NSPL Compensation Plan V7 : 010526

(Infinity Multigeneration with Cumulative Ranks & Class advancements)

Conceptualised and Aligned as per the laws in India, including but not limited to the Consumer Protection Act 2019 and the Consumer Protection (Direct Selling) Rules, 2021

Our Brands

- Kitchen Affairs
- El Pates
- RnR

Any individual may join Nexus either as a Nexus Direct Seller (NDS) or as a Nexus Preferred Customer (NPC), and this compensation plan document explains how such participants can legitimately earn from genuine product sales.

Registration and Participation

Any eligible adult who meets the company's eligibility criteria may register free of charge either as an NDS or as an NPC. Registration does not involve any joining fee, renewal fee, or subscription charge, and no person is required to buy any fixed package to join.

Nexus Direct Seller (NDS): An NDS is an individual who can purchase products at discounted rates, recommend products to others, build a sales team, and earn various types of income based purely on product sales.

Nexus Preferred Customer (NPC): An NPC is a customer who buys products for personal or household use, enjoys price benefits, but does not take part in sponsoring or earning team-based commissions.

Activation occurs automatically on the date of registration once the NDS or NPC has completed the company's application and KYDS process. Product purchase is optional at registration, and all payouts are linked to product sales and the associated point value (PV), not to recruitment.

Introduction to the Compensation Plan

The Nexus compensation plan is designed to reward genuine product sales to consumers and team development through ethical direct selling practices. All commissions, bonuses, and rewards are calculated only on the invoiced value of products and their corresponding PV, excluding shipping, handling, and any other non-product charges.

The plan has two main parts. The Initial Product Purchase Plan (IPPP) applies to the first qualifying purchase of each NDS. It focuses on bonuses and early performance rewards, while the Repurchase Plan (RP) applies to subsequent purchases by NDS and all purchases by NPCs.

Other Bonuses: Apart from IDRB and ILRB, all other bonuses described in the Initial Product Purchase Plan and the Repurchase Plan are available for all ranks (Silver and above). Eligibility,

calculation, and payout of these bonuses will be as per the Company's prevailing terms and conditions.

Structure of the Plan

The plan operates through two linked structures that always remain product-driven.

Plan Section	What It Covers	Who It Applies To
Initial Product Purchase Plan (IPPP)	First purchase of each NDS and linked to various benefits	NDS only, on first invoice
Repurchase Plan (RP)	Repeat purchases by NDS and all purchases by NPCs	NDS only, after initial invoice

In both sections, earnings are always based on verifiable sales volume recorded as PV and not on headcount or entry fees. This structure is intended to align with fair direct selling and consumer protection standards in India.

Income Types – Overview

The Compensation plan offers the following main income types.

A. Under the Initial Product Purchase Plan (IPPP):

1. Initial Direct Referral Bonus (IDRB).
2. Initial Generation Referral Bonus (IGRB).
3. Initial One-Time Bonus (IOTB).
4. Initial Super Generation Referral Bonus (ISGRB).
5. Initial Product Purchase Rewards (IPPR) in the form of gifts and recognition.

B. Under the Repurchase Plan (RP):

1. Direct Discount (DD) on personal purchases, forming the basis of retail profit.
2. Direct Referral Bonus on repurchases (DRB).
3. Turnover Bonus (TOB) based on monthly sales volume.
4. Royalty and Leadership Rewards (RLR) based on network development and weaker-leg PV.

Income types - Explained

A. Initial Product Purchase Plan (IPPP)

IPPP applies only to the first invoice of each newly registered NDS. All IPPP payouts are calculated on the invoice value, excluding shipping and handling charges (if any).

1. **Initial Direct Referral Bonus (IDRB)**

What it is:
IDRB is a bonus paid to an NDS when a personally sponsored new NDS makes their first product purchase. The bonus is calculated as 10% of the first invoice value of that new NDS, excluding shipping and non-product charges.

Example 1:

- You sponsor Riya as an NDS.
- Riya's first invoice value (products only) is ₹4,000.
- IDRB for you is 10% of ₹4,000, which is ₹400.

Example 2:

- You sponsor Arjun as an NDS.
- Arjun's invoice value is ₹7,500.
- Your IDRB is 10% of ₹7,500, which is ₹750.

2. **Initial Generation Referral Bonus (IGRB)**

What it is:

IGRB rewards you for the first purchases made by NDS in your downline across multiple generations, with the percentage based on your highest order per invoice. Higher PVs per invoice allow you to earn on more generations, encouraging stable team development driven by product sales.

Product Purchase benefits structure

Purchase (PV/Single Invoice)	Rank
100	Silver
200	Gold
300	Ruby
500	Emerald
1000	Diamond

- The Ranks are assigned only when the purchase matches a PV (displayed in the table above) exactly or exceeds it in a single invoice.
- A rank is awarded only if the required PV for that package is met in a single transaction. Purchases from separate invoices cannot be combined to qualify for higher ranks.

For example, if the first purchase is 50 PV, no rank is given. If the next purchase is 60 PV, they will not be combined; no rank is awarded unless a single purchase meets the criteria.
If an NDS's purchase in a single invoice meets or exceeds the PV needed for a higher package, the NDS is upgraded to that rank.
For example: If an NDS has achieved the Silver rank and later makes a single purchase that qualifies for the Ruby, they are upgraded to the rank - Ruby.

Typical structure (for illustration):

Rank	Generation 1	Generation 2	Generation 3	Generations 4–10	Generations 11–20
Silver	10%				
Gold	10%	5%			
Ruby	10%	5%	3%		
Emerald	10%	5%	3%	1%	
Diamond	10%	5%	3%	1%	0.5%

Example 1 (Gold rank):

- You are at Gold.
- Your Generation 1 NDS, Asha, makes a first purchase of ₹5,000.
- Your Generation 2 NDS, via Asha, Vikram, makes a first purchase of ₹3,000.
- You earn 10% of ₹5,000 = ₹500 from Asha and 5% of ₹3,000 = ₹150 from Vikram, totalling ₹650.

Example 2 (Ruby rank):

- You are at Ruby.
- Generation 1 NDS: Meera – first purchase ₹6,000.
- Generation 2 NDS: Nitin – first purchase ₹4,000.
- Generation 3 NDS: Pooja – first purchase ₹2,000.
- Your IGRB: 10% of ₹6,000 = ₹600, plus 5% of ₹4,000 = ₹200, plus 3% of ₹2,000 = ₹60, totalling ₹860.

3. Initial One-Time Bonus (IOTB)

What it is:

IOTB is a performance bonus that rewards early activity from your personally sponsored NDSs. If, within ten (10) days of your registration, the combined PV of the first purchases made by your personally sponsored NDSs reaches 200 PV or more, you become eligible to receive a 5% bonus on the invoice value of all such first purchases made within those ten (10) days in your direct downline.

Example :

- You register on 1st of the month.
- Within 10 days, you sponsor two NDS: Neha and Sunil.
- Neha's first purchase (within 10 days of your registration): invoice ₹1,500, 120 PV.
- Sunil's first purchase (within 10 days of your registration): invoice ₹1,000, 90 PV.
- Since the PV of personally sponsored NDSs has met the required 200 PV or more within 10 days of your registration.
- IOTB = 5% of (₹1500 + ₹1000) = 5% of ₹2500 = ₹125.

4. Initial Super Generation Referral Bonus (ISGRB)

What it is:

ISGRB is an additional leadership bonus calculated as ten percent (10%) of the income generated from IDRB, IGRB, and IOTB within each of the first five (5) generations of your network. The bonus for each generation is only payable once the PV condition is satisfied in legs other than the strongest leg for that generation, clarifying the specific eligibility criteria.

The PV criteria required to qualify for the ten percent (10%) bonus for each generation shall be as follows (excluding the Strong Leg in all cases):

1: To receive a 10% bonus on *Generation 1 income*, a total of **1,000 PV** must be achieved in other legs (excluding the Strong Leg).

2: To receive a 10% bonus on *Generation 2 income*, a total of **2,500 PV** must be achieved in other legs (excluding the Strong Leg).

3: To receive a 10% bonus on *Generation 3 income*, a total of **5,000 PV** must be achieved in other legs (excluding the Strong Leg).

4: To receive a 10% bonus on *Generation 4 income*, a total of **10,000 PV** must be achieved in other legs (excluding the Strong Leg).

5: To receive a 10% bonus on *Generation 5 income*, a total of **20,000 PV** must be achieved in other legs (excluding the Strong Leg).

For clarity, If the PV requirement for any specific generation is not fulfilled, the NDS will not be eligible for the bonus for that generation. However, this will not affect the bonus eligibility for other generations where the respective PV requirements are met.

The required or qualifying PV shall consist of the PV generated through self-purchase, together with the PV generated from the weaker leg(s). For calculation purposes, self-purchase shall always be treated as part of the weaker leg(s)' PV.

Example:
Suppose an NDS has three legs: A, B and C. Leg A is the Strongest Leg, while Legs B and C are the Weaker Legs. The required PV for a particular bonus or rank is 1,000 PV, calculated excluding the Strongest Leg.
During the month:

- Self-purchase by the NDS = 200 PV
- Leg A (Strongest Leg) business = 900 PV
- Leg B business = 500 PV
- Leg C business = 300 PV

Under this rule, the required PV includes self-purchase plus the PV from the weaker legs.

- Weaker legs (B + C) = 500 + 300 = 800 PV
- Add self-purchase (200 PV) to the weaker-leg total = 1,000 PV

Therefore, the NDS satisfies the required 1,000 PV.

5. Initial Product Purchase Rewards (IPPR)

What it is:

IPPRs are non-cash rewards such as articles, electronic devices, vehicles, or other items given for achieving specific combinations of direct sponsorships and PV in weaker legs within fixed time limits from registration.

Rewards have indicative maximum retail prices (MRPs) that may be changed by the company and are not exchangeable for cash.

Illustrative achievement levels: (applicable from the day of registration as an NDS)

- **5 direct NDS and 1,500 PV** in weaker legs within **15 days** – gift article of indicative value ₹500.
- **25 NDS (Direct + Indirect) and 2,500 PV** in weaker legs within **1 month** – gift article of indicative value ₹1,000.
- **100 NDS (Direct + Indirect) and 10,000 PV** in weaker legs within **3 months** – gift article of indicative value ₹ 10,000
- **300 NDS (Direct + Indirect) and 30,000 PV** in weaker legs within **6 months** – Laptop of indicative value ₹ 40,000
- **1000 NDS (Direct + Indirect) and 1,00,000 PV** in weaker legs within **9 months** – Two wheeler of indicative value ₹ 1,00,000
- **3000 NDS (Direct + Indirect) and 3,00,000 PV** in weaker legs within **12 months** – Motorbike (Two wheeler) of indicative value ₹ 4,00,000
- **10,000 NDS (Direct + Indirect) and 10,00,000 PV** in weaker legs within **15 months** – Car (Four wheeler) of indicative value ₹ 10,00,000

Example 1:

- Within 15 days of registration you sponsor 6 NDS.
- Combined weaker-leg PV (excluding your strongest leg) reaches 1,600 PV.
- You qualify for the first IPPR reward, for example, a gift article with approximate MRP of ₹500.

Example 2:

- Within 3 months, you reach 110 NDS (Direct + Indirect) and 11,000 PV in weaker legs.
- You meet the criteria for a higher-level IPPR, which could be a high-value gift, such as an electronic gadget, per the reward table in force at that time.

Rewards are granted as per availability, may be substituted with items or vouchers of similar value, and are never paid in cash.

B. Repurchase Plan (RP)

The Repurchase Plan covers all second and subsequent purchases made by NDS and all purchases made by NPC. It provides ongoing income based on regular product consumption and sales.

1. Direct Discount (DD)

What it is:
Direct Discount is the immediate discount applied to the invoice when an NDS purchases products, depending on the invoice amount. The NDS may keep this discount as personal savings.

Discount structure:

Single Invoice Value (₹)	Discount Rate
1 – 1,000	5%
>1,000 – 5,000	10%
>5,000	15%

Example 1:

- You place an order of ₹900 in one invoice.
- Applicable discount = 5% of ₹900 = ₹45.
- You pay ₹855, saving ₹45 as immediate benefit.

Example 2:

- You buy products worth ₹6,000 in one invoice.
- Applicable Discount = 15% of ₹6,000 = ₹900.
- You pay ₹5,100, saving ₹900 as immediate benefit.

2. Direct Referral Bonus on Repurchases (DRB)

What it is:

DRB is a bonus paid on repurchase invoices of your team in the Repurchase Plan. You earn on up to three generations of NDS for all qualifying repurchase orders until the team's cumulative PV exceeds 30,000 PV, after which DRB is no longer paid.

Indicative structure:

- Generation 1: 10%.
- Generation 2: 3%.
- Generation 3: 2%.

Example 1:

- Your Generation 1 NDS, Kavita, places a repurchase order of ₹5,000.
- Kavita's Generation 1 (your Generation 2), Rahul, places ₹3,000.
- DRB = 10% of ₹5,000 = ₹500 plus 3% of ₹3,000 = ₹90, totalling ₹590, provided your cumulative PV (from the date of registration) has not yet crossed 30,000 PV.

Example 2:

- Your Generation 1 NDS, Lalit, places a repurchase order of ₹4,000.
- Lalit's Generation 1 (your Generation 2), Seema, orders ₹2,500, and her Generation 1 (your Generation 3), Omar, orders ₹1,500.
- DRB for you = 10% of ₹4,000 = ₹400, 3% of ₹2,500 = ₹75, and 2% of ₹1,500 = ₹30, totalling ₹505 provided your cumulative PV (from the date of registration) has not yet crossed 30,000 PV.

3. Turnover Bonus (TOB)

What it is:

Turnover Bonus rewards the total product turnover generated by you, your customers, and your downline in the Repurchase Plan.

A cumulative PV level determines your bonus band, and each month, the bonus is calculated on that month's new PV using the differential commission method.

However, the levels are cumulative, which means once achieved, they do not degrade.

Cumulative turnover is used only to determine an NDS's level or which bonus rate applies. However, the turnover bonus itself is always based solely on the turnover generated during the current month.

Turnover levels and bonus rates:

Level	Turnover in PV	Bonus Rate
T1	1 – 500	2%
T2	501 – 3,000	5%
T3	3,001 – 10,000	8%
T4	10,001 – 30,000	11%
T5	30,001 – 1,00,000	15%
T6	1,00,001 – 2,50,000	18%
T7	2,50,001 – 10,00,000	21%
T8	10,00,001 and above	25%

Example 1:

- In the first month, your total PV (from self-purchase, purchase by NPC's, and downlines) is 4,000 PV.
- This falls in T3, at 8%.
- If the value corresponding to this month is 4000 PV , therefore your TOB is calculated as 8% of 4000 PV = 320 X ₹10 = ₹ 3,200

Example 2: Month-wise differential commission under TOB

Your cumulative PV in the Repurchase Plan decides your TOB level (T1–T8) and the bonus rate that applies to you. Your TOB for any given month is then calculated only on the PV generated in that month, using the differential commission method. (Once you reach a higher TOB level, it does not move down, provided your account remains active in line with company policy).

Month 1 – how the bonus is shared

Assume NDS A has six people in the immediate team: A and A's direct downlines B, C, D, E and F.

Month	NDS	PV (of the Repurchase Plan)
1	A	2,000 PV
1	B	600 PV
1	C	100 PV
1	D	300 PV
1	E	500 PV
1	F	400 PV

As this is the first month of the Repurchase Plan, the month-end PV and cumulative PV are the same for each NDS.

Using the TOB level table, the applicable levels and bonus points are:

- A has 2,000 PV → Level T2 → 5% bonus → 5% of 2,000 PV = 100 bonus points
- B has 600 PV → Level T2 → 5% of 600 PV = 30 bonus points
- C has 100 PV → Level T1 → 2% of 100 PV = 2 bonus points
- D has 300 PV → Level T1 → 2% of 300 PV = 6 bonus points
- E has 500 PV → Level T1 → 2% of 500 PV = 10 bonus points
- F has 400 PV → Level T1 → 2% of 400 PV = 8 bonus points

Under the differential commission method, A's Turnover Bonus is calculated as follows:

- A's total points at 5% = 100
- Total points already payable to B, C, D, E and F = 30 + 2 + 6 + 10 + 8 = 56
- A's differential points = 100 − 56 = 44

1 bonus point is equivalent to ₹10:

- A's TOB for Month 1 = 44 × ₹10 = ₹440

Downline TOB for Month 1:

- B = 30 × ₹10 = ₹300
- C = 2 × ₹10 = ₹20
- D = 6 × ₹10 = ₹60
- E = 10 × ₹10 = ₹100
- F = 8 × ₹10 = ₹80

Each downline (B–F) may also receive TOB using the same differential commission method within their own respective teams, where applicable.

Month 2 – levels move up, bonus changes

Month	NDS	PV (of the Repurchase Plan)
2	A	2,500 PV
2	B	500 PV
2	C	0 PV
2	D	0 PV
2	E	450 PV
2	F	350 PV

Cumulative PV after Month 2 (Month 1 + Month 2):

- A: 2,000 + 2,500 = 4,500 PV → Level T3 (8%)
- B: 600 + 500 = 1,100 PV → Level T2 (5%)
- C: 100 + 0 = 100 PV → Level T1 (2%)
- D: 300 + 0 = 300 PV → Level T1 (2%)
- E: 500 + 450 = 950 PV → Level T2 (5%)
- F: 400 + 350 = 750 PV → Level T2 (5%)

Levels now reflect the cumulative PV, but the TOB calculation still uses only the PV generated in Month 2. For simplicity in this illustration, the bonus points have been shown at 8% for A and 2% for the active downlines in this month:

- A: 8% of 2,500 PV = 200 bonus points
- B: 2% of 500 PV = 10 bonus points
- C: 0 PV → 0 points
- D: 0 PV → 0 points
- E: 2% of 450 PV = 9 bonus points
- F: 2% of 350 PV = 7 bonus points

A's Month 2 differential commission is then:

- A's total points = 200
- Total points of active downlines (B, E, F) = 10 + 9 + 7 = 26
- A's differential points = 200 − 26 = 174

1 bonus point is equivalent to ₹10:
A's TOB for Month 2 = 174 × ₹10 = ₹1,740

Downline TOB for Month 2:

- B = 10 × ₹10 = ₹100
- E = 9 × ₹10 = ₹90
- F = 7 × ₹10 = ₹70

In simple terms: your cumulative PV in the Repurchase Plan fixes your TOB level and percentage, your monthly PV decides how many bonus points you earn for that month, and under the differential commission method, you receive your percentage after deducting the points already payable to NDS in your downline who also qualify for TOB, with the remaining points then converted into rupees.

4. Royalty and Leadership Rewards (RLR)

What it is:

Royalty and Leadership Rewards are higher-level incentives for achieving large PV volumes in legs other than the strongest leg and for developing leaders across legs.

Ranks such as Prestige, Elite, Royale, Crown, and Imperial offer one-time cash rewards and a share of royalty pools based on the company or your downlines' turnover.

Upon advancement to a higher class, all royalty entitlements attached to the previous class shall immediately cease, and the royalty entitlements corresponding to the new class shall take effect with immediate effect.

Indicative structure:

Class	Qualification (PV / Structure)	One-Time Reward (₹)	Royalty Detail
Prestige	10,00,000 PV excluding strongest leg	1,00,000	1% of own turnover.
Elite	2 Prestige NDS in different legs	5,00,000	1% of own turnover
Royale	2 Elite NDS in different legs and 50,00,000 PV in different legs	12,00,000	2% of company turnover pool (pool method)
Crown	2 Royale NDS and 1 Prestige NDS in different legs	30,00,000	1% own turnover + 2% company pool (pool method)
Imperial	2 Crown NDS and 1 Elite NDS in different legs with 1,00,00,000 PV in different legs.	1,00,00,000	2% of own turnover + 2% company pool (pool method)

Key rule for PV calculation:
For such rewards, PV generated through self-purchase, NPCs and from weaker legs is counted, while PV from the strongest leg is excluded. Self-purchase is always treated as part of weaker-leg PV.

Prestige Class – Illustrative Example
Example (Prestige Qualification & Earnings):

- **During a qualification period, your network generates a total turnover of 20,00,000 PV.**
- **Leg A (strongest leg): 10,00,000 PV**
- **Leg B: 6,00,000 PV**
- **Leg C: 3,00,000 PV**
- **Self-purchase: 1,00,000 PV**

Qualification PV (excluding the strongest leg):
Leg B + Leg C + Self-purchase = 6,00,000 + 3,00,000 + 1,00,000 = 10,00,000 PV
Since 10,00,000 PV excluding the strongest leg is achieved, you qualify for the Prestige Class.
Royalty & Reward (Illustrative):

- **One-time Prestige Reward: ₹1,00,000**
- **Royalty on Own Turnover: 1% of your qualifying own turnover for the relevant period**

Crown Class – Illustrative Example
Example (Crown Qualification & Earnings):

- **During the qualification period, your network meets the required structure and PV requirements for Crown.**
- **Leg A: Royale achiever**
- **Leg B: Royale achiever**
- **Leg C: Prestige achiever**
- **The remaining legs support PV as needed for the class.**

Qualification Conditions (Structure):

- **Two Royale-class NDS in different legs**
- **One Prestige-class NDS in a different leg**
- **When these structural conditions are met, the distributor qualifies for the Crown Class.**

Royalty & Reward (Illustrative):

- **One-time Crown Reward: ₹30,00,000**
- **Royalty on Own Turnover: 1% of own qualifying turnover for the relevant period**
- **Company Turnover Pool Royalty: 2% of the company turnover allocated to the Crown pool for that month, shared among all Crown achievers as per the company's pool distribution rules.**

Illustrative Pool Sharing (example only):

- **Assumed company turnover for the month: ₹38,32,96,000**
- **2% pool: ₹76,65,920**
- **If four Crown achievers share the pool equally, each would receive ₹19,16,480 from the pool.**

Illustrative Total for the Period (example only):
One-time Crown Reward + 1% own-turnover royalty + notional pool share as per the above assumptions.
Important Disclaimer: (wrt illustrations)
All turnover, pool values, number of achievers, and payout amounts in this example are hypothetical and for explanation only. They do not represent actual or promised earnings. Actual rewards and royalties will vary based on verified PV, company turnover, number of qualifiers, plan rules, and applicable law.

Payout Cycles and Gift Policies

Payout timing for discounts and bonuses:

- Direct Discount on purchases: applied instantly in the same invoice.
- IDRB, IGRB, IOTB, DRB:
  - Purchases from 1st–10th: payout on 11th of the same month.
  - Purchases from 11th–20th: payout on 21st of the same month.
  - Purchases from 21st–end of month: payout on 1st of the following month.
- Turnover Bonus and Royalty: based on turnover from 1st–end of month and paid on 1st of the following month.

Payout timing for rewards and gifts:

- ISGRB and Monetary rewards: follow the same cycle dates as standard bonuses.
- IPPR gift articles: processed after redemption and normally delivered within 30–45 days, subject to stock and logistics.

Precautionary and policy notes for gifts:

- Delivery timelines may vary depending on stock availability or logistical challenges.
- The company may substitute a gift with an item or voucher of equivalent value if necessary.
- Gifts will only be delivered to the address provided at the time of redemption.
- Delays caused by incorrect or incomplete address details are the responsibility of the NDS, not the company.
- Gifts cannot be exchanged for cash or for other products.
- If a gift is unavailable, the NDS will be notified and an alternative of similar value will be offered.

Key Definitions

Point Value (PV) : PV is the numerical value assigned to each Nexus product and is used to calculate ranks, bonuses and rewards under this compensation plan.

Nexus Direct Seller (NDS): An NDS is a registered individual who may purchase Nexus products at discounted rates, recommend them to others, build a sales team and earn income from eligible product sales in line with this plan.

Nexus Preferred Customer (NPC): An NPC is a registered customer who purchases Nexus products mainly for personal or household use and may receive price benefits but does not sponsor others or earn team-based commissions.

Multilevel: This term refers to a network structure in which individuals (NDSs and NPCs) create multiple distribution levels.

Initial Product Purchase Plan (IPPP): IPPP is the part of the plan that applies only to the first qualifying product purchase (first invoice) of each new NDS and covers bonuses such as IDRB, IGRB/ILRB, IOTB, ISGRB and IPPR.

Repurchase Plan (RP): RP is the part of the plan that applies to all second and subsequent purchases by NDS and all purchases by NPCs and covers Direct Discount, DRB, Turnover Bonus (TOB) and Royalty & Leadership Rewards.

Rank (e.g. Silver, Gold, Ruby, Emerald, Diamond): Rank is a level assigned to an NDS when the required PV is achieved in a single invoice (as per the rank table) and is used to determine eligibility and depth for specific bonuses under the Initial Product Purchase Plan.

Class (e.g. Prestige, Elite, Royale, Crown, Imperial): Class refers to higher leadership positions for Royalty and Leadership Rewards. Each class has defined structural conditions (such as having qualified leaders in different legs) and may also have associated PV requirements and one-time and/or ongoing rewards.

Sponsor: The Sponsor is the NDS who introduces and registers a new NDS or NPC into the Nexus system.

Downline: Downline refers to all NDS who are directly or indirectly sponsored by a particular NDS, across all generations.

Generation: Generation refers to each level in the downline structure: Generation 1 consists of NDS personally sponsored by you, Generation 2 consists of NDS sponsored by your Generation 1, and so on.

Strongest Leg: The Strongest Leg is the Leg (team) with the highest PV in a given period and may be excluded when calculating qualifications for certain leadership and royalty rewards.

Weaker Leg(s): Weaker Leg (s) are all legs other than the Strongest Leg. For leadership and royalty calculations, PV from weaker legs together with self-purchase PV is typically used to meet the required PV conditions.

Self-Purchase: Self-purchase refers to products bought by an NDS for personal or household consumption. For PV-based qualifications, self-purchased PV is always treated as part of weaker-leg PV.

Turnover / Sales Turnover: Turnover (or sales turnover) is the total value of eligible product purchases generated by you, your customers and your downline (direct and indirect) within a defined period, usually expressed in both PV and rupees.

Differential Commission Method : The differential commission method is the way Turnover Bonus is calculated: each NDS earns bonus points on their monthly PV at their own level rate, and uplines then earn only the difference between their points and the points already payable to qualifying NDS in their downline; the remaining points are converted into rupees as per company policy.

Commission: Commission is income earned as a percentage of eligible product sales or PV, as defined under the different bonus heads in this compensation plan.

Payout: Payout is the actual amount disbursed to the NDS towards earned commissions, bonuses, rewards or royalties on the scheduled payout dates, after applicable deductions, if any.

Recruitment: Recruitment is the act of introducing and registering new NDS or NPC into the company. Under this plan, no payout is made for recruitment alone; all income must be linked to actual product sales.

Tax Deducted at Source (TDS): A statutory deduction made from payouts before they are transferred to the NDS, at the applicable rate (for example, 2% where PAN has been submitted or 20% where PAN has not been submitted), as per prevailing income tax laws.

National Electronic Funds Transfer (NEFT): The electronic funds transfer system used by the Company to credit payouts from the Company's bank account to the NDS's designated bank account in India.

Resignation: A voluntary action by an NDS to terminate their registration with the company by following the Company's prescribed resignation process; upon acceptance of resignation, the individual's rights to earn further commissions or bonuses under this plan cease, subject to settlement of any pending dues and compliance with Company policy.

Shipping Charges: The cost incurred for delivering products to customers or direct sellers

Maximum Retail Price (MRP): This is the highest price at which NSPL products can be sold.

Frequently Asked Questions (FAQ)

Q1. Is there any joining fee to become a Nexus Direct Seller (NDS) or Nexus Preferred Customer (NPC)?
No. Registration as an NDS or NPC is free. There are no joining, renewal, or subscription fees.

Q2. Do I need to buy a compulsory starter pack or fixed package to join?
No. There is no compulsory starter pack. You can join without making a purchase, then buy only the products you genuinely want to use or promote.

Q3. What is the difference between an NDS and an NPC?
An NDS can buy at discounted rates, sponsor others, build a team, and earn commissions and bonuses. An NPC buys mainly for personal or household use, may enjoy price benefits, but cannot sponsor others or earn team-based income.

Q4. What is Point Value (PV)?
PV is the numerical value assigned to each Nexus product. It is used to calculate ranks, bonuses, and rewards under the compensation plan.

Q5. Can I earn income without making any personal purchases?
Yes. Certain income, such as the Initial Direct Referral Bonus (IDRB) on your first purchase of a personally sponsored NDS, can be earned even if you have not yet made a personal purchase, subject to the plan's rules.

Q6. What is the Initial Product Purchase Plan (IPPP)?
The IPPP applies only to the first qualifying product purchase (first invoice) of each new NDS. It includes bonuses such as IDRB, IGRB/ILRB, IOTB, ISGRB, and IPPR.

Q7. What is the Repurchase Plan (RP)?
The RP covers all second and subsequent purchases made by NDS and all purchases made by NPCs. It includes Direct Discount (DD), Direct Referral Bonus on Repurchases (DRB), Turnover Bonus (TOB), and Royalty & Leadership Rewards (RLR).

Q8. How does the Initial Direct Referral Bonus (IDRB) work?
Whenever a personally sponsored NDS makes their first product purchase, you earn 10% of that first invoice's eligible product value (excluding shipping and non-product charges).

Q9. How are ranks like Silver, Gold, Ruby, Emerald, and Diamond decided?
These ranks are awarded when the PV of a single invoice meets or exceeds the PV threshold in the rank table (for example, 100 PV for Silver, 200 PV for Gold, and so on). PV from separate invoices cannot be combined to qualify for a rank.

Q10. What is the Initial Generation Referral Bonus (IGRB)?
IGRB pays you on the first NDS purchases made by your downline across multiple generations. The number of generations and the percentage you earn depend on your own highest PV in a single invoice and your corresponding rank.

Q11. What is the Initial One-Time Bonus (IOTB)?
IOTB is a one-time performance bonus. If, within ten days of your registration, the combined PV of the first purchases made by your personally sponsored NDS reaches at least 200 PV, you receive 5% of the total invoice value of all such first purchases made within those ten days.

Q12. How does the Initial Super Generation Referral Bonus (ISGRB) work?
ISGRB is a leadership bonus equal to 10% of the income generated from IDRB, IGRB/ILRB, and IOTB within each of the first five generations. The bonus for any generation is paid only if the corresponding PV requirement is achieved in legs other than the strongest leg for that generation.

Q13. What are Initial Product Purchase Rewards (IPPR)?
IPPR consists of non-cash rewards such as gift articles, electronic devices, laptops, two-wheelers, motorbikes, or cars, given when you achieve specific sponsorship counts and weaker-leg PV targets within defined timeframes from registration. These rewards are not paid in cash, though they may be substituted with items or vouchers of similar value.

Q14. What is Direct Discount (DD), and how do the slabs work?
DD is the immediate discount you receive as an NDS on the invoice amount, based on the value of a single invoice. Current slabs apply increasing discounts (for example, 5%, 10%, or 15%) as the invoice value increases. This discount can be kept as personal savings or used to create retail profit.

Q15. How does the Direct Referral Bonus on Repurchases (DRB) work?
DRB is a bonus on repurchase invoices raised by your team under the RP. You can earn on up to three generations at fixed percentages (for example, 10% on Generation 1, 3% on Generation 2, and 2% on Generation 3) until your cumulative PV crosses 30,000 PV, after which DRB stops for that account.

Q16. What is the Turnover Bonus (TOB)?
TOB rewards the total PV generated each month by you, your customers, and your downlines. Your lifetime cumulative PV places you in a turnover level (T1–T8) with a defined bonus rate, and your monthly bonus is then calculated on that month's PV using the differential commission method.

Q17. What is the conversion rate of Bonus Points into Rupees?
One (1) Bonus Point is equivalent to ₹10 (Rupees Ten only). Bonus Points are earned as part of the Company’s compensation plan, including but not limited to the Turnover Bonus, and are converted into Indian Rupees at the time of payout as per the defined conversion rate.

Q18. What is meant by the "differential commission method" in TOB?
Under the differential commission method, each NDS earns bonus points on their monthly PV at their own TOB rate. Uplines then earn only the difference between their own points and the points already payable to qualifying NDS in their downline. The remaining points are converted into rupees at the company's defined rate.

Q19. What are Royalty and Leadership Rewards (RLR)?
RLR are advanced incentives for building large and balanced organisations and developing leaders across multiple legs. Classes such as Prestige, Elite, Royale, Crown, and Imperial have specific structural and PV requirements and offer one-time rewards and ongoing royalty income on own turnover and/or turnover pools.

Q20. What is meant by Strongest Leg and Weaker Legs?
The Strongest Leg is the leg with the highest PV in a given period. All other legs are treated as Weaker Legs. For many leadership and royalty qualifications, PV from weaker legs, plus your self-purchase PV, is used to meet the required PV conditions, while PV from the strongest leg is excluded.

Q21. Does my self-purchase PV count towards weaker-leg PV for leadership and royalty rewards?
Yes. Self-purchase PV is always treated as part of weaker-leg PV when checking PV-based qualifications that exclude the strongest leg.

Q22. How often are various bonuses and discounts paid?
A direct discount is applied instantly to the same purchase invoice. Other bonuses, such as IDRB, IGRB/ILRB, IOTB, and DRB, are paid on fixed dates during the month based on the purchase period, and TOB and royalty incomes are calculated on monthly turnover and paid at the beginning of the following month.

Q32. Can IPPR gifts be encashed or exchanged?
No. IPPR rewards are non-cash. They cannot be taken as cash or exchanged for other products, although the company may provide an item or voucher of equivalent value if a specific reward is unavailable.

Q24. Do NPC purchases contribute to my income?
Yes. NPC purchases form part of the turnover and PV in the Repurchase Plan and therefore contribute to TOB and certain leadership and royalty rewards, though they do not generate IPPP bonuses.

Q25. Are any payouts made purely for recruitment?
No. Recruitment by itself is never paid. All income under the plan must be tied to actual, verifiable product sales and associated PV; no commission is paid just for adding people.

Q26. Is income under this plan fixed or guaranteed?
No. There is no guaranteed or fixed income or salary. Earnings depend entirely on ongoing product sales, team activity, personal effort, skills, time invested, and market conditions, as well as full compliance with company policies and applicable laws.

Q27. Can I work with other direct selling companies at the same time?
This is governed by the policies of other companies and NSPL code of conduct. You must ensure that your involvement does not breach any company's rules and that you disclose and manage any such associations in line with the code of conduct.

Q28. How can I track my PV, rank, class, and bonuses?
You can track your PV, ranks, classes, bonuses, and payouts through the company's back-office tools and statements, which are updated regularly.

Q29. What happens to my income if I stop selling or my team becomes inactive?
Because all earnings arise from ongoing product sales and team turnover, your income will reduce if you or your team become inactive and may eventually stop altogether.

Q30. What are the consequences of violating the company's policies or the law?
Violations such as misrepresenting income potential, exaggerating product claims, or engaging in pyramid or money-circulation activities can lead to withholding of payouts, suspension, termination of your NDS status, and possible legal action.

Q31. Where can I get official clarification or support about the compensation plan?
You should refer to the latest official compensation plan and supporting documents and contact the company's customer support or training channels for any clarification or assistance regarding the plan and its operation.

Legal Disclaimer and Compliance Notes

All incomes, bonuses, royalties, and rewards described in this document are entirely dependent on actual, verifiable product sales and on meeting the specific qualification criteria set out in the plan. There is no guarantee of a minimum or fixed income, and earnings will vary from person to person based on effort, skills, time invested, market conditions, and adherence to company policies and the law.

No payments are made for recruitments, and no one may lawfully earn solely by introducing new people without selling products. All commissions are calculated only on product value, excluding shipping, handling, and non-product charges. All product rewards are non-transferable, not exchangeable for cash, and may be substituted with equivalent items or vouchers at the company's discretion.

Every NDS must comply with the company's code of conduct, the Consumer Protection (Direct Selling) Rules in India, and all other applicable laws, including those relating to unfair trade practices and representations.

Misrepresentation of income potential, exaggeration of product claims, and any pyramid or money-circulation style activity are strictly prohibited and may lead to termination and legal action.

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