

## Terms & Conditions for Buy Back Scheme

Table 1.1

Buyback Year	Validity tenure (from Date of Retail)	Product Description	YODHA 1200 Pickup BSVI	YODHA 1500 Pickup BSVI	YODHA 1700 Pickup BSVI
4th Year	up to 50 <sup>th</sup> month	Forward Value	₹ 4,50,000		
		Max Kms*	1,50,000 Kms		
5th Year	51 <sup>st</sup> to 62 <sup>nd</sup> month	Forward Value	₹ 4,00,000		
		Max Kms*	1,75,000 Kms		
6th Year	63 <sup>rd</sup> to 72 <sup>th</sup> month	Forward Value	₹ 3,50,000		
		Max Kms*	2,00,000 Kms		

Scheme mentioned above are mutually exclusive.

- For Pickups only one scheme will be applicable. No two schemes can be clubbed.
- **Buyback Offer by dealer** is applicable for all single cab Yodha Pick-Up Yodha models with load body only. This offer is not applicable on Crew Cab or 4x4 range of vehicles and vehicles manufacturing date is greater than 1 year from date of retail.
- Either the Buy back Offer OR the Cash discount / Exchange discount / Loyalty discount available at the dealership can be availed and the same cannot be clubbed.
- No other prevailing offer (cash discount, exchange discount, loyalty, etc) will be applicable during buy back for the purchase of new vehicle.
- Any customer coming after 72 months from date of purchase will be offered buyback as per prevailing market rates of exchange.
- **Amount of buyback shall vary from Vehicle's variant to variant based on its actual running and vintage** - Buyback guarantee for all applicable variants after 4 years are mentioned in Table 1.1:
- **Qualification Criteria and conditions for Buyback Offer** – Refer Table 1.1
- **Buyback will be done by the TML authorize dealers**
  - Buyback will be done at the prevailing market price of the vehicle based on inspection through TATA OK.
  - Additional discount to match the eligible buyback offer (Refer Table 1.1) will be given as exchange discount to the customer by TML only at the time of buying new TATA Yodha or equivalent pickup.
  - Maximum Exchange discount mentioned in the Table 1.1 is included in the buyback value offered to the customer.

- Owner Name and PAN no should be same for Exchanged Yodha vehicle (Bought under the scheme) and new purchased TML Pickup.
  - Offer valid in states of Rajasthan, UP, Maharashtra, MP, CG, NE, Bihar, WB, Karnataka, AP & Telangana
  - Offer valid till 30<sup>th</sup> Nov'20.
  - **Dealer will sign a Buyback agreement with the customer and will share the agreement with TML TATA OK team and Regional Sales team.**
  - **This offer is a principal to principal offer between dealership and the customer (purchaser of the vehicle) without recourse of TML.**
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## **Terms & Condition for Finance Scheme**

- Low down payment scheme valid for limited period of 31<sup>st</sup> Oct'20
- Offer valid from selected financiers
- 6 Year funding option (4+2)
- Customer with Valid Driving License
- ROI and other details shall be shared at the respective branches.
- Depending on customer profile & CIBIL score the financier terms will be decided.
- Offer valid for all Yodha models.
- Option of 6 years (4+2) & 5 years available
- RTO, Insurance, Permit & other miscellaneous charges will be additional
- Down payment amount may slightly vary from state to state & depends on customer profile.