



| Pricing Zone | Grade   | Base Price | Cash Discount | Freight | Introductory Discount | MOU Discount | PRICE - CASH     |           |                   | PRICE - CREDIT     |           |                     |
|--------------|---------|------------|---------------|---------|-----------------------|--------------|------------------|-----------|-------------------|--------------------|-----------|---------------------|
|              |         |            |               |         |                       |              | Gross Price Cash | GST @ 18% | Cash Price Per MT | Gross Price Credit | GST @ 18% | Credit Price Per MT |
| Bhiwandi     | ULL     | 94540      | 1100          | 2302    | 2000                  | 1500         | 92242            | 16,603.56 | 1,08,845.56       | 93342              | 16,801.56 | 1,10,143.56         |
|              | H036RG  | 99540      | 1100          | 2302    | 2000                  | 1500         | 97242            | 17,503.56 | 1,14,745.56       | 98342              | 17,701.56 | 1,16,043.56         |
|              | NH036RG | 98740      | 1100          | 2302    | 2000                  | 1500         | 96442            | 17,359.56 | 1,13,801.56       | 97542              | 17,557.56 | 1,15,099.56         |
| Jalgaon      | ULL     | 95750      | 1100          | 2120    | 2000                  | 1500         | 93270            | 16,788.60 | 1,10,058.60       | 94370              | 16,986.60 | 1,11,356.60         |
|              | H036RG  | 100750     | 1100          | 2120    | 2000                  | 1500         | 98270            | 17,688.60 | 1,15,958.60       | 99370              | 17,886.60 | 1,17,256.60         |
|              | NH036RG | 99950      | 1100          | 2120    | 2000                  | 1500         | 97470            | 17,544.60 | 1,15,014.60       | 98570              | 17,742.60 | 1,16,312.60         |
| Mumbai       | ULL     | 94090      | 1100          | 2750    | 2000                  | 1500         | 92240            | 16,603.20 | 1,08,843.20       | 93340              | 16,801.20 | 1,10,141.20         |
|              | H036RG  | 99090      | 1100          | 2750    | 2000                  | 1500         | 97240            | 17,503.20 | 1,14,743.20       | 98340              | 17,701.20 | 1,16,041.20         |
|              | NH036RG | 98290      | 1100          | 2750    | 2000                  | 1500         | 96440            | 17,359.20 | 1,13,799.20       | 97540              | 17,557.20 | 1,15,097.20         |
| Nashik       | ULL     | 94900      | 1100          | 2325    | 2000                  | 1500         | 92625            | 16,672.50 | 1,09,297.50       | 93725              | 16,870.50 | 1,10,595.50         |
|              | H036RG  | 99900      | 1100          | 2325    | 2000                  | 1500         | 97625            | 17,572.50 | 1,15,197.50       | 98725              | 17,770.50 | 1,16,495.50         |
|              | NH036RG | 99100      | 1100          | 2325    | 2000                  | 1500         | 96825            | 17,428.50 | 1,14,253.50       | 97925              | 17,626.50 | 1,15,551.50         |
| Solapur      | ULL     | 95110      | 1100          | 3062    | 2000                  | 1500         | 93572            | 16,842.96 | 1,10,414.96       | 94672              | 17,040.96 | 1,11,712.96         |
|              | H036RG  | 100110     | 1100          | 3062    | 2000                  | 1500         | 98572            | 17,742.96 | 1,16,314.96       | 99672              | 17,940.96 | 1,17,612.96         |
|              | NH036RG | 99310      | 1100          | 3062    | 2000                  | 1500         | 97772            | 17,598.96 | 1,15,370.96       | 98872              | 17,796.96 | 1,16,668.96         |
| Daman        | ULL     | 95300      | 1100          | 1676    | 2000                  | 1500         | 92376            | 16,627.68 | 1,09,003.68       | 93476              | 16,825.68 | 1,10,301.68         |
|              | H036RG  | 100300     | 1100          | 1676    | 2000                  | 1500         | 97376            | 17,527.68 | 1,14,903.68       | 98476              | 17,725.68 | 1,16,201.68         |
|              | NH036RG | 99500      | 1100          | 1676    | 2000                  | 1500         | 96576            | 17,383.68 | 1,13,959.68       | 97676              | 17,581.68 | 1,15,257.68         |
| Silvassa     | ULL     | 95190      | 1100          | 1784    | 2000                  | 1500         | 92374            | 16,627.32 | 1,09,001.32       | 93474              | 16,825.32 | 1,10,299.32         |
|              | H036RG  | 100190     | 1100          | 1784    | 2000                  | 1500         | 97374            | 17,527.32 | 1,14,901.32       | 98474              | 17,725.32 | 1,16,199.32         |
|              | NH036RG | 99390      | 1100          | 1784    | 2000                  | 1500         | 96574            | 17,383.32 | 1,13,957.32       | 97674              | 17,581.32 | 1,15,255.32         |

**Quantity Discount (QD):**

1. QD calculated on monthly lifting basis on all prime, non-prime grades except Utility,sweepings, waste grades and powder.
2. Deemed Exports quantity cannot be clubbed with the domestic sales quantity for calculation of eligibility or discount.
3. Combined domestic off-take of Ex-Plant, Ex-DOPW and any other depot of Nayarashall be considering for QD calculation.
4. QD shall be settled by credit note after completion of lifting in the succeeding month.
5. Below are the slabs for QD:

| Slab(MT)  | QD (Rs./MT) |
|-----------|-------------|
| >=10      | 200         |
| >=21<63   | 300         |
| >=63<126  | 400         |
| >=126<189 | 500         |
| >=189<280 | 600         |
| >=280<400 | 675         |
| >=400<550 | 750         |
| >=550<700 | 825         |
| >=700     | 900         |

**Delayed Payment Charges:-**

1. If the payment is not received in line with the payment terms due, Delayed payment interest(DPI) is charged as per the schedule given below:

| Payment Terms    | Period                                                       | Interest applicable |
|------------------|--------------------------------------------------------------|---------------------|
| For Cash Sales   | Delayed period from the date of invoice                      | @36% per Annum      |
| For Credit sales | i. First 14 days (Interest Free Credit)                      | @0% per Annum       |
|                  | ii. For first 15 days after IFC(Interest Free Credit period) | @21% per Annum      |
|                  | iii. >= 16 days                                              | @24% per Annum      |

\*GST will be charged on Delayed payment charges as per the rates applicable under GST

**Payment Terms:- Payment will be due on 2nd Day from the date of invoice through RTGS.**