



MEMORANDUM OF UNDERSTANDING (MoU)



This Memorandum of Understanding (MoU) is entered into this 16th day of the month June 2017 between M/s Steel Authority of India Limited (SAIL) and M/s Western Coalfields Limited (WCL) with a view to fulfill WCL requirement and decide production plan to enable SAIL to make supply of Steel materials from time to time.

This MoU is valid for a period of six months with effect from 16.06.2017 to 15.12.2017 and shall cover the following categories and quantities of materials during the validity of the MOU:

Plant	Category	Special Quality (if any)	Quantity (MT)		
			Qr. I	Qr.II	Total (MT. Per Annum)
ALL PLANTS	ALL PRODUCTS (Long & Flat, Alloy Steel, MS Rail 15 Kgs) except Pig Iron & Semis	ALL QUALITIES	2625	2625	5250
TOTAL MOU QUANTITY FOR SIX MONTHS PERIOD					5250.00MT


NOTE :-

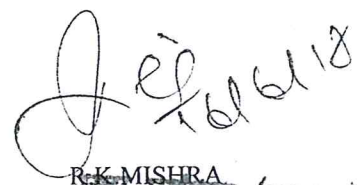
1 -THE ABOVE QUARTER WISE QUANTITIES ARE INDICATIVE FOR THE ABOVE TYPE QUANTITY AND SHALL REMAIN THE SAME DURING THE VALIDITY PERIOD OF THE MOU.

2-WCL SHALL RESERVE THE RIGHT TO INCREASE OR DECREASE THE QUANTITY WITHIN THE VALIDITY PERIOD WITH VARIATION OF +20% AND -10%

It is clearly understood between M/s SAIL and M/s WCL that this MoU is not an enforceable contract and future contract(s) will be entered between the parties to this MoU at the Branch level for supply of Iron and Steel materials through direct dispatch / stockyard delivery .

All Terms and Conditions shall be as per the Annexure _ I and enclosed order booking policy of SAIL effective from 01.04.17 circulated vide marketing circular serial no-05 of 2017 dt- 31.03.17.


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STEEL AUTHORITY OF INDIA LTD.
शा.वि.का. नागपुर / BSO / Nagpur


R.K. MISHRA
GENERAL MANAGER (MM) (स.प्र.)
WESTERN COALFIELDS LIMITED, नागपुर
वेकोसि (सु.) नागपुर
WCL (HQ) Nagpur

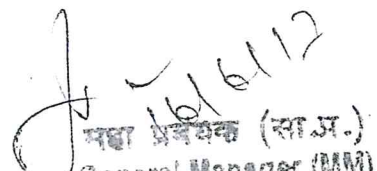
Annexure - I

Annexure to Memorandum of Understanding (MoU)

Terms and conditions:

1. To enter into a Memorandum of Understanding (MoU) with M/s. SAIL as per the terms and conditions of the MoU offered by M/s. SAIL (Annexure – II)
 2. The MoU shall cover all the products which are in the production range of M/s. SAIL including Alloy Steel Material & MS Rails 15 Kgs. The MoU shall be valid for a period of Six months (16th June 2017 to 15th Dec 2017) .
 3. The maximum off take during the six months period shall be 5250 MT with variation of +20% to -10% & approximate off-take value of Rs. 25.00 Crores
 4. PRICE : Prices are on Ex - Stock yard, Nagpur basis and ruling on the date of delivery shall be applicable. The prices shall normally be kept firm during the calender month. SAIL will have the option to supply the materials through direct dispatch basis from their Plant or other branches. In case of direct dispatches, the freight charges as applicable at actual shall be paid extra, against documentary evidence.
 5. Taxes & Duties : Extra as applicable as per the prevailing rates on the date of delivery of the materials.
 6. Payment : 100% payment against Proforma Invoice, against issue of delivery orders. Only Nagpur Local cheques shall be issued / EFT payment.
 7. IFC (Interest Free Credit) : Interest Free Credit (IFC) for 30 days on monthly lifting of 100 T and above will be applicable. Interest Free Credit (IFC) shall be given by M/s SAIL to WCL on Quarterly basis, instead of annual basis.
 8. Turnover Discounts : Turnover discounts based on the total lifting during MoU period i.e. six months which shall be availed as per the applicable rates as specified in Annexure – II. The Turnover Discount (ToD) shall be given to WCL within 30 (Thirty) days of successful completion of MoU.
- Supply of minimum quantity of 1000 M.T shall be effected within 30 (Thirty) days and for the balance supplies within 60 (Sixty) days of the placement of Purchase order. Any shortfall quantity within these supplies will be considered as deemed delivery for ToD purpose. For 22 mm TMT, supply period will be within 120 days.
9. The Annual projections / six monthly projection of the requirement of Iron & Steel materials would be informed to M/s. SAIL in advance and orders shall be placed on as and when required basis. In turn, M/s SAIL will also intimate Area wise lifting on monthly , quarterly & annual basis by the respective consignee's.


अ.प्र. अ.र. सिंग / R. RISHABH
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महा प्रबंधक (स.प्र.)
General Manager (AM)
वेल्डिंग (प्र.) नगपुर
WCL (MO) Nagpur


10. The MoU shall be deemed as a Rate Contract and centralized orders shall be placed from WCL Hqrs with Area wise allocation. The respective Areas shall arrange collection of the materials by making necessary payments against the Proforma Invoice submitted by M/s. SAIL.

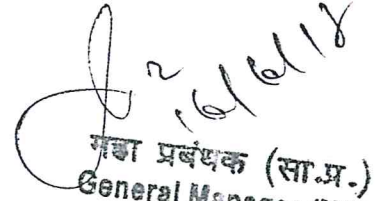
11. Consignee : Depot Officer, respective Regional Stores of WCL Areas / Central Stores, Tadali. (As per Annexure – III)

12. Paying Authority : Area Finance Manager of respective WCL Areas / Central Workshop Tadali. However, to facilitate issue of Nagpur Local Cheques, the pay orders shall be processed from Finance Department, WCL, Hqrs for issue of cheques or payment through EFT.

13. Quarterly statement of supply of Iron & Steel materials to different consignees of WCL shall be prepared by SAIL and reconciled with the WCL's consignees. This will enable to monitor the total quantities lifted and also for claiming the Turnover discounts as per the terms of the MoU. Quarterly statement of IFC allowed shall also be prepared and payment shall be made to WCL through local cheque /EFT.

Any other terms and conditions not specified above shall be as per Annexure – II


15/6/12
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16/6/18
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WCL (HQ) Nagpur



स्टील अथॉरिटी ऑफ इण्डिया लिमिटेड

STEEL AUTHORITY OF INDIA LIMITED

CENTRAL MARKETING ORGANISATION, COMMERCIAL DIVN.

Ispat Bhawan, 40 J L Nehru Road, Kolkata – 71

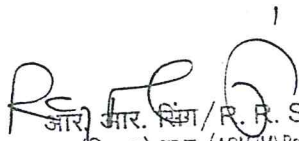
MARKETING CIRCULAR	STRICTLY FOR INTERNAL CIRCULATION	
Marketing Serial No. 05 of 2017	Sub: Order Booking Policy for Projects/ Construction Companies / Government Departments for the year 2017-18	
Comml. Divn. File Reference : Current : S-2(4)/2017 Previous : S-2(4)/2016	Date of Issue : 31-03-2017	
	Date of Effect: 01-04-2017	
Approved by: CHAIRMAN, SAIL	Issued by: SM (M-Commercial) Commercial Division	
Amendment No.	Clarifying Authority	GM (M-Commercial) Commercial Division
Replacement :	Responsibility : All concerned	

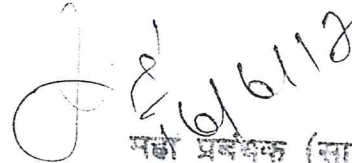
Please find enclosed herewith the Order Booking Policy along with Internal Guidelines for Projects / Construction Companies / Government Departments for the year 2017-18.

Encl: Order Booking Policy

Swati Dasgupta
SM(M-Commercial)

Distribution: Standard.


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**MEMORANDUM OF UNDERSTANDING (MoU) FOR PROJECTS/
CONSTRUCTION COMPANIES ETC.: 2017-18**

A. Objective:

The objective of entering into MoUs is to estimate the market potential and decide production plan to facilitate SAIL to supply Iron & Steel materials.

B. Eligibility:

PRODUCTS	MINIMUM BOOKING QNTY (MT's)	WHO CAN BOOK
All Products(Long & Flat including ERW/SW Pipes) except Pig Iron & semis AND SS & Alloy Steel products	400 (in respect of locations within the Region) 1200 (in respect of locations spread across the country) [inter category adjustment (LP/FP) may be allowed at the time of supply]	1. Govt. Departments/ PSUs excl. SSICs / NSICs 2. Project / Construction Companies

C. General terms and conditions of MoU:

1. MoUs can be signed at any time during the year.
2. Duration of MoUs will generally be for a maximum period of one year from the date of signing of such MoUs. SAIL may also consider signing of MoUs for period more than one year. Fresh MoUs can also be signed after early completion of MoU, subject to a gap of three months between the early completion and start of a fresh MoU.
3. Single MoUs can be signed with companies/firms having units at different locations operating under the same name and style.
4. Single MoUs can be signed with Group Sister Companies with whom MoUs have been entered in the previous years. SAIL may also consider applications for fresh cases for Group Sister Companies as well Holding Companies & Subsidiary Companies.
5. Enhancement of quantity under MoU scheme may be considered by SAIL after due review subject to lifting being lower than 120% of the MoU quantity at the time of receipt of request from the customer for enhancement. The enhancement of MoU quantity will be allowed four times during the MoU period. The last option for enhancement is to be exercised by the customers at least one month before the completion of MoU period.
6. Annual MoU booking quantity can be reduced upto 90% level of the original booking quantity at the option of the customer. The reduction of MoU quantity will be allowed only once (maximum) during the MoU period. Such an option for reduction can be exercised by the customer at least two months before the completion of MoU period and at least one month before the completion of MOU period for PSUs / Govt. Deptts only. However, in case MoU quantity has been enhanced at customer's request, the option for reduction in quantity subsequently will not be available to the customer.

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16/11/18
महा प्रबंधक (सा.प्र.)
General Manager (MM)
वेकोवि (इ.) नागपुर
WCL (NO) Naapur

SAIL may also exercise the option of reducing the MoU quantity upto 90% of the original level at any point of time.

D. IFC (Interest Free Credit):

Interest Free Credit (IFC) up to 15 days may be offered on monthly lifting of 100 T and above. Higher level of credit may also be considered by SAIL based on merit.

Terms & Conditions of IFC:

- IFC will be allowed on actual quantity lifted.
- In respect of group sister companies signing a single MoU, the IFC slab applicable will be decided by adding up the purchases of all the units. In case of consumers with more than one unit in the same name and style also, IFC slab applicable will be decided by adding up the purchases of all the units.
- Equivalent cash discount, at rates as applicable from time to time on credit sales, may be allowed against entitled IFC.
- Penal interest at rates applicable from time to time would be charged by SAIL for delay in making payment by customers after expiry of entitled period of IFC as per MoU or at the expiry of mutually extended credit period, if any.

E. Turnover Discount:

The TOD entitlements against MoU bookings for 2017-18 would be as follows:

Annual Lifting (T)	Applicable TOD (Rs./T)
400-1200	175
>1200-12000	200
>12000-18000	225
>18000-24000	250
>24000-30000	275
>30000-42000	300
>42000	To be decided by ED's committee

Terms & Conditions of Turnover Discount:

- TOD will be paid on actual quantity lifted subject to successful completion of MoU but limited to maximum 120% lifting of original / enhanced MoU quantity. However, SAIL may consider release of TOD in cases bearing merit subject to fulfillment of 90% lifting against the original/ enhanced booking quantity. The rate of TOD shall correspond to the slab pertaining to the actual quantity lifted but not exceeding the slab pertaining to 120% of original booking quantity.

The payment of TOD will be made at the end of the MoU period or upon early completion of MoU, whichever is earlier and normally within one month of completion of MoU period / the MoU. TOD shall be paid only after taking into account all the credit notes and debit notes and after realisation of all outstanding payments including sales under credit.

Higher TOD of Rs.50/- per tonne shall be payable to successful MOUs of 2016-17 on successful completion of MOUs in 2017-18 to those customers who sign MoUs for a quantity either equal to their off take or the original MoU quantity in 2016-17, whichever is higher, subject to lifting of original MOU quantity of 2017-18 without reducing.

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स.म.प्र. (विपणन) शा.प्र. (आ.प्र.)

राजि. अथॉरिटी अ.प्र.


76/6/17


76/6/18
नया प्रबंधक (सा.प्र.)
General Manager (MM)
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- b) TOD will be paid on flat rate and not on incremental basis. However, quantity sold through plant disposals, tender sales, and materials returned under quality complaint will not be taken into account for calculation of TOD.

In cases where customer falls short of quantity to be eligible for TOD benefit, the tonnage lifted by the customer, but returned under quality complaint, will be considered as a part of actual lifting for the purpose of eligibility. However, TOD will not be paid for such quantity.

- c) In case the option of reducing the original booking quantity is exercised by the customer, the customer would be entitled to TOD only to the extent of the reduced quantity and not upto 120% of the reduced quantity. The rate of TOD shall correspond to the slab applicable to the reduced quantity.
- d) In case SAIL exercises the option of reducing the MoU quantity, TOD would be admissible upto 120% of the reduced quantity. If quantity lifted is below the minimum slab arising out of reduction in MoU quantity at SAIL's option, the rate of the minimum slab will be applicable for determining the quantum of TOD.
- e) In the case of a Company having units all over the country operating under the same name and style, for calculation of TOD, purchases of all the units will be added, provided they had entered into a single Annual MoU covering requirements of all the units. Similarly, for calculation of TOD, purchases of all units of a group company will be added provided a single Annual MoU had been signed for different units of the Group Company.
- f) In the case of a large Construction Company which is engaged in different projects in different parts of the country, the TOD scheme will cover supplies to a new Project site also, where the construction Company may take up work at a later date during the MoU period.
- g) Under the 2017-18 MoU, additional T.O.D of Rs.25/- per tonne would be payable on offtake of special quality during 2017-18, subject to successful completion of MoU and lifting minimum 120% of special quality offtake of 2016-17 by the customer.
- h) In cases where projects are covered under Govt. Notification No. 108/95 dated 28.8.1995, TOD may be paid at invoice stage in case of direct dispatch subject to submission of documents as prescribed by SAIL.



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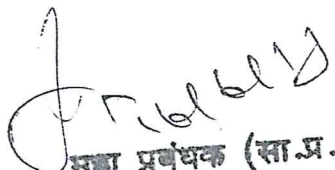

 महा प्रबंधक (सा.प्र.)
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F. Other terms and conditions of MOUs

1. Normally prices shall be kept firm for the ordered quantity for execution within a calendar month. However, firm prices for supplies in a calendar quarter can also be considered.
2. Any variation in the statutory duties and levies viz. excise, sales tax, octroi etc. as well as freight (including service tax on freight) as applicable shall be payable by the customer. Any changes in the laws related to indirect taxation (viz., GST) will be given effect to by SAIL as per the rules notified by the Govt. of India.
3. If a Govt. Depts/ PSUs/ Projects/ Construction Companies desire to lift materials from different locations, indicative breakup of the quantities to be lifted from each location will have to be provided at the time of signing of the MoU. However, inter-location adjustment of MoU quantities may be considered by SAIL. For successful completion of MoU, their offtake at all locations put together would be considered.
4. Quantity of supply in a month will normally be reckoned with reference to RRs/Challans raised during the month for direct despatch/stockyard deliveries respectively and applicable MoU benefits paid accordingly. In case of direct dispatch by road, date of plant invoice would be reckoned as the date of dispatch.
5. In case SAIL is not able to supply the material against accepted orders of the customer during the last month of the MoU period, the backlog may be considered by SAIL for servicing till the end of the following month. The price applicable shall be the price prevailing on the date of RR for direct despatch/ date of Challan for stockyard delivery. Such quantities against backlogs would be deemed to have been supplied against MoUs for the period of the MoU and associated benefits would be passed on accordingly.
6. The MoUs would be signed for the standard tested qualities only. However, arising like WTCC, Commercial, Off-Grade, UT etc. (as distinct from mixed/special arising) can also be supplied against the MoU depending upon availability as well as subject to mutual agreement only in case those items are not covered under the Steel and Steel Products (Quality Control) Orders issued from time to time by the Ministry of Steel, Govt. of India.
7. SAIL may consider supply against MoU from other branches of the regions at the request of the customer subject to availability.
8. SAIL will have the option to supply the material either through stockyard or through direct dispatch basis or in combination of both.
9. Customers would be required to make financial arrangement(s) for the material supplied by SAIL on direct dispatch basis.

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