

Demand Registration for SAIL Steel Products during April'22 - March'23

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 April'22 -31 March'23.

1. HR Coils
2. CR Coils
3. WR Coils
4. Plates (PM and HSM)/ Chequered Coils/Plates
5. Structural

All interested customers are requested to indicate product-wise demand for above period latest by 22.04.22 through letter or email at sainepal@gmail.com

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

| HRC All Plants - All Quality | |
|--|-------------------------------|
| Quantity(MT) during 01.04.22-31.03.23 | Incentive (INR/MT) |
| > 10000-15000 | 125 |
| >15000-25000 | 150 |
| >25000-40000 | 175 |
| >40000 | 200 |

| CRC All Plants - All Quality | |
|--|-------------------------------|
| Quantity(MT) during 01.04.22-31.03.23 | Incentive (INR/MT) |
| > 1000-2000 | 125 |
| >2000-3000 | 150 |
| >3000-4000 | 175 |
| >4000 | 200 |

| WRC All Plants - All Quality | |
|--|-------------------------------|
| Quantity(MT) during 01.04.22-31.03.23 | Incentive (INR/MT) |
| > 1200 - 6000 | 125 |
| > 6000 - 12000 | 150 |
| > 12000-18000 | 175 |
| > 18000 | 200 |

| Plates (PM and HSM)/Chequered Coils/Plates All Plants - All Quality | |
|--|---------------------------|
| Quantity(MT) during 01.04.22-31.03.23 | Incentive (INR/MT) |
| >1200-3000 | 100 |
| >3000-6000 | 150 |
| >6000 | 200 |

| Structurals All Plants - All Quality | |
|--|---------------------------|
| Quantity(MT) during 01.04.22-31.03.23 | Incentive (INR/MT) |
| >1200-3000 | 100 |
| >3000-6000 | 150 |
| >6000 | 200 |

The terms and conditions for Annual Incentive Scheme will be as follows :

1. Only customers who have registered their demands up to 22.04.22 with SAIL will be eligible for incentive under the scheme.
2. The annual off-take during FY 2022-23 to be considered for eligibility of incentive under the annual incentive scheme, i.e. dispatches made between 01.04.22 and 31.03.23 to be considered. The customer will be eligible for annual incentive amount after completion of 100% of their registered quantity.
3. Annual incentive will be paid for total off-take quantity (restricted to 120% of registered quantity) during FY 2022-23 with per MT rate corresponding to incentive slab as per registered quantity.
4. No change will be allowed in registered quantity. No incentive amount shall be payable in case actual off-take is below the registered demand.
5. Incentive payable under the scheme shall be paid in Indian Rupees (INR) only.
6. Incentive payable shall be paid after settlement of pending payments/dues (if any) to SAIL.
7. 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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