

## Demand Registration for SAIL Steel Products during April'23 - March'24

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'23 -31 March'24.

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 10.04.23 through letter or 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 01.04.23-31.03.24</b>	<b>Incentive (INR/MT)</b>
> 10000-15000	125
>15000-25000	150
>25000-40000	175
>40000	200

<b>CRC All Plants - All Quality</b>	
<b>Quantity(MT) during 01.04.23-31.03.24</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 01.04.23-31.03.24</b>	<b>Incentive (INR/MT)</b>
> 1200 - 6000	125
> 6000 - 12000	150
> 12000-18000	175
> 18000	200

<b>Plates (PM and HSM)/Chequered Coils/Plates All Plants - All Quality</b>	
<b>Quantity(MT) during 01.04.23-31.03.24</b>	<b>Incentive (INR/MT)</b>
>1200-3000	100
>3000-6000	150
>6000	200

<b>Structurals All Plants - All Quality</b>	
<b>Quantity(MT) during 01.04.23-31.03.24</b>	<b>Incentive (INR/MT)</b>
>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 10.04.23 with SAIL will be eligible for incentive under the scheme.
2. The annual off-take during FY 2023-24 to be considered for eligibility of incentive under the annual incentive scheme, i.e. dispatches made between 01.04.23 and 31.03.24 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 2023-24 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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