:30000 PV: 30000 PV
- PV over and above 60000 PV in first condition of qualification criteria OR 30000 PV in second condition of qualification criteria is not taken into account for calculating YTM Hero Incentive and balance PV from groups will not be carry forward in both conditions.
- **Closing Period:** YTM Hero Incentive is calculated on the Business done between 1st day of month to last day of every month.
- **Payout Period:** YTM Hero Incentive is paid on 10th day of every corresponding business cycle.
- To earn YTM Hero Incentive, Independent Distributor must have 2 personal voluntarily enrolled group
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify YTM Hero Incentive

MENTORSHIP INCENTIVE

Mentorship is a relationship in which a more experienced person guides a less experienced person or group of people. YTM Compensation Plan truly rewards the Mentorship efforts done by its Independent Distributors. To encourage this Mentorship and further reward the Independent Distributors for their sales and their downline organizational sales, YTM Compensation Plan rewards its Independent Distributors with 17.5% of all Incentive and fund (i.e Beginners Incentive, Leadership Incentive, Car Fund, House fund and YTM Hero Incentive) by their voluntarily joined Independent Distributors and independent distributors who joined voluntarily under them up to 3 generations as Mentorship Incentive.

S. NO	LEVEL	INCENTIVE SLAB
1	Generation 1	10%
2	Generation 2	5%
3	Generation 3	2.5%

NOTES:

- Mentorship Incentive is calculated and paid on monthly basis.
- **Closing Period:** Mentorship Incentive is calculated on the Business done between 1st day of month to last day of every month.
- **Payout Period:** Mentorship Incentive is paid to Independent Distributors on 10th day of every corresponding business cycle.
- Active Business is calculated after all cancellations and refunds deducted from the current payout period.
- Company reserves the right to change / modify the Mentorship Incentive.

PERFORMANCE REWARDS

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

NOTES & DISCLAIMER

1. The Independent Distributor Registration is absolutely free and the company does not ask for any registration fee for it.
2. Calculations of monthly / weekly incentives will be carried out by the software systems only.
3. To earn all Incentive, Independent Distributors must have to generate minimum self sale 3000 PV every month and must be joined by 3 voluntarily Independent Distributor.
4. All necessary tax deductions from earned incomes and rewards would be made as per the Govt. laws.
5. All the illustrations and examples given herein are just for readers' understanding purpose.
6. All the calculations work on the pro rata basis.
7. YTM Compensation Plan is a hardcore sales & marketing of its Products. It is not any type of money-making scheme. It is not an overnight millionaire making program.
8. The incomes from any plan are subject to your efforts and as per terms & conditions given on the website: www.ytmonline.in.
9. 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.
10. Disputes if any will be resolved in the legal jurisdiction of Raipur courts (Chhattisgarh, India) only.
11. 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.ytmonline.in .
12. Disclaimer – An Independent Distributor's success depends in great part upon his or her skills, efforts, dedication, desire, and motivation. Becoming Independent Distributor of YTM India Marketing Private Limited is not a guarantee of income. Average income from the YTM Compensation Plan has not been established. This explanation of the YTM Compensation Plan is a description of how commissions may be earned under the YTM Compensation Plan. It is for

illustrative purposes only. There are no guarantees, warranties or assurances that any level of income, earnings or success will be earned or attained by any Independent Distributor. All Independent Distributors are responsible for meeting all business volume and Point Volume and Independent Distributor 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 YTM Products.