

## Demand Registration for SAIL Steel Products during July'20 – Mar'21

SAIL invites Nepal based customers to register their demand of following category of SAIL steel products for consideration for applicability of Incentive Scheme during 01 July'20 – 31 Mar'21.

1. HR Coils
2. CR Coils
3. WR Coils
4. Structurals/Plates ( PM and HSM) / Chequered (Coil or Plates)

All interested customers are requested to indicate product-wise demand for above period latest by 17.07.2020 through email at [sainepal@gmail.com](mailto:sainepal@gmail.com) .

The details of Quantity linked incentive scheme (Quantity Slab and corresponding Incentive amount) are given below:

<b>HRC - All Plants - All Quality</b>	
<b>Quantity (MT) during 01.07.20 - 31.03.21</b>	<b>Incentive (INR/MT)</b>
> 5000 - 10000	125
> 10000 - 20000	150
> 20000 - 35000	175
> 35000	200

<b>CRC - All Plants - All Quality</b>	
<b>Quantity (MT) during 01.07.20 - 31.03.21</b>	<b>Incentive (INR/MT)</b>
> 1000 - 2000	125
> 2000 - 3000	150
> 3000 - 4000	175
> 4000	200

<b>WRC - All Plants - All Quality</b>	
<b>Quantity (MT) during 01.07.20 - 31.03.21</b>	<b>Incentive (INR/MT)</b>
> 1200 - 3000	125
> 3000 - 7500	150
> 7500 - 12000	175
> 12000	200

<b>STRUCTURALS/ PLATES ( PM &amp; HSM) / CHEQUERED - All Plants - All Quality</b>	
<b>Quantity (MT) during 01.07.20 - 31.03.21</b>	<b>Incentive (INR/MT)</b>
> 1200 - 3000	150
> 3000 - 6000	175
> 6000	200

The following may be noted :

1. Only customers who have registered their demands upto 17.07.20 with SAIL shall be eligible for incentive under the Scheme.
2. The scheme is applicable from 01.07.2020 – 31.03.2021. The per MT incentive paid will correspond to the Quantity Slab applicable on registered demand and will be payable subject to completion of lifting as per the registered demand. No Incentive amount shall be payable in case actual offtake is below the registered demand.
3. Incentive payable under the scheme shall be paid in Indian Rupees ( INR) only.
4. Incentive payable shall be paid after settlement of pending payments/dues (if any) to SAIL.
5. The decision of SAIL regarding the final payment of amount under annual incentive scheme shall be final and binding on the buyer.

For any further query and clarification, SAIL Kathmandu office may be contacted.

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