

| West Bengal               |          | Exchange Bonus For Cars Less than 7 Year old |            |                   |                     | Exchange Bonus For Cars Greater than 7 Year old |            |                   |                     |
|---------------------------|----------|--|------------|-------------------|---------------------|---|------------|-------------------|---------------------|
| Model                     | Type     | Exchange Bonus                               | VAT Effect | MSIL Contribution | Dealer Contribution | Exchange Bonus                                  | VAT Effect | MSIL Contribution | Dealer Contribution |
| Alto 800                  | Exchange | 30000  | 26201      | 22367             | 3834                | 18000   | 15721      | 11887             | 3834                |
| Alto K10 (MT & AMT)       | Exchange | 30000  | 26201      | 22114             | 4087                | 18000   | 15721      | 11634             | 4087                |
| Wagon R (MT)              | Exchange | 31000  | 27074      | 23240             | 3834                | 18000   | 15721      | 11887             | 3834                |
| Wagon R (AMT)             | Exchange | 31000  | 27074      | 23240             | 3834                | 18000   | 15721      | 11887             | 3834                |
| Stringray (MT & AMT)      | Exchange | 31000  | 27074      | 23240             | 3834                | 18000   | 15721      | 11887             | 3834                |
| Celerio Petrol & CNG (MT) | Exchange | 20000  | 17467      | 12867             | 4600                | 12000   | 10480      | 5880              | 4600                |
| Celerio Petrol (AMT)      | Exchange | 20000  | 17467      | 12867             | 4600                | 12000   | 10480      | 5880              | 4600                |
| Celerio Diesel MT         | Exchange | 20000  | 17467      | 12867             | 4600                | 12000   | 10480      | 5880              | 4600                |
| Ritz Petrol               | Exchange | 25000  | 21834      | 19367             | 2467                | 20000   | 17467      | 15000             | 2467                |
| Ritz Diesel               | Exchange | 30000  | 26201      | 23367             | 2834                | 25000   | 21834      | 19000             | 2834                |
| Swift Petrol              | Exchange | 30000  | 26201      | 20734             | 5467                | 18000   | 15721      | 10254             | 5467                |
| Swift Diesel              | Exchange | 35000  | 30568      | 25734             | 4834                | 20000   | 17467      | 12633             | 4834                |
| Dzire Petrol              | Exchange | 25000  | 21834      | 16613             | 5221                | 15000   | 13100      | 7879              | 5221                |
| Dzire Diesel              | Exchange | 28000  | 24454      | 19367             | 5087                | 20000   | 17467      | 12380             | 5087                |
| Dzire Tour                | Exchange | 34000  | 29694      | 27000             | 2694                | 34000   | 29694      | 27000             | 2694                |
| Old Ciaz Petrol           | Exchange | 23000  | 20087      | 20087             | 0                   | 15000   | 13100      | 13100             | 0                   |
| Old Ciaz Diesel           | Exchange | 25000  | 21834      | 21834             | 0                   | 22000   | 19214      | 19214             | 0                   |
| New Ciaz Petrol           | Exchange | 30000  | 26201      | 21734             | 4467                | 20000   | 17467      | 13000             | 4467                |
| New Ciaz Diesel           | Exchange | 25000  | 21834      | 16000             | 5834                | 25000   | 21834      | 16000             | 5834                |
| Omni                      | Exchange | 25000  | 21834      | 19000             | 2834                | 18000   | 15721      | 12887             | 2834                |
| EECO                      | Exchange | 0  | 0          | 0                 | 0                   | 0   | 0          | 0                 | 0                   |
| Ertiga Petrol OLD         | Exchange | 15000  | 13100      | 8000              | 5100                | 15000   | 13100      | 8000              | 5100                |
| Ertiga Diesel OLD         | Exchange | 25000  | 21834      | 16506             | 5328                | 25000   | 21834      | 16506             | 5328                |
| Ergiga Petrol New         | Exchange | 20000  | 17467      | 13233             | 4234                | 10000   | 8734       | 4500              | 4234                |
| Ertiga Diesel New         | Exchange | 25000  | 21834      | 16734             | 5100                | 15000   | 13100      | 8000              | 5100                |