

Volume Discount Schemes (VDS):

a) For Business Associates

Teus booked per month	VDS as % of chassis-chassis rail freight
For achieving minimum monthly target	1%
If monthly target is exceeded by 25%	1.5%
If monthly target is exceeded by 50%	2%
If monthly target is exceeded by 100%	2.5%

b) For other customers

Teus per month	VDS/teu (Rs)
Upto 29 teus	Nil
>29-60	150/-
>60	200/-