



PE Annual Purchase Requirement Policy FY 2024-2025

1. PE Annual Purchase Requirement (APR) for LDPE grades for FY 2024-2025 (Apr'24-Mar'25)

- 1.1. Annual Purchase Requirement will be applicable to all actual users and dealers for domestic and deemed export (DE & SEZ) sales. DE and DZ quantity would be considered only for eligibility and no discounts will be applicable against that quantity.
- 1.2. Customers signing Annual Purchase Requirement - APR (Domestic + DE + SEZ) should be minimum of 60 MTA. Same will get recorded based on letter (Annexure A) from customer, to be received by 10th May 2024.
- 1.3. APR is open to all registered customers and dealers. Grouping policy for FY 2024-2025 shall be considered for eligibility of APR Discounts. In case Group Constituents change or new group is formed during FY 2024-2025, the new group entity will be considered for APR.

2. Off-take Discounts:

Discount will be applicable on actual lifting for customers fulfilling the criteria and will consist of 2 parts viz., Monthly and Annual – As per the table below:

Product	LDPE		
Min. Signing Qty.	60 MTA		
Criteria	Min.	Max	Discount
Monthly	6.50%	12%	1200
Annual	85%	125%	300

- 2.1 For annual eligibility, signed APR quantity will be considered & calculation will be as follow:
In case customer's actual off-take for the FY is less than APR, Annual discount will be disbursed on a proportionate basis, subject to Customer's lifting being at least 85% of APR as illustrated below:

Procurement Plan : 400 Mt
 Actual Annual off-take : 360Mt
 % completion : 90%
 Proportionate Annual Discount on 360 Mt @ Rs 270/Mt.

3. Flexible PE Annual Procurement Plan:

- 3.1. Flexi APR scheme has been designed to address seasonality of end products and will be applicable to customers engaged in processing sectors as mentioned below:

Sectors: LD Foam (Grades & Flexi quarter to be specified while signing of APR, Refer Annexure 1)

This will be optional for customers in above mentioned sectors.

- 3.2 Monthly Discounts: Customer will be eligible for monthly discounts for the concessional quarter, if the customer lifts min 5.7% of APR in the concessional month.

4. Others (applicable for monthly/annual lifting)

4.1. *Non availability/Non dispatch:*

In case of shortfall in meeting the minimum lifting criteria due to non-availability of material or inability to dispatch by RIL against signed APR & Flexi APR, customer will be eligible for APR discount with management approval.

This criterion is applicable to all the valid orders placed at Regional Office in SAP on or before 25th of the month (23th for the month of February) with a flexibility of scheduling the order maximum up to 27th of the month (25th for the month of Feb).

Regions need to inform HO in writing by 15th of subsequent month.

4.2. *One-time waiver approval* – once in financial year for month

Month: Monthly eligibility to be condoned up to 5% once in a year (with management approval)

4.3. *APR Late entrants and Revisions*

Late entrant /upward revision with RA/RM approval is allowed. RO needs to get approval from HO in writing before 15th of the month. Annualized quantity calculation is as below:

A- Original APR

B- Revised APR

C- Annualized Quantity

x- No of months completed in FY

y- Remaining no of months in FY

Late entrant and Upward revision:

Example. Say, Original APR is to be enhanced wef August;

Then, $x \rightarrow 4$ & $y \rightarrow 8$

Annualized quantity, $C = \{B - (A \times x/12)\} \times 12/y$

Monthly criteria will be applicable on C for the balance period and Annual criteria will be applicable on B.

4.4. Offtake from Ex-works / Ex-depot of RIL & CS Depots can be clubbed.

4.5. Annual Purchase Requirement will be applicable to prime, non-prime and imported grades.

4.6. Utility, off grades, warehouse sweepings, plant sweepings/ waste will be excluded.

4.7. If any material is certified by PAT/ Plant for return or down gradation (to utility grade), the quantity so certified will be eligible for fulfillment of Performance Scheme. Discounts will not be disbursed on such quantity.

4.8. This annual procurement plan will be subject to Force Majeure clause.

5. Disbursement of Discounts:

Discounts will be passed on in the form of post-sale credit notes as per the following schedule:

5.1 Monthly- By 15th of the following month

5.2 Annual - At the beginning of next financial year, by 20th April 2025

Warm Regards,
CHANDRASHAKHER K.