

DEALERS INSIGHT

2019-20



REM

RISSALA ELECTRIC MOTORS PVT. LTD.

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ABOUT US

EVOLET is the new age electric vehicle in the category of two wheelers developed and produced in India by Rissala Electric Motors Pvt. Ltd. We are a fast evolving and expanding start up based in Gurugram, Haryana formed by veterans from the defense forces. Our assembly line to produce the electric two wheelers is situated in Bilaspur, Haryana and is capable of rolling out 500+ vehicles (scooters & motorcycles) per day.

Presently we have scooters, motorcycles and quad bike in our steadily expanding portfolio to cover a diverse range of users from college/tuition- going children, the gentlemen and ladies running home errands, to men and women commuting to work to the requirements of a high-speed trendy, fashionable sports bike. We aim to provide technology to every range of vehicle user and to fit every budget.

Under the umbrella of Rissala Electric Motors is a Joint venture of AMS Electric Mobility Pvt. Ltd, and Vassmaan Pvt Ltd; which is a Chennai based sister concern that is the chief engineering and design house of the Electric Buses and holds an ARAI certification and homologation under its name. Further, Rissala Electric Motors, Vassmaan and AMS will produce electric buses to meet the requirements of various government fleet agencies.

We also have plans to establish the manufacturing unit of Lithium-ion batteries in India with technical knowhow & research of Singapore's most authoritative lithium battery research and development personnel, Dr. Chen Guangsen. He did his Doctorate from Nagoya University in Japan. He started his career in 1993 with VARTAR, the oldest German battery company in the world. His company, Advance Electronic Energy is the leader of Lithium battery research and

production since 1998.

Rissala Electric Motors takes pride in providing the charging infrastructure, i.e., battery charging stations with solar panels.

We aim to partner this phase of transport evolution in India from the conceptual stage, and be the leaders of this change management. India, being the home to a large population of two-wheeler and bus operators is placed at the most appropriate platform to set an example to the entire world by the speed and ease of adaptation to a NEW AGE, ENVIRONMENT FRIENDLY TECHNOLOGY.

We have designed our product to suit the Indian road conditions, and tested them through more than 1500 users before making an initial offer to any customer in Aug 2019. Our products are DESIGNED WITH ROBUST GERMAN TECHNOLOGY which is used in over 5 European countries for more than 7 years; tested and approved by ICAT and all other applicable Indian government agencies. Our aim is not only to introduce a new product, or technology, but also to extend a complete service support throughout the country, train the users to help them achieve maximum benefit from the evolving roadmap in the country and assist all national stakeholders in change management.

PARTNERING FOR GROWTH

PROGRESSIVE

All stakeholders of the organization share common growth and development goals; be it the goal to maximize the profit, OR to increase the market share OR to establish a brand reputation in their market. By leveraging the right tools and implementing the most efficient processes, Evolet is able to assist our partners in achieving their respective goals. Partnering with Evolet allows members to focus on the strategic picture and meeting their respective goals instead of basic sales operations.

RELATIONSHIP

Achieving goals successfully together is the key to a fruitful long term business relationship, which is not always easy. By partnering with Evolet, our partners know that they can rely on our team to achieve their goals. Our team of experienced professionals understands exactly what it takes to make an organization successful and work hand in hand as collaborators with our partners and collectively helps them to achieve their targets effectively and efficiently.

INNOVATIVE

As the proverb goes "Change is the only constant factor", marketing is no different. The world of advertising and marketing is changing very fast and getting more and more complex. We support our partners with latest tools to advertise in the most relevant and efficient ways. Along with managing daily operations, we also support setting and achieving long-term goals. We provide innovative solutions and opportunities to our partners by allowing them to formulate their own strategic plan to successfully achieve both short and long term goals.

NOTHING CAN STOP AN IDEA WHOSE TIME HAS COME

NEXT **5** YEARS

The next 5 years will see a tremendous shift in the Automotive Industry. EVs has all positive factors for its resounding success.

STATE PUSH

Government of India is proposing to ban all the IC engine powered two-wheelers in India starting 2025.

134 YEARS

Electric Vehicles (EVs) will be the single largest disruptor to hit the Auto Industry in its 134 years history.

YEAR **2030**

The shift to electric vehicles is coming faster and in a more pronounced way. By 2030, India aspires to achieve 100% Electric Vehicles on its roads.



Evolet is built to Perform. The galloping horse represents the free spirit of Evolet. With Speed and Energy, the horse runs freely, the same we wish for everyone to move freely and at ease. The aggression and solidarity of the brand is being reflected through Red. Its our Pace, its our Passion and this is what we live for.

THE THREE DRIVING FORCES OF EVOLET

ELECTRIC

Electric Energy is the core offering of Evolet. Electric is the way to the future. All our Vehicles uses Electric Energy to drive itself that too in a very efficient manner.

EXCELLENCE

We have a strong commitment to drive our products towards excellence and perfection. In Design, in Driving, in efficiency and in service we work to make Evolet the best among all.

ENVIRONMENT

So far Oil & Gas driven Vehicles have polluted the Environment. We are committed to bring the energy driving our vehicles to get greener.

WHY YOU MUST PARTNER WITH EVOLET

Rissala Electric Vehicles and other e-products are designed better than other similar vehicles being currently sold in the Indian markets. We are testing & incorporating majority of Indian components – thus making it “Make in India”. REM has gained exclusive designs & patents – exclusive rights for India. All the vehicles can be easily charged at home which makes it the best choice among the consumers. The demand for Electric Scooters and Bikes is going to rise tremendously as the Government is pushing its Policies favoring the Environment. All REM Vehicles are designed for maximum Life Cycle Proposition.

IMPORTANT POINTS

The Govt. of India is strongly pushing the transition from Petrol Vehicles to Electric Vehicles.

India has 370 million two wheelers which is the largest in the world.

Each year 30-40 million two wheelers are sold in India.

Govt. of India has banned sale of Petrol two wheelers below 200cc from March 2025, which constitutes 80% of two wheelers sold in India.

Cost of running Electric Vehicle is 6 paisa per km as compared to Petrol Vehicles.

As per Govt. of India data, India will save 17,000 crore by selling Electric vehicles by 2025.

By 2030, India aspires to achieve 100 per cent Electric vehicles sales.

OUR SUPPORT

BUSINESS OPERATIONS

Start up and sustained operational assistance to Business Partners.

Implement and assist with all operational programs and procedures, including understanding of the Products and Business.

Schedule personalized visits to existing Showrooms.

Conduct regular scheduled phone calls to discuss service, retail and training requirements.

Host regular meetings with the Business Partners.

TRAINING

Provide training to New Business Partners as a Dealer on the Business Operations, Network Expansion, Products and Business Processes.

Provide training to Sales staff on Products, Selling Skills, Processes and Customer Interaction.

Training and Practical Knowledge to mechanics and engineers for servicing of vehicles and company processes.

Provide extensive Literature, Journals and Guides about the Products & EV industry.

MARKETING & ADVERTISING

Provide Marketing, Launch, Media Interaction activities.

Continuous Joint Promotion Schemes to Partners to attract more customers.

Advertising and PR support to highlight the Showroom in nearby circles.

Hosting events and various joint promotional activities in the region.

Marketing Kit – It would be provided with the first load of vehicles. It would include various items like Canopy, Branding Material, Leaflets & brochures for promotional activities.

Traditional and Digital promotions to boost business.

DEALER APPOINTMENT PROCESS

STEPS TO FOLLOW

- 1 Discovery
- 2 Verification & Selection Process
- 3 Space Requirements
- 4 Agreement & Issuance of LOI
- 5 Application for Trade Certificate
- 6 Showroom Renovation
- 7 Manpower Requirements & Recruitment
- 8 Ordering of Branding & Workshop Set-up
- 9 Training
- 10 Issuance of TFS (Through for Sales) Certificate
- 11 Working Capital
- 12 The First Truck Load
- 13 Dealer Margins
- 14 Test Ride Vehicles
- 15 Network Development

Discovery

Verification & Selection Process

Space Requirements

- Agreement & Issuance of LOI
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DISCOVERY

The Applicant learns about our offering and discusses the Business Openings with our Officer.

The Applicant/Company reads this document and mail us the Registration Application Form with requisite KYC documents.

VERIFICATION & SELECTION PROCESS

The Application is reviewed by REM and validated.

The Applicants are evaluated based on various Parameters like Financial Health, Business Acumen, Aptitude, etc.

The Applicants are shortlisted after reviewing number of applications for same Location.

REM Officials visit the Location and conduct Discussions / Meetings.

The Applicant presents the Business plan on the development of the proposed territory to REM Officials.

If the requirements of REM match the profile of the Applicant, REM grants the approval.

SPACE REQUIREMENTS

The minimum space requirements would vary for Tier A, B, C and D

	TIER A	TIER B	TIER C	TIER D
Showroom	600 sq ft	800 sq ft	1000 sq ft	1500 sq ft
Frontage	20 ft	20 ft	20 ft	20 ft
Workshop	400 sq ft	400 sq ft	500 sq ft	500-700 sq ft
Spare Parts	100-200 sq ft	100-200 sq ft	100-200 sq ft	100-200 sq ft

Please refer Annexure I for the names of the cities.

- Discovery
- Verification & Selection Process
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- Agreement & Issuance of LOI**
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AGREEMENT & ISSUANCE OF LOI

The finalized candidate is required to place the Security Deposit of Rs 2 lakh (interest paid, refundable at the time of full & final exit, if needed)

Letter of Intent is issued for the specific territory (or district).

The Dealership Agreement is sent to the Party for review.

The Dealership Agreement is signed between both the Parties.

The next step is to start building the showroom.

APPLICATION FOR TRADE CERTIFICATE

The dealer applies for Trade Certificate at his local Regional Transport Office.

In the meanwhile, he renovates the dealership as per Company's Visual Identity Norms.

The manpower as per the company requirements is appointed in different departments and is sent to the company for the training.

SHOWROOM RENOVATION

REM will share the design and artwork for the dealership renovation.

The dealership must be renovated as per company's Visual Identity Norms.

The dealership renovation and branding would cost approximately five lakh rupees. Branding material would be provided by the company.

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MANPOWER REQUIREMENTS & RECRUITMENT

The dealer appoints the manpower as per under-mentioned guidelines:

Showroom Staff		Workshop Staff	
Showroom Manager	1	Supervisor	1
Sales Consultant	1	Mechanic	1
Telecaller / Receptionist	1		
Computer Operator	1	Spare Parts Area	
		Spare Parts Supervisor	1

ORDERING OF BRANDING & WORKSHOP SET-UP

The dealer must place the order for the following items:

Branding Material for the dealership	Workshop Set-up & Tools	Spare Parts Initial Kit & Charger Discharger Machines (2 Nos.)
₹ 1 lakh approx.	₹ 1.7 lakh approx.	₹ 2 lakh approx.

TRAINING

Provide training to New Business Partners (3 days) on the Business Operations, Network Expansion, Products and Business Processes. The training must be attended by the Business Partner and Showroom Manager.

Provide training to 2 Sales staff (2 days) on Products, Selling Skills, Processes and Customer Interaction.

Training and Practical Knowledge to 2 mechanics and engineers (5 days) for servicing of vehicles and company processes.

Provide training for 2 Back Office Staff (5 days) on all the Company Processes and DMS (Dealer Management Systems).

Provide extensive Literature, Journals and Guides about the Products & EV industry.

- Discovery
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ISSUANCE OF TFS (THROUGH FOR SALE) CERTIFICATE

The dealer must place the order for the vehicles.

TFS (Through For Sale) Certificate is issued by the company only after the dealership fulfils all the criteria (like dealership as per Company's Visual Identity Norms, trained staff including Business Partners, advance payment for Vehicles, Workshop Set-up, Charger Discharger Machines, Spare Parts Initial Kit)

WORKING CAPITAL

<p>Security Deposit</p> <p>₹ 2 lakh</p> <p>(interest paid as per the banking rate, refundable at the time of full & final)</p>	<p>DMS Charges</p> <p>₹ 50,000</p> <p>(non-refundable, license cost one time; AMC charges to be borne by the dealer every year)</p>	<p>Showroom Renovation</p> <p>₹ 5 lakh</p> <p>depending on the showroom size</p>
<p>Workshop Set-up</p> <p>₹ 1.7 lakh approx.</p> <p>(interest paid as per the banking rate, refundable at the time of full & final)</p>	<p>Spare Parts initial kit</p> <p>₹ 2 lakh approx.</p> <p>(non-refundable, license cost one time; AMC charges to be borne by the dealer every year)</p>	<p>Vehicle Inventory (Minimum 32)</p> <p>₹ 18-20 lakh</p> <p>depending on the choice of the models</p>

THE FIRST TRUCK LOAD

The first truck load would consist of the following items:

<p>Vehicles Set-up</p> <p>32 – 36</p>	<p>Marketing Kit</p> <p>Canopy – 1</p> <p>Branding Material for showroom</p>	<p>Spare Parts Initial Kit</p> <p>Charger Discharger Machines</p> <p>1 for lead acid batteries</p>
<p>Workshop Set-up with Special Tools</p>	<p>Leaflets & Brochures for promotional activities</p>	<p>1 for lithium-ion batteries</p>

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DEALER MARGINS

7 %

on Vehicles

15% - 20%

on Spare Parts

TEST RIDE VEHICLES

1 Polo, 1 Derby would be given at 50:50 (Company:Dealership)

contribution as test ride vehicles from the first load.

NETWORK DEVELOPMENT

Dealer must develop their respective territory:

Dealer to develop the secondary network by appointing Sub-Dealers in their respective territory.

- a. The security, incentive sharing and any support to the sub-dealer would be on the discretion of the dealer and the company would not intervene in this network extension.
- b. The dealer to provide all the service and parts support to the sub-dealer.
- c. The dealer needs to take approval from the company before appointing the sub-dealers.
- d. The sub-dealers would be marked in the company website for the marketing support.
- e. The training to the sales and service staff of the sub-dealer could be provided by the company officers at the dealership.

Dealer to develop the territory by establishing Authorized Service Centres (minimum 5) every 10km.

- a. The training to the ASCs would be provided the company at the dealer's workshop.
- b. The signage and charging machine would be provided by the company.
- c. ASCs would be marked in the company website for the marketing support.

DEALER REQUIREMENT

Showroom Space	600 - 1500 sq ft sq ft
Service Space	500 sq ft
Showroom Frontage	20 ft
Manpower	4-6
Working Capital	30 Lakh
Initial Order	32-36 units

SHOWROOM DESIGN

The images are an Artist Impression and not real photographs

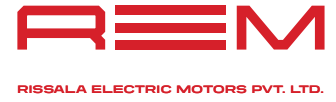






DEALER

REGISTRATION FORM



Please fill this form in plain English and in Capital Letters

APPLICANT NAME

LOCATION WHERE DEALERSHIP IS REQUIRED	CITY	STATE
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COMPANY STRUCTURE	<input type="radio"/> LIMITED COMPANY	<input type="radio"/> PROPRIETORSHIP	<input type="radio"/> PARTNERSHIP
--------------------------	---------------------------------------	--------------------------------------	-----------------------------------

COMPANY NAME

PAN	TAN	GST
------------	------------	------------

YEAR OF INCORPORATION	NO. OF EMPLOYEES
------------------------------	-------------------------

REGISTERED ADDRESS

CITY	STATE	PIN
-------------	--------------	------------

TEL	MOBILE	EMAIL
------------	---------------	--------------

DIRECTOR/ PARTNERS OF THE COMPANY	
1	PAN
	AADHAR
2	PAN
	AADHAR
3	PAN
	AADHAR
4	PAN
	AADHAR



CURRENT BUSINESS ACTIVITIES OF THE FIRM/APPLICANT		
TYPE OF INDUSTRY	PRODUCTS BEING MARKETED	AREA / REGION SPECIFIC

PAST ACTIVITIES OF THE FIRM/APPLICANT		
TYPE OF INDUSTRY	PRODUCTS MARKETED	AREA / REGION SPECIFIC

DETAILS OF SHOWROOM BEING PROPOSED		
FULL ADDRESS	CITY	AREA (IN SQ FT)
	STATE	FRONTAGE (IN FT)
	NEAREST LANDMARK	ADDITIONAL FRONT SPACE (IN L X W feet)
Is it in a Commercial / Market area ?	Is it facing Main Road ?	Is it off Main Road in a lane ?
YES NO	YES NO	YES NO

I am sharing Showroom photographs & a rough location map of Showroom.

DETAILS OF WAREHOUSE BEING PROPOSED		
FULL ADDRESS	DISTANCE FROM SHOWROOM (IN m/Km)	AREA (IN SQ FT)
	Is it completely Fire & Water Proof ?	Is it accessible to a large truck ?
	YES NO	YES NO



BANK	ACCOUNT NUMBER	BRANCH/CITY	CONTACT
TYPE OF LOAN	AMOUNT (IN LACS)	INTEREST (IN %)	SECURITY PROVIDED

The applicant undertakes to provide advance intimation to REM before closure of any bank account from where cheques have been issued.

REFERENCES		
NAME	ADDRESS & TEL NO.	OCCUPATION

Please provide three references

PLEASE DECLARE ANY EXISTING RELATIONSHIP WITH ANY AUTOMOTIVE DEALERSHIP

NAME OF AUTOMOTIVE COMPANY	TYPE OF ASSOCIATION	YEAR (started since)	AREA / CITY

LIST OF ENCLOSURES (PLEASE MAKE A CHECK BEFORE SUBMISSION OF THIS APPLICATION)

SHOWROOM SPECIFICS	IDENTITY PROOF	COMPANY PROOFS
<input type="checkbox"/> Photographs (each angle taken) <input type="checkbox"/> Layout Drawing <input type="checkbox"/> Shop License	<input type="checkbox"/> Owner Photograph (Passport) <input type="checkbox"/> PAN Copy <input type="checkbox"/> Aadhar Copy	<input type="checkbox"/> Company PAN Copy <input type="checkbox"/> GST Certificate <input type="checkbox"/> Balance Sheet (Last 2 Years) <input type="checkbox"/> Partnership Deed <input type="checkbox"/> Banker's Letter of Reference



RISSALA ELECTRIC MOTORS PVT. LTD.

I/We certify that the information given in the application form is correct and complete. Further, this is to authorise REM to verify our Bank / Trade credentials.

Applicant's signature attests financial responsibility to pay REM's invoices in accordance with agreed upon terms.

Dealer Agreement will be signed within three months of appointment.

Subject to Jurisdiction at Branch and New Delhi

PROPRIETOR / DIRECTOR / PARTNER 1	DIRECTOR / PARTNER 2	DIRECTOR / PARTNER 3	DIRECTOR / PARTNER 4
NAME	NAME	NAME	NAME
DESIGNATION	DESIGNATION	DESIGNATION	DESIGNATION
DATE	DATE	DATE	DATE
PLACE	PLACE	PLACE	PLACE
SEAL	SEAL	SEAL	SEAL

In case of Partnership, all the Partners' should sign

PLEASE READ THE INSTRUCTIONS CAREFULLY

- The application must be made by: An existing entity proposing to operate the dealership (Applicant), or If a new entity is proposed to be set up to operate the dealership, the application should be made by an existing entity (Applicant) which shall provide all or most of the funding for the new entity
- The Applicant must fill all sections unless its not applicable in case of type of Business.
- All financial statements provided with the Application Form must be audited statements, complete with all schedules and the auditor's report.
- No payment is to be done with the Application.
- Incomplete application forms will not be accepted for processing.
- On receipt, if the Application is complete, the Applicant will receive an administrative acknowledgement from Rissala Electric Motors Pvt. Ltd.
- The information provided by the applicant is intended only for the company's use.
- By emailing the filled application form. The applicant is inviting Rissala Electric Motors Pvt. Ltd. to consider its application for EVOLET dealership. The Company does not assure the applicant of being selected for such dealership.
- Any information furnishes in the Application is voluntarily provided as the Applicant submits the applications in his own initiative. Rissala Electric Motors Pvt. Ltd. reserves the right to reject this application without assigning any reason.
- Should Rissala Electric Motors Pvt. Ltd. find the application of interest, the applicant may be invited for discussions and additional disclosures, including due-diligence.



RISSALA ELECTRIC MOTORS PVT. LTD.
CIN U34300HR2019PTC080343

409-410, DLF Star Tower, Sector 30, NH-48,
Gurugram, Haryana 122022, India
info@evoletindia.com

Annexure I

States/ UTs	Tier A Cities	Tier B Cities	Tier C Cities	Tier D Cities
Andhra Pradesh		Vijayawada, Vishapatnam, Vizag.	Kakinada, Ongole, Guntur, Rajahmundry, Nellore, Tirupati, Cuddapah, Kurnool, Nandayal, M'nagar, Eluru.	Bhimavaram, Kakinada, S'kulam, M'guda, R'gundam, Mancherial, Chittoor, Anantpur, V'nagaram, Gudivada, Chirala, Tanuku, Tenali, Madanapalli, Hindupur, Produtur, Anakapalli, Narsaraopet, Kottagudam, Gadwal, Kamareddy, Guntakal, Piler, Amalapuram.
Assam		Guwahati	Nagaon, Tezpur, Jorhat, Tinsukia, Silchar, Aizwal, Agartala, Bongaigaon, Barpeta.	Golaghat, Sivasagar, Dibrugarh, Shillong, North Lakhimpur, Dhemaji, Dimapur, Imphal, Itanagar, Chuburi, Passighat, Borah, Dhubri
Bihar		Patna, Gaya, Bhagalpur, Muzaffarpur.	Purnia, Darbhanga, Bihar Sharif, Arrah, Begusarai, Katihar, Munger, Chhapra.	Danapur, Bettiah, Saharsa, Sasaram, Hajipur, Dehri, Siwan, Motihari, Nawada, Bagaha, Buxar, Kishanganj, Sitamarhi, Jamalpur, Jehanabad, Aurangabad.
Chandigarh	Chandigarh			
Chhattisgarh		Durg-Bhilai, Raipur	Ambikapur, Bhilai, Bilaspur, Dhamtari, Durg, Jagdalpur, Korba, Raigarh, R'goan, Mahasamund.	Jashpur, Mahendragarh, Champa, Janjgir
Delhi	Delhi			
Gujarat		Ahmedabad, Rajkot, Jamnagar, Vadodara, Surat.	Amreli, Anand, Ankleshwar, Bardoli, Bharuch, Bhavnagar, Bhuj, Chikhli, Dahod, Gandhidham, Gandhinagar, Godhra, Gondal, Himatnagar, Jamnagar, Junagadh, Mehsana, Morbi, Nadiad, Navsari, Palanpur, Patan, Porbandar, S'Nagar, Valsad, Vapi, Veraval	Bilimora, Daman, Dabhoi, Jamkhambhalia, Kamrej, Rajula, Silvassa, Vyara, Una
Haryana		Faridabad, Gurgaon	Karnal, Jagadhri, Sonapat, Kurukshetra, Jind, Sirsa, Rohtak, Bhiwani, Fatehabad, Pehowa, Palwal, Gohana, Panchkula, Dabwali, Ellenabad, Assandh, Narwana, Bahadurgarh	Panipat, Hisar, Ambala, Ladwa, Rewari, Kaithal, Narnaul, Yamunanagar, Gharaunda
Jammu and Kashmir		Srinagar, Jammu		

Annexure I

States/ UTs	Tier A Cities	Tier B Cities	Tier C Cities	Tier D Cities
Jharkhand		Jamshedpur, Dhanbad, Ranchi	Bokaro	Chakradharpur, Deoghar, Hazaribagh, Giridih, Ramgarh, Medininagar, Chirkunda
Karnataka	Bengaluru	Belgaum, Hubli-Dhanbad, Mangalore, Mysore	Kolar, Hubli, Sirsi, Belgaum, Tumkur, Davangere, Shimoga, Hassan, Mandya, Sagar, Udupi, Chitradurga, Hospet, Raichur, Gulbarga, Bijapur, Bidar, Bellary, Bagalkot.	Gadag, Chikmagalur, Manipal, Gokak, Sindha- nur, Gangavati, Jamkaha- nadi, Chikkodi, Mudhol, Karwar, Haveri, Chamara- jnagar, Koppal
Kerala		Kozhikode, Kochi, Thiruvananthapuram, Trichur, Calicut, Kollam, Trivandrum	Aluva, Todupuzha, Palakkad, Kottayam, Perinthalmanna, Tirur, Pathanamthitta, Alleppey, Kannur, Kasargod	Idukki
Madhya Pradesh		Gwalior, Indore, Bhopal, Jabalpur.	Balaghat, Betul, Burhanpur, Chhatarpur, Chhindwara, Dewas, Dhar, Guna, Harda, Itarsi, Jabalpur, Jhabua, Katni, Khargone, Mandsaur, Narsingpur, Neemuch, Ratlam, Rewa, Sagar, Satna, Sehore, Shahdol, Shivpuri, Ujjain, Vidisha, Morena.	Hoshangabad, Tikamgarh, Waidhan, Khandwa, Datia, Damoh, Mandla, Raisen, Ashok Nagar, Mhow, Seoni, Sarni, Sidhi, Barwani, Sujalpur, Kukshi, Barnagar, Bhind, Sanawad.
Maharashtra	Mumbai, Navi Mumbai, Panvel, Thane, Ulhasnagar, Vasai, Vashi, Yeotmal.	Amravati, Nagpur, Aurangabad, Nashik, Bhiwandi, Pune, Solapur, Kolhapur, Goa, Nashik.	Ahmednagar, Akluj, Akola, Barawati, Barshi, Beed, Bhandara, Bhusawal, Buldhana, Chandrapur, Chiplun, Dhule, Gondia, Gadchiroli, Ichalkaranji, Jalgaon, Jalna, Karad, Khamgaon, Kopergaom, Kudal, Latur, Malegaon, Miraj, Nanded, Osmanabad, Pandharpur, Parbhani, Phaltan, Ratnagiri, Sangam- er, Sangli, Satara, Shahda, Solapur, Shrirampur, Wardha, Waluj, Washim	Alibag, Bhiwanda, Butibori, Chalosgaon, CSD, Dondaicha, Daund, Hingoli, Kalyan, Lasalga- on, Malkapur, Manmad, Niphad, Narayangao, Palghar, Parli, Rahata, Shirur, Sillod, Udgir, Virar, Vilholi, Yeola
Orissa		Cuttack, Bhubaneswar	Balasore, Angul, Bargarh, Rourkela, Berhampur, Keonjhar, Bhawani Patna, Jharsuguda, Jaipur, Jeypore, Sambalpur, Bhadrak, Bolangir, Puri, Nayagarh.	Barbil, Kesinga, Baripada, Dhenkanal, Rairangpur, Kendrapada, Rahma, Junagarh, Jagarsingh- pur, Talcher, Balugaon.
Punjab		Amritsar, Jalandhar, Ludhiana, Chandigarh, Jammu	Abohar, Barnala, Batala, Bhatinda, Faridkot, Ferozpur, Gurdaspur, Hoshiarpur, Jagraon, Kapurthala, Khanna, Malerkotla, Mandi, Moga, Mohali, Nangal Township, Nawashahar, Pathankot, Patiala, Phagwara, Ropar, Samgrur, Srinagar, Solan	Dasuya, Nalagarh, Palampur, Rajpura, Tarn Taran, Udhampur, Kangra, Anatnag, Others
Pondicherry		Pondicherry		

Annexure I

States/ UTs	Tier A Cities	Tier B Cities	Tier C Cities	Tier D Cities
Rajasthan		Bikaner, Jaipur, Jodhpur, Kota	Udaipur, Alwar, Ajmer, Bharatpur, Chittor, Sri Ganganagar, Bikaner, Nagaur, Sikar, Banswara, Swai Madhopur, Sumerpur, Pali, Bhilwara, Baran, Hanumangarh, Jhunjhunu, Tonk, Dausa, Jhlarapatan, Bundi, Jalore, Balotra, Rajasmand, Dungarpur.	Bhiwadi, Dholpur, Hindaun, Kishangarh, Bewar, Makrana, Phaloudi, Bhinmal, Behror, Barmer, Churu, Deoli, Nimbahera, Asind, Laxmangarh.
Tamil Nadu	Chennai	Salem, Tiruppur, Coimbatore, Tiruchirappalli, Madurai, Erode, Pondy, Trichy	Cuddalore, Dharapuram, Dharmapuri, Dindugal, Hosur, Kanchipuram, Karaikkudi, Karur, Krishnagiri, Kumbakonam, Nagercoil, Neyveli, Namakkal, Tiruchengodu, Pollachi, Pudukottai, Ramanad, Salem, Attur, Tanjore, Theni, Tirunelveli, Tiruppur, Tiruvannamalai, Tiruvarur, Tuticorin, Vellore, Villupuram, V'nagar	Marthandam, Mayiladuthurai, Port Blair, Others
Telangana	Hyderabad		Karimnagar, Khammam, Nizamabad, Warangal	Nalgonda, Adilabad, Peddapalli, Mahabubnagar, Suryapet, Siddipet, Miryalaguda, Jagtial
Uttar Pradesh		Moradabad, Meerut, Ghaziabad, Aligarh, Agra, Bareilly, Lucknow, Kanpur, Allahabad, Gorakhpur, Varanasi, Noida, Sahibabad	Balrampur, Banda, Barabanki, Baraut, Bareilly, Basti, Behraich, Bijnore, Bulandshahr, Deoria, Dhampur, Etah, Etawah, Faizabad, Farrukhabad, Fatehpur, Ferozabad, Ghazipur, Gonda, Gorakhpur, Haldwani, Hardoi, Haridwar, Jaunpur, Jhansi, Lakhimpur, Mainpuri, Mathura, Mau, Mirzapur, Moradabad, Muzaffarnagar, Orai, Padrauna, Pilibhit, Pratappgarh, Rampur, Raibraielly, Saharanpur, Shahjahapur, Sidharthnagar, Sitapur, Sultanpur, Unnao, Amroha, Ambedkar Nagar, Hathras, Kannauj, Lalitpur, Najibabad, Aligarh, Azamgarh, Badaun, Badhoi, Ballia	Chandauli, Hapur, Khaliilabad, Maharajganj, Mahoba, Paliakalan, Aurimore, Gajraula, Shamli, Khurja, Aurrariya, Akbarpur, Robertsganj, Gajraula
Uttarakhand		Dehradun	Nainital, Haridwar, Roorkee, Rudrapur, Kashipur	Rishikesh
West Bengal	Kolkata, Howrah	Asansol, Malda, Siliguri, Aliporeduar	Bankura, Barasat, Berhampore, Burdwan, Chinsurah, Dankuni, Durgapur, Kharagpur, Krishnagar, Midnapore, Purulia, Raiganj, Siuri, Tamluk	Andul, Balurghat, Bandel, Barrackpore, Basirhat, Belghoria, Burnpur, Coochbehar, Gangtok, Hoogly, Kamarpukur, Raniganj, Rapnarayanpur, Titagarh

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