

Minutes of meeting between FAIITA OLS Committee and representatives of Lenovo India at Hotel Courtyard Marriot , Ahmadabad on 9th Jan 2020.

Present:

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| 1. Ms Sumati Sehgal | SRGM , LENOVO INDIA |
| 2. Mr. Suyash Singh | Manager OLS ,LENOVO INDIA |
| 3. Mr . Kaushik Pandaya | President FAIITA |
| 4. Mr . Devesh Rastogi | Sr. VP FAIITA & Chairman OLS Committee |
| 5. Mr . Navin Gupta | Secretary , FAIITA |
| 6. Mr. Sanjiv Walia | National Convenor , FAIITA |
| 7. Mr. Manish Gupta | Special Invitee , FAIITA |
| 8. Mr. Vikas Singhal | Special Invitee, FAIITA |
| 9. Mr. Gaurang Vyas | Ex VP FAIITA |
| 10. Mr. Praful Desai | President, FITAG |
| 11. Mr. Mitesh Dave | Member Executive Body FAIITA |
| 12. Mr. Vitrag Bhandari | Member FITAG |
| 13. Mr. Jitendra Bothra | VP, East Zone FAIITA |
| 14. Mr. BV Deepak Kumar | VP, South Zone FAIITA |
| 15. Mr. Arun Kr Dey | Jt Secretary FAIITA |
| 16. Mr .Karthik | Vice President FAITTA |
| 17. Mr . Pravin Dhoka | Member OLS Committee FAIITA |

In Opening Statement On behalf of FAITTA following concerns were presented by Chairman OLS Committee:

1. Brands and FAIITA need to work towards resurgence of Channel by making business of T3 partner viable.
2. Agreed policy of ZERO TOLRENCE between brands & FAIITA shall continue in future also and brands have to take care of issue of logistics in terms of timely availability of adequate stocks with channel as past experience has shown either model are not available with ND or delivery is delayed or quantity was inadequate.
3. Brands have to share monthly data of sales in Online space vs Brick & Mortar.
4. Cash back allowed by OLS has to be provided to channel or alternatively brand should ensure that portals do not provide cash back on their products.
5. Lenovo was provided specific cases where the stocks of same models are not available to channel and have issue of price gaps.
6. Issue of portals like Udaan, Tata Clique and several others which are not directly engaged by Lenovo but are providing huge discounts and as such disrupting the market.

7. Issue of MRP based high discounts by online portals.

On behalf of brand Ms. Sumati Sehgal NSM addresses the issues and reconfirmed the commitment of LENOVO India towards policy of zero disruption in channel.

On issue of product availability he explained LENOVO strategy that how Channel was give differential product to channel, this was countered by participants from FAIITA and LENOVO has been conveyed that channel should be made available same models as in channel.

On issue of cash back LENOVO team has to reply back after consultation within the company.

FAIITA team has asked LENOVO team to come back with positive action plan on agenda items as mentioned in FAIITA letter dated 4/12/2019 in next meeting which is scheduled in April 2020.

FAIITA team firmly conveyed to brands that as brand owners they have to take full responsibility for any disruption and policy of ZERO Tolerance as agreed between the brand and FAIITA shall be strictly followed. FAIITA team has also explicitly clarified that ZERO TOLERANCE means availability of same product/ model at all selling price should be same and landing of channel should be 5 percent lower than the offered price.

Issue of market disturbance because of some channel partners through unauthorised portals was discussed in detail and Lenovo asked support of Associations in taking action against these operators. While assuring its full support FAIITA team expressed its opinion that such disruptive supplies cannot take place without the knowledge of local sales team of brands so while taking the action of channel partner action should also be visible against the team of brand which are involved in such anti trade activity.

LENOVO India has agreed to share pricelist with MRP to all dealers on immediate basis.

(DEVESH RASTOGI)

Chairman OLS COMMITTEE

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