

	Brand Stores - All India									
Discount %	5.0%	5.0%	10.0%							
Max Disc	3000	5000	5000	7500	9000	10000	12000	14000	17500	22500
Min Txn	18000	46000	40000	50000	65000	95000	85000	150000	190000	250000
BRAVIA SELECTED SKUs	24 SKU	4 SKU	3 SKU	14 SKU	8 SKU	3 SKU	7 SKU	4 SKU	5 SKU	7 SKU
KDL-32W6100	KD-50X80J	KD-55X75K	KD-55X80J	XR-55X90J	KD-75X80J	XR-55A80J	XR-65A80J	XR-65A95K	XR-77A80J	
KD-32W830	KD-50X80K	KD-55X75L	KD-55X80K	XR-55X90K	KD-75X80K	XR-55A80K	XR-65A80K	KD-85X85J	XR-77A80K	
KD-32W830K	KD-50X80L	K-55S25	KD-55X85J	XR-65X90J	KD-75X82L	XR-75X90J	XR-55A95L	KD-85X85K	XR-85Z9J	
KDL-43W6600	K-50S30		KD-55X85K	XR-65X90K		XR-75X90K	XR-65A80L	XR-65A95L	XR-85X95K	
KLV-43W672G			KD-65X75K	XR-55X90L		XR-55A80L		KD-85X80L	XR-77A80L	
KD-43W880K			KD-65X80J	XR-65X90L		XR-75X90L			XR-83A80L	
KD-43X75			KD-65X80K	K-55XR70		K-75XR70			XR-85X95L	
KD-43X75K			KD-65X85J	K-65XR70						
KD-43X80J			KD-55X82L							
KD-43X80K			KD-65X75L							
KD-43X64L			KD-65X82L							
KLV-50W672G			K-55S30							
KD-50X75			K-65S25							
KD-50X75K			K-65S30							
KD-43X70L										
KD-43X75L										
KD-43X80L										
KD-50X70L										
KD-50X75L										
KD-32W835										
K-43S20										
K-43S25										
K-50S20										
K-50S25										

	Rest of the Channel - All India									
Discount %	5.0%	5.0%	10.0%							
Max Disc	3000	5000	5000	6000	7500	9000	10000	12500	15000	20000
Min Txn	18000	46000	40000	50000	65000	95000	85000	150000	190000	250000

BRAVIA SELECTED SKUs	24 SKU	4 SKU	3 SKU	14 SKU	8 SKU	3 SKU	7 SKU	4 SKU	5 SKU	7 SKU
	KDL-32W6100	KD-50X80J	KD-55X75K	KD-55X80J	XR-55X90J	KD-75X80J	XR-55A80J	XR-65A80J	XR-65A95K	XR-77A80J
	KD-32W830	KD-50X80K	KD-55X75L	KD-55X80K	XR-55X90K	KD-75X80K	XR-55A80K	XR-65A80K	KD-85X85J	XR-77A80K
	KD-32W830K	KD-50X80L	K-55S25	KD-55X85J	XR-65X90J	KD-75X82L	XR-75X90J	XR-55A95L	KD-85X85K	XR-85Z9J
	KDL-43W6600	K-50S30		KD-55X85K	XR-65X90K		XR-75X90K	XR-65A80L	XR-65A95L	XR-85X95K
	KLV-43W672G			KD-65X75K	XR-55X90L		XR-55A80L		KD-85X80L	XR-77A80L
	KD-43W880K			KD-65X80J	XR-65X90L		XR-75X90L			XR-83A80L
	KD-43X75			KD-65X80K	K-55XR70		K-75XR70			XR-85X95L
	KD-43X75K			KD-65X85J	K-65XR70					
	KD-43X80J			KD-55X82L						
	KD-43X80K			KD-65X75L						
	KD-43X64L			KD-65X82L						
	KLV-50W672G			K-55S30						
	KD-50X75			K-65S25						
	KD-50X75K			K-65S30						
	KD-43X70L									
	KD-43X75L									
	KD-43X80L									
	KD-50X70L									
	KD-50X75L									
	KD-32W835									
	K-43S20									
	K-43S25									
	K-50S20									
	K-50S25									

AUDIO								
Discount %	Upto 10%, Rs.10000							
Max Disc	500	2000	3000	4000	5000	6000	8000	10000
Min Txn	3500	10000	18000	55000	85000	25000	55000	65000
Selected SKUS	1 SKUs	4 SKUs	4 SKUs	1 SKU	1 SKU	13 SKUs	14 SKUs	19 SKUs
	SRS-XB100	HT-S40R	SRS-XV800	SRS-XV900	HT-A9	HT-A3000	HT-A5000	HT-A9M2
		SRS-XP700	MHC-V73D			HT-S2000	HT-A5000+SA-SW3	HT-A9M2+SW3
		SRS-XP500	SRS-XV500			HT-S2000+SW3	HT-A5000+SA-SW5	HT-A9M2+SW5

