



**Haldia Petrochemicals Ltd**  
**HO - Marketing**  
**Kolkata**

**Circular No** : HPL / PM / 15-16 / 131  
**Date** : 24-Mar-16

**To : All Regional Offices**

**Sub : Polypropylene price w.e.f. 24-Mar-16**

Prices and terms are as per Annexures I to IV attached herewith.

Excise Duty will be charged extra on ex-Haldia supplies as per rates prevailing at the time of delivery. Prevailing rate of excise duty is 12.5% .

Central Sales Tax (CST) will be charged extra for Ex-plant delivery to customers located outside West Bengal. Prevailing rate of CST is 2%.

Ex-stock point rates are inclusive of excise duty . Local tax & duties / VAT would be charged extra at applicable rates.

**Chandan Sengupta**

**Annexure - I**

Circular No : HPL / PM / 15-16 / 131  
 Effective : 24-Mar-16



**EX- WORKS ( Haldia ) Basic Rate ( Rs / MT )**

Basic ->>>	M 110	M 106 M 108	M 103	R 103	F 103 F 103S	T 103 T 105N	F 110	F135 E125	B 200	M 212S	B 202 S	M 307 M 315	M 304	M 312	M310	M 311T	M 340 M 365	U/Powder		PP OG
																		10 MI	3 MI	
Basic ->>>	81000	80500	83600	88100	86700	84000	84800	83900	88700	92500	91700	88000	88500	87500	89500	91600	89700	78000	78000	77100
<b>Locational Adjustment</b>																				
WB - Kolkata	4346	4846	4751	4251	1987	4225	3542	2095	2208	4257	2208	3083	3083	2140	1664	2654	2518	4346	4346	
WB - Purulia	5737	6237	5980	5480	2160	4781	5046	2662	2698	4800	2698	3694	3694	2751	2216	3206	3008	5737	5737	
WB - North	4346	4846	4751	4251	1987	4225	3542	2095	2208	4257	2208	3083	3083	2140	1664	2654	2518	4346	4346	
Bihar	5157	5157	5945	5945	5067	4581	4901	3406	4395	7337	4395	7159	7159	6066	5909	6840	6266	5157	5157	
Jharkhand	5135	5135	6033	6033	4786	4355	4465	2869	3704	6623	3704	6436	6436	5441	5186	6031	5565	5135	5135	
Orissa - North East	5015	5015	5632	5632	4613	4075	4135	2498	3533	6359	3533	6114	6114	5109	4864	5893	5409	5015	5015	
Orissa - North West	5206	5206	6154	6154	5410	4206	4386	3256	4037	6674	4037	6651	6651	5710	5460	6503	5913	5206	5206	
Orissa - Rest	4419	4419	4720	4720	4635	3629	3719	2459	3443	6080	3443	5985	5985	5043	4794	5837	5785	4419	4419	
Chattisgarh	3985	3985	6906	6906	5130	3855	3985	3013	3695	6363	3695	6270	6270	5305	5055	6089	6038	3985	3985	
MP - East & North	4658	4658	6446	6446	5612	3377	4148	3588	4368	7000	4368	7113	7113	6099	5850	6882	6838	4658	4658	
Assam, Meghalaya & NES	5935	5935	7547	7547	5888	5691	5274	3621	3981	7080	3981	6209	6209	5263	5008	5718	5667	5935	5935	
TN - Chennai	7126	7126	8406	8406	5826	6677	7117	6006	6757	10029	6757	9452	9452	8520	8271	9305	9253	7126	7126	
TN - West & South	7873	7873	9143	9143	6573	7361	7791	6753	7410	10782	7410	10410	10410	9303	9053	10087	10036	7873	7873	
Pondicherry	7461	7461	8741	8741	6161	6976	7416	6341	7196	10521	7196	9896	9896	9101	8852	9886	9834	7461	7461	
Telangana	5671	5671	6651	6651	4181	4652	5092	4051	5160	8363	5160	7798	7798	6856	6607	7641	7589	5671	5671	
AP	5502	5502	6682	6682	4202	4556	4996	3882	4871	8040	4871	7476	7476	6535	7939	7319	7268	5502	5502	
Karnataka - West & East	7303	7303	8683	8683	5213	6744	7184	6183	6649	9989	6649	9431	9431	8490	8241	9275	9223	7303	7303	
Kerala	9050	9050	10330	10330	7760	8521	8961	7930	8311	11755	8311	11188	11188	10247	9998	11032	10980	9050	9050	
Delhi	3376	3376	5343	5343	5108	3006	3046	2836	3342	5974	3342	6561	6561	5715	5360	5852	5800	3376	3376	
Haryana	3527	3527	5388	5388	5467	2820	3406	3094	3682	6314	3682	6925	6925	6170	5822	6192	6140	3527	3527	
UP - West	3856	3856	6167	6167	5146	2841	3344	3029	3242	6243	3242	6797	6797	5211	5399	5760	5708	3856	3856	
UP - Kanpur	4842	4842	7052	7052	5490	4229	4669	3768	4057	7071	4057	7189	7189	6195	5889	6527	6475	4842	4842	
UP - Varanasi	5152	5152	7115	7115	5357	4498	4938	3928	4181	7529	4181	7400	7400	6259	6150	6613	6562	5152	5152	
Uttaranchal	5442	5442	8207	8207	5849	3907	4347	4221	4023	7080	4023	6710	6710	6012	4954	5931	5884	5442	5442	
Punjab	4040	4040	5404	5404	5170	2641	3675	2966	3461	7254	3461	7361	7361	5973	6111	6030	5978	4040	4040	
Chandigarh	3585	3585	5307	5307	5172	2619	3270	3103	3228	6061	3228	6330	6330	5729	5473	5844	5792	3585	3585	
Himachal	4211	4211	5576	5576	4893	2511	3038	3462	3163	5795	3163	6100	6100	5056	4851	5238	5230	4211	4211	
Jammu	3847	3847	5316	5316	5573	3035	3475	2478	3284	6027	3284	6535	6535	5690	5441	6475	6423	3847	3847	
Rajasthan - East & Alwar	5103	5103	8180	8180	5929	4553	4993	4016	4675	7467	4675	7875	7875	6535	6772	7199	7148	5103	5103	
Rajasthan - West & South	6075	6075	8685	8685	7199	5290	5809	5248	5412	8699	5412	9391	9391	7855	8140	8038	7974	6075	6075	
Maharashtra - Mumbai & South	7926	7926	9306	9306	6626	7232	7662	6806	7020	10328	7020	9956	9956	9015	8765	9799	9748	7926	7926	
Maharashtra - Khandesh	5710	5710	7880	7880	5210	5822	6262	5390	5762	9003	5762	8632	8632	7690	7441	8475	8423	5710	5710	
Maharashtra - Vidharbha	4138	4138	6318	6318	3638	4067	4007	3818	4220	7405	4220	7033	7033	6102	5852	6886	6835	4138	4138	
Goa	6008	6008	7378	7378	4708	5343	6573	4888	6008	9385	6008	8817	8817	7886	7637	8671	8619	6008	6008	
Gujarat - East & South	7207	7207	8596	8596	5533	5773	6632	5687	5929	9456	5929	8683	8683	7487	7502	8536	8484	7207	7207	
Gujarat-West	8786	8786	10175	10175	7122	7264	8113	7276	7029	10637	7029	9875	9875	8640	8684	9718	9666	8786	8786	
MP - West	5686	5686	8266	8266	4796	5006	5846	4976	5393	8758	5393	8200	8200	7249	7000	8032	7989	5686	5686	
Daman / Silvassa	7719	7719	8609	8609	5929	6279	7119	5509	7190	9927	7190	9350	9350	8418	8169	9203	9151	7719	7719	

**Note :** The above prices are credit prices.

**Annexure - II**

Circular No : HPL / PM / 15-16 / 131  
 Effective : 24-Mar-16



**EX- Stock Point/Warehouse Rates ( Rs / MT )**

	M 110	M 106 M 108	M 103	R 103	F 103 F 103S	T 103 T 105N	F 110	F135 E125	B 200	M 212S	B 202 S	M 307 M 315	M 304	M 312 M 310S	M 310	M 311 T	M 340 M 365	PP OG
WB - Kolkata	86802	85677	89484	90609	96081	90313	91981	92597	97870	99840	101245	96311	96873	96809	99595	100844	98859	87304
WB - North	88444	87319	91332	92457	97929	91956	93623	94239	99512	101482	102887	98159	98721	98657	101443	102691	100707	88946
Bihar	89183	88609	91891	92466	96467	93285	93836	94520	98892	99877	102335	95556	96131	96238	98720	100065	98538	90625
Jharkhand	88201	87627	90658	91233	95657	92538	93330	94129	98679	99690	102121	95255	95830	95824	98419	99862	98212	89618
Orissa - North East	88025	87451	90766	91342	95504	92546	93395	94241	98562	99679	102004	95273	95848	95854	98436	99669	98040	89305
Orissa - North West	88798	88224	91282	91857	95703	93388	94100	94363	98976	100310	102418	95771	96347	96279	98867	100083	98577	90297
Orissa - Rest	89021	88447	92165	92740	95829	93370	94184	94597	98976	100310	102418	95771	96347	96279	98867	100083	97957	89616
Chattisgarh	90140	89566	90350	90925	95960	93732	94501	94583	99309	100608	102751	96144	96719	96678	99266	100492	98366	90238
MP - East & North	90078	89504	91679	92254	96204	94991	95024	94634	99247	100587	102690	95973	96548	96565	99152	100380	98244	90948
Assam, Meghalaya & NES	90774	90200	92843	93418	98317	94495	95892	96756	101851	102655	105294	99443	100018	99956	102550	104148	102022	93108
TN - Chennai	88769	88193	90287	90862	96821	91971	92385	93393	97272	98658	100715	94146	94721	94642	97230	98456	96330	91715
TN - West & South	88967	88392	90497	91072	97019	92126	92551	93591	97464	98850	100906	94101	94676	94800	97387	98613	96487	92655
Pondicherry	88950	88375	90468	91043	97002	92132	92546	93574	97272	98659	100715	94202	94777	94541	97128	98355	96228	92219
Telangana	89710	89135	91574	92149	97981	93644	94057	94910	98454	99842	101896	95316	95891	95823	98411	99637	97511	91064
AP	89557	88982	91190	91766	97609	93445	93858	94756	98476	99865	101919	95338	95913	95846	97582	99660	97533	90755
Karnataka - West & East	89273	88698	90677	91252	98234	92524	92937	93898	98026	99412	101469	94877	95452	95385	97972	99198	97072	92344
Kerala	88384	87809	89903	90478	96425	91481	91894	93008	97115	98501	100557	93977	94552	94485	97072	98298	96172	93341
Delhi	91896	91322	93338	93913	97173	95763	96635	95843	100771	102111	104214	96997	97573	97396	100105	101955	99828	91295
Haryana	91910	91337	93497	94072	96971	96164	96410	95735	100569	101909	104011	96790	97365	97084	99784	101775	99648	91483
UP - West	91321	90747	92362	92937	97103	95928	96270	95598	100861	101778	104304	96700	97275	97948	100033	102033	99907	91271
UP - Kanpur	89854	89280	90966	91541	96329	93999	94413	94414	99590	100492	103032	95871	96446	96439	99091	100773	98647	90935
UP - Varanasi	89157	88583	90510	91085	96098	93349	93763	93889	99106	99625	102549	95243	95819	95981	98407	100290	98163	90593
Uttaranchal	89688	89114	89498	90072	95762	94892	95305	94417	100152	101004	103595	96265	96839	96493	100001	101290	99164	91457
Punjab	91586	91012	93775	94350	97611	96633	96365	96146	101086	101094	104529	96585	97161	97608	99749	102258	100132	91747
Chandigarh	92088	91514	93864	94440	97586	96639	96810	95969	101334	102443	104776	97749	98325	97865	100461	102450	100323	91727
Himachal	91306	90732	92723	93297	97064	96699	97013	95494	101345	102685	104787	97171	97745	97795	100326	102291	100120	91663
Jammu	92582	92009	94749	95324	98019	96957	97370	97481	102065	103277	105507	98408	98983	98805	101392	102618	100492	92522
Rajasthan - East & Alwar	89982	89408	90151	90726	96305	94055	94468	94558	99309	100466	102751	95563	96138	96528	98557	100481	98355	91363
Rajasthan - West & South	89711	89138	90520	91095	95795	94055	94378	93989	99309	99897	102751	94770	95345	95962	97934	100466	98355	92208
Maharastra - Mumbai & South	88226	87651	89629	90204	96278	91670	92095	92850	97306	98692	100749	93943	94518	94451	97038	98265	96138	92051
Maharastra - Khandesh	90061	89486	90556	91131	97193	92654	93067	93765	98116	99502	101559	94753	95328	95261	97848	99075	96948	91417
Maharastra - Vidharbha	91246	90671	91730	92305	98378	94114	95101	94950	99331	100717	102774	95968	96543	96465	99052	100278	98152	90863
Goa	91125	90550	92540	93115	99177	94454	93960	95749	99084	100470	102526	95946	96521	96442	99030	100256	98130	92667
Gujarat - East & South	88758	88183	90152	90727	97241	93082	93015	93843	98296	99401	101739	95113	95688	95913	98197	99423	97297	91789
Gujarat-West	87818	87243	89211	89787	96289	92150	92094	92892	97812	98917	101255	94618	95193	95463	97713	98940	96813	92568
MP - West	90266	89691	90289	90864	97847	93748	93702	94419	98697	99961	102140	95426	96002	95946	98533	99761	97626	91574
Daman / Silvassa	88138	87563	90105	90680	96754	93245	93199	94016	96821	98827	101055	94314	94890	94811	97398	98625	96498	92531

**Note :**  
 The above prices are credit price inclusive of Excise Duty.  
 Cash Discount of Rs 1100 PMT is applicable.  
 Taxes & duties would be applicable extra at prevailing rates.  
 Local freight , handling and transit insurance costs are to be borne by the customer.

**Annexure - III**

**Circular No** : HPL / PM / 15-16 / 131

**Effective** : 24-Mar-16



**Terms and Conditions for Sales**

A	Ex-plant Price	Basic price per MT for PRIME grades on credit terms are given in Annexure - I . Basic price of non-prime ( NP ) grades would be cheaper by Rs 800 PMT compared to corresponding prime grades.																											
B	Ex-Stock / HPL Warehouse prices	Credit prices for prime grades are as per Annexure - II which include excise duty. Local Sales Tax/Levies are applicable extra at prevailing rate. Local freight, handling & insurance are to be borne by customer. <b>Non-prime grades would be cheaper by Rs 900 PMT compared to corresponding prime grades.</b>																											
C	Excise Duty	On ex-plant sales , excise duty would be applicable on adjustment of Locational Adjustment factor and Cash Discount from Basic price. Present rate of excise duty is 12.5%.																											
D	Sales Tax	On ex-plant sales VAT would be applicable extra at the prevailing rate for sales within West Bengal . CST @ 2% would be applicable on ex-plant to inter-state customers against "C" form .																											
E	Freight	Would be applicable extra upto destination at actual rate on ex-plant sales																											
F	Credit period	Interest free credit period of 14 days from date of sales on ex-plant / ex-stock /ex-warehouse basis ( excluding date of invoice ) . In case customer fails to pay within due date , penal interest would be charged as per applicable norm. The Prompt Payment Incentive is Rs 75/MT per day.																											
G	Cash Discount	Applicable @ Rs 1100 PMT on pre-excise basis for ex-plant sales and on post-excise basis for ex-stock/ex-warehouse sales																											
H	Trade Discount	Applicable on R 103 grade @ Rs 4000 PMT - to be adjusted pre-excise basis on ex-plant sales only. However , no trade discount will be applicable on ex-stock / ex-HPL warehouse price of R103 . Applicable also on F103 grade @ Rs 1000 PMT on lifting of minimum 30 MT in a calender month , which will be adjusted through post sales credit note in the following month.																											
I	Quantity Linked Incentive	Applicable to all customers on completion of lifting of following quantities in a calender month. This discount would be settled through post-sale credit note in the following month. Both ex-plant and ex-stock lifting can be combined for entitlement of QLI. Combination of prime , non-prime and experimental grades are entitled to QLI.																											
		<table border="1"> <thead> <tr> <th>Quantity</th> <th>15 MT</th> <th>30 MT</th> <th>60 MT</th> <th>100 MT</th> <th>200 MT</th> <th>400 MT</th> <th>500 MT</th> <th>700 MT</th> </tr> </thead> <tbody> <tr> <td>QLI</td> <td>300</td> <td>400</td> <td>450</td> <td>550</td> <td>650</td> <td>750</td> <td>800</td> <td>900</td> </tr> <tr> <td>Contract QLI</td> <td>260</td> <td>350</td> <td>390</td> <td>480</td> <td>570</td> <td>660</td> <td>700</td> <td>790</td> </tr> </tbody> </table>	Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	400 MT	500 MT	700 MT	QLI	300	400	450	550	650	750	800	900	Contract QLI	260	350	390	480	570	660	700	790
Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	400 MT	500 MT	700 MT																					
QLI	300	400	450	550	650	750	800	900																					
Contract QLI	260	350	390	480	570	660	700	790																					
J	Contract sales	Ex-plant customers with a minimum of 60 MT lifting in a month can enter into contract with HPL . Qty Linked Incentive( as per above Contract Rate ) should be adjusted against basic price on pre-excise basis. In case a customer fails to lift the contractual quantity - debit note would be raised to the extent of difference between contract QLI rate & applicable QLI rate on actual offtake along with penalty @ Rs 200 / MT on the unfulfilled contractual quantity. Trade discount , if any , should be adjusted pre-excise for contract customers.																											
K	Territory	As per Annexure - IV attached. Locational Adjustment would be applicable accordingly.																											
L	Others	<b>Cut &amp; Torn Bags</b> : Post sales Discount @ Rs 800 PMT subject to physical inspection & weighment of bags by HPL personnel. <b>Standardised Non-Prime Grades</b> : M 103s NP , M 106s NP and M 108s NP grades would be subjected to a post sales discount of Rs 800 PMT .																											

**Annexure -IV**

Circular No : HPL / PM / 15-16 / 131  
 Effective : 24-Mar-16

**Territory Division**

Sl No.	Territory	Districts
1	West Bengal (Kolkata)	Kolkata , Howrah , 24 Parganas , Hooghly , Midnapore , Nadia , Birbhum , Murshidabad
2	West Bengal ( Purulia )	Purulia, Burdwan , Bankura
3	West Bengal (North)	Darjiling, Jalpaiguri,Uttar & Dakshin Dinajpur , Cooch-behar, Maldah
4	Orissa ( North-East )	Mayurbhanj , Balasore , Bhadrak, Jajpur
5	Orissa ( North-West )	Sundargarh, Jharsuguda, Bargarh, Sambalpur, Deogarh, Sonapur
6	Orissa ( Rest )	All other districts of Orissa
7	<i>Meghalaya &amp; NE states</i>	Meghalaya, Arunachal, Manipur, Tripura, Nagaland,Mizoram
8	<i>Assam</i>	Guwahati and all other district of Assam,
9	MP ( East )	Balaghat, Chattarpur,Damoh , Dindori , Jabalpur , Katni , Rewa, Mandla, Narshimhapur , Panna , Satna , Sagar , Sewni, Shadol , Sidhi , Tikamgarh, Umaria.
10	<i>MP (North)</i>	Guna, Shivpuri, Sheopur, Gwalior, Datia, Morena, Bhind
11	<i>MP ( West )</i>	Badwani , Betul , Bhopal , Dhar , Indore , Khandwa , Ratlam, Shajapur, Ujjain , Nimar , Chhindhara
12	<i>Maharashtra - Mumbai</i>	Mumbai , Ahmednagar , Dhule , Nashik , Pune , Raigarh , Thane
13	<i>Maharashtra - South</i>	Ratnagiri, Satara, Sangli, Kolhapur, Sindhudurg, <b><u>Solapur</u></b>
14	<i>Maharashtra - Khandesh</i>	Aurangabad , Beed , Jalna , Jalgaon , Hingoli , Latur , Parvani , Nanded , Buldhana,
15	Maharashtra - Vidharva	Nagpur , Akola , Amravati , Bhandara , Chandrapur , Garhchiroli , Wardah , Gondia Yavatmal
16	<i>Tamilnadu ( Chennai )</i>	Chennai , Kanchipuram , Thiruvallur , Thiruvannamalai , Vellore , Viluppuram Cuddalore
17	<i>Tamilnadu (West)</i>	Dharmapuri, Salem, Namakkal, Erode, Coimbatore, Udyagamandalam
18	<i>Tamilnadu ( South )</i>	Madurai and all other districts in TN
19	Uttar Pradesh ( Varanasi )	Varanasi , Chandauli , Allahabad , Mirzapur , Jaunpur , Gorakhpur , Deoria , Mau , Ghazipur , Ballia , Kushinagar.
20	Uttar Pradesh ( Kanpur )	Kanpur , Unnao , Lucknow , Barabanki , Jhansi , Fatehpur , Raiberrili, Sultanpur Basti , Auriya , Sitapur, Etawah
21	Uttar Pradesh ( West )	Agra , Aligarh , Badaun , Baghpat , Barelli , Baraut , Bijnor, Bulandsahar , Etah , Firozabad , Gaziabad , Mathura ,Meerut , Moradabad , Muzzafarnagar , Rampur , Saharanpur , NOIDA.
22	<i>Rajasthan ( East )</i>	Jaipur , Jhunjhuna , Bharatpur , Dausa , Sikar,Karauli , Dhaulpur, Swai- Madhopur, Tonk, Bundi, Kota, Baran, Jhalawar
23	<i>Rajasthan (Alwar)</i>	Alwar
24	<i>Rajasthan ( West )</i>	Bikaner , Azmer & other districts of Rajasthan.
25	<i>Rajasthan ( South )</i>	Udaipur, Sirohi, Dangarpur, Banswara, Chittaurgarh, Bhilwara
26	Karnataka (West)	Belgum, Dharwad, Uttar Kannad, Haveri, Shimoga, Udupi, Dakshin Kannad
27	Karnataka (East)	Bangalore and other districts of Karnataka
28	<i>Andhra Pradesh ( AP )</i>	Srikakulam, Vizianagaram, Vishakhapatnam, East & West Godavari, Krishna, Guntur, Prakasam, Nellore , Kurnool , Ananthpur , Cuddapah , Chittoor
29	<i>Telangana</i>	Hyderabad , Adilabad, Nizamabad, Karimnagar , Medak , Warangal, Khammam , Ranga Reddy, Nalgonda , Mehboobnagar.
30	<i>Gujarat ( East )</i>	Ahmedabad , Anand, Basankanta , Baruch , Dahod , Gandhinagar, Kheda , Mehsana, Narmada , Panchmahal , Patan , Sabarkantha, Surendranagar, Vadodara
31	<i>Gujarat (South)</i>	Surat, Navsari, The Dangs, Valsad
32	Gujarat ( West )	Amreli , Bhavnagar , Jamnagar , Junagadh , Kachchh, Porbandar , Rajkot