



SUBJECT  <b>Shield (Extended Warranty) – Scorpio-N</b>		REF NO  <b>2022-SHC-10120</b>
		MONTH OF ISSUE  <b>July 2022</b>
APPLICABLE CHANNEL(s) <b>Personal + Pickup</b>	APPLICABLE MODEL(s) <b>Scorpio-N</b>	TYPE <b>Shield</b>

### CIRCULATE TO –

CEO/ GENERAL MANAGER <input checked="" type="checkbox"/>	HR MANAGER <input type="checkbox"/>	RELATIONSHIP MANAGER/SERVICE ADVISOR <input checked="" type="checkbox"/>
SERVICE HEAD <input checked="" type="checkbox"/>	TECHNICAL COORDINATOR (CoTEK) <input type="checkbox"/>	eTEK / TECHNICIAN <input type="checkbox"/>
FLOOR CONTROLLER (FC) <input type="checkbox"/>	QUALITY CONTROLLER (QC) <input type="checkbox"/>	BODYSHOP MANAGER <input checked="" type="checkbox"/>
CRE SERVICE <input checked="" type="checkbox"/>	PARTS MANAGER <input checked="" type="checkbox"/>	SALES CONSULTANT <input checked="" type="checkbox"/>
WARRANTY ADMINISTRATOR <input checked="" type="checkbox"/>	EXPERIENCE EXECUTIVE <input checked="" type="checkbox"/>	CRM <input checked="" type="checkbox"/>
SALES MANAGER <input checked="" type="checkbox"/>	HOSTESS <input type="checkbox"/>	ACCOUNT MANAGER <input checked="" type="checkbox"/>
ICRE SALES <input checked="" type="checkbox"/>	RECEPTIONIST <input type="checkbox"/>	

### 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.

 <b>HASSLE-FREE SERVICE</b>	 <b>FLEXIBILITY</b>	 <b>ONE-TIME PAYMENT</b>
 <b>HIGHER RESALE VALUE</b>	 <b>BIG SAVINGS</b>	 <b>PEACE OF MIND</b>

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](mailto:SERVICE-STRATEGY@mahindra.com)



*Annexure – 1*  
*Shield Pricing Matrix*  
*Scorpio-N Diesel MT*

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	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
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 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
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 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 option is only applicable for vehicles which have bought 4th year shield option									



*Annexure – 1*  
*Shield Pricing Matrix*  
*Scorpio-N Diesel AT*

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years 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
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 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
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	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 option is only applicable for vehicles which have bought 4th year shield option



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

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 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
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 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
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 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 option is only applicable for vehicles which have bought 4th year shield option									



*Annexure – 1*  
*Shield Pricing Matrix*  
*Scorpio-N Gasoline AT*

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 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
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline AT	32499.15	5849.85	38349.00	35099.15	6317.85	41417.00	37399.15	6731.85	44131.00
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline AT	18899.15	3401.85	22301.00	20499.15	3689.85	24189.00	21799.15	3923.85	25723.00
* This option is only applicable for vehicles which have bought 4th year shield option									



*Annexure – 2*  
*Shield Dealer Commission Matrix*

All amount in ₹ (Including GST)

Model	Dealer Commission per policy
Scorpio-N	1500