### Credit Terms & Mode of Payment:

- **Ex-Works Price:**
  - CD is applicable on all the grades except PS, PW and GS.
  - IFC is applicable on all the grades except PS, PW and GS.
  - Their Ex-Works, Ex-CS Depot & Ex-Company Warehouse off-take, in lieu of Cash Discount.

- **Locational Adjustments**
  - Applicable on Pre-GST basis for Ex-works sales, Ex-CS Depot & Ex-Company Warehouse supply.

- **Interest Free Credit (IFC)**
  - 14 days Interest Free Credit (IFC) (excluding date of payment) shall be available to the customers on:
    - 1. 14 days Interest Free Credit (IFC) (excluding date of payment) shall be available to the customers on:
      - A. First 15 days after IFC: 21% per annum
      - B. From 16 to 30 days: 24% per annum
      - C. Beyond 30 days: 27% per annum
  - 2. Locational Adjustment shall be applicable as per the attached price list.

<table>
<thead>
<tr>
<th>Discount</th>
<th>Off Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>RS/MT</td>
<td>965</td>
</tr>
<tr>
<td>100 &amp; Above</td>
<td>500</td>
</tr>
<tr>
<td>25 &amp; Above</td>
<td>800</td>
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<tr>
<td>10 &amp; Above</td>
<td>1000</td>
</tr>
<tr>
<td>5 &amp; Above</td>
<td>500</td>
</tr>
<tr>
<td>0 &amp; Above</td>
<td>100</td>
</tr>
</tbody>
</table>

**Terms & Conditions:**

**DISCOUNTS:**

- 1. Prices of Non-Prime Grades shall be lower by Rs. 800/MT than respective Prime Grades.
- 2. Locational Adjustment shall be applicable as per the attached price list.
- 3. Cash Discount - CD of Rs.1100 per MT shall be available in lieu of Interest Free Credit (IFC) applicable on Pre-GST basis for Ex-works sales, Ex-CS Depot & Ex-Company Warehouse supply.
- 4. Credit Discount - CD of Rs.1100 per MT shall be available in lieu of Interest Free Credit (IFC) applicable on Pre-GST basis for Ex-works sales, Ex-CS Depot & Ex-Company Warehouse supply.

**CREDIT TERMS & MODE OF PAYMENT:**

- 1. For Credit sales, any delay in payment beyond the due date, the following penal overdue interest will be charged from the due date:
  - A. First 15 days after IFC: 21% per annum
  - B. From 16 to 30 days: 24% per annum
  - C. Beyond 30 days: 27% per annum
- 2. For Credit sales, any delay in payment beyond the due date, penal overdue interest at 36% per annum, shall be charged from the due date.
- 3. All the payments to HMEL shall be through E-BANKING/RTGS/NEFT.