



SUBJECT		REF NO				
CL LL C	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2022-SHC- <b>10120</b>				
Shield (Exten	ded Warranty) — Scorpio-N	MONTH OF ISSUE				
		July 2022				
APPLICABLE CHANNEL(s)	APPLICABLE MODEL(s)	ТҮРЕ				
Personal + Pikup	Scorpio-N	Shield				
CIRCULATE TO –						
CEO/ GENERAL MANAGER [✔]	HR MANAGER [ ]	RELATIONSHIP MANAGER/SERVICE ADVISOR [✓]				
SERVICE HEAD [✓]	TECHNICAL COORDINATOR (CoTEK) [ ]	eTEK / TECHNICIAN [ ]				
FLOOR CONTROLLER (FC) [ ]	QUALITY CONTROLLER (QC) []	BODYSHOP MANAGER [✔]				
CRE SERVICE [✔]	PARTS MANAGER [✔]	SALES CONSULTANT [✓]				
WARRANTY ADMINISTRATOR [✓]	EXPERIENCE EXECUTIVE [✓]	CRM [✔]				
SALES MANAGER [✔]	HOSTESS [ ]	ACCOUNT MANAGER [✔]				
ICRE SALES [✔]	RECEPTIONIST [ ]					

### ALL DEALERS, DEALER BRANCHES & MCS/MASCS

"Shield" - Extended warranty offers peace of mind for extended period & by virtue ensuring customer retention.

We are happy to announce "Shield" Extended Warranty of Scorpio-N from day one of booking.



Customer can extend warranty upto 5 years from the date of retail through this subscription. Considering the value proposition, we urge dealership team to go aggressive and attend for record penetration.

Please refer following annexures for complete details.

Annexure 1 – Shield Pricing Matrix

Annexure 2 - Shield Dealer Commission Matrix

Kindly arrange to bring this to the notice of all concerned at Showroom and Workshop.

Happy Selling!

Queries and Clarifications – Respective ASM / CCM OR Email to SERVICE-STRATEGY@mahindra.com







## Annexure — 1 Shield Pricing Matrix Scorpio-N Diesel MT

	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first									
		<u> </u>								
Option 1	If opted v	within 60 d	ays from	If opted beyond 60 days but within 2 years period from date			If opted beyond 2 years but within the expiry of original 3			
	the date c	of sale of ne	ew vehicle	of sale of new vehicle			years warranty of the vehicle			
		CCT @								
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel MT	15999.15	2879.85	18879.00	17299.15	3113.85	20413.00	18399.15	3311.85	21711.00	
	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first							er occurs		
	If antady	within 60 d	ave from	If opted	beyond 60	days but	If opted beyond 2 years but			
Option 2	If opted within 60 days from the date of sale of new vehicle			within 2 years period from date			within the expiry of original 3			
	the date c	n sale of the	ew verncie	of sale of new vehicle			years warranty of the vehicle			
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel MT	30399.15	5471.85	35871.00	32899.15	5921.85	38821.00	34999.15	6299.85	41299.00	
	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first									
	If onted v	f opted within 60 days from			If opted beyond 60 days but			If opted beyond 3 years but		
Option 3*	· ·	of sale of ne	•	within 3 years period from date			within the expiry of extended 4			
Options	the date c	n sale of the	W VEITICLE	of sal	of sale of new vehicle			years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel MT	17599.15	3167.85	20767.00	19099.15	3437.85	22537.00	20299.15	3653.85	23953.00	
* This ontion	n is only app	licable for	vehicles whi	ich have bou	ight 4th ve	ar shield opt	ion			







## Annexure — 1 Shield Pricing Matrix Scorpio-N Diesel AT

	4th Yea	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
Option 1	•	within 60 d of sale of ne	•	within 2 years period from date with				ted beyond 2 years but the expiry of original 3 warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel AT	19999.15	3599.85	23599.00	21599.15	3887.85	25487.00	22999.15	4139.85	27139.00	
	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first									
Option 2		within 60 d of sale of ne	•	within 2 ye	beyond 60 ears period e of new ve	from date	If opted beyond 2 years but within the expiry of original years warranty of the vehicle			
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel AT	37999.15	6839.85	44839.00	41099.15	7397.85	48497.00	43699.15	7865.85	51565.00	
	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first									
Option 3*	If opted within 60 days from the date of sale of new vehicle		within 3 ye	beyond 60 ears period e of new ve	from date	If opted within the years sh				
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Diesel AT	21999.15	3959.85	25959.00	23799.15	4283.85	28083.00	25299.15	4553.85	29853.00	
* This ontion	n is only ann	licable for	vehicles whi	ich have hou	ight 4th ve	ar shield opt	ion			







## Annexure – 1 Shield Pricing Matrix Scorpio-N Gasoline MT

	All diffount in X									
	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								urs first	
Option 1	If opted y	within 60 d	ave from	If opted beyond 60 days but			If opted beyond 2 years but			
	•	of sale of ne	•	within 2 years period from date			within the expiry of original 3			
Option 1	the date c	n sale of the	w vernicie	of sale of new vehicle			years warranty of the vehicle			
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Gasoline MT	13999.15	2519.85	16519.00	15199.15	2735.85	17935.00	16099.15	2897.85	18997.00	
	4th and !	5th Year or	Up to 1,50,	<b>000 kms</b> fro	m the date	of delivery	of new vehic	le whichev	er occurs	
					first					
	If onted v	within 60 d	avs from	If opted beyond 60 days but			If opted beyond 2 years but			
Option 2	•	If opted within 60 days from the date of sale of new vehicle			within 2 years period from date			within the expiry of original 3		
	the date o		· · · · · · · · · · · · · · · · · · ·	of sale of new vehicle			years warranty of the vehicle			
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N										
Gasoline MT	26599.15	4787.85	31387.00	28799.15	5183.85	33983.00	30599.15	5507.85	36107.00	
	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first							urs first		
	•		<b>f</b>	If opted beyond 60 days but If opted beyond 3 years by					ears but	
Option 3*	•	If opted within 60 days from the date of sale of new vehicle			within 3 years period from date			within the expiry of extended 4		
Option 3	the date c	or sale or ne	ew venicie	of sal	of sale of new vehicle			years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Gasoline MT	15399.15	2771.85	18171.00	16699.15	3005.85	19705.00	17799.15	3203.85	21003.00	
* This optio	n is only app	licable for	vehicles whi	ich have bou	ight 4th ye	ar shield opt	ion			







## Annexure — 1 Shield Pricing Matrix Scorpio-N Gasoline AT

	4th Ve	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	70116	If opted beyond 60 days but If opted beyond 2 years but								
Option 1	If opted v	within 60 d	ays from	•	•	•	· · · · · · · · · · · · · · · · · · ·			
	·				ears period		within the expiry of original 3			
				of sal	e of new ve	ehicle	years warranty of the vehicle			
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	
Scorpio-N Gasoline AT	17099.15	3077.85	20177.00	18499.15	3329.85	21829.00	19699.15	3545.85	23245.00	
	4th and !	5th Year or	Up to 1,50,	000 kms froi	m the date	of delivery of	of new vehic	le whicheve	er occurs	
					first	•				
				If opted beyond 60 days but			If opted beyond 2 years but			
Option 2	Ontion 2 If opted within 60 days f	•	within 2 ye	•	within the expiry of original 3					
Opt.0 2	the date c	the date of sale of new vehicle			of sale of new vehicle			years warranty of the vehicle		
		GST @		GST @		GST @				
	List Price	18%	MRP	List Price	18%	MRP	List Price	18%	MRP	
Scorpio-N										
Gasoline	32499.15	5849.85	38349.00	35099.15	6317.85	41417.00	37399.15	6731.85	44131.00	
AT										
	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first							ırs first		
	•		If opted beyond 60 days but If opted beyond 3 years							
	.6						If opted	beyond 3 y	ears but	
	•	within 60 d	ays from	If opted	beyond 60	days but	•			
Option 3*	•	within 60 d of sale of ne	ays from	If opted within 3 ye		days but from date	within the	beyond 3 y expiry of e nield of the	xtended 4	
Option 3*	•		ays from	If opted within 3 ye	beyond 60 ears period	days but from date	within the	expiry of e	xtended 4	
Option 3*  Scorpio-N	the date o	of sale of ne	ays from ew vehicle	If opted within 3 ye of sal	beyond 60 ears period e of new ve GST @	days but from date ehicle	within the years sh	expiry of enield of the	xtended 4 vehicle	
	the date o	of sale of ne	ays from ew vehicle	If opted within 3 ye of sal	beyond 60 ears period e of new ve GST @	days but from date ehicle	within the years sh	expiry of enield of the	xtended 4 vehicle	
Scorpio-N	the date of	of sale of ne GST @ 18%	ays from ew vehicle MRP	If opted within 3 ye of sal <b>List Price</b>	beyond 60 ears period e of new ve GST @ 18%	days but from date ehicle MRP	within the years sh List Price	expiry of enield of the GST @ 18%	xtended 4 vehicle MRP	
Scorpio-N Gasoline AT	List Price	GST @ 18% 3401.85	ays from ew vehicle MRP 22301.00	If opted within 3 ye of sal  List Price  20499.15	beyond 60 ears period e of new ve GST @ 18% 3689.85	days but from date ehicle MRP	within the years sh List Price 21799.15	expiry of enield of the GST @ 18%	xtended 4 vehicle MRP	







### Annexure — 2 Shield Dealer Commission Matrix

All amount in ₹ (Including GST)

Model	Dealer Commission per policy
Scorpio-N	1500

