



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

**Circular No** : HPL / PM / 17-18 / 02  
**Date** : 1-Apr-17

**To : All Regional Offices**

**Sub : Polypropylene price w.e.f. 1-Apr-17**

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.

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 / 17-18 / 02  
 Effective : 1-Apr-17



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

Basic ->>>	M 110	M 106	M108	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	
	86000	91600	85500	92600	93100	91700	89000	89800	89900	96200	100000	99200	95500	96000	95000	97000	99100	97200	83000	83000	82100	
<b>Locational Adjustment</b>																						
WB - South & West	4535	8401	5035	8901	8401	5711	6129	4276	2830	2181	5229	2181	2710	2710	1767	1448	1948	2417	4535	4535	5478	
WB - Central	5182	8591	5682	9091	8591	5305	5172	5051	3089	2648	4505	2648	2758	2758	1814	1973	2473	2884	5182	5182	4891	
WB - North	4535	8401	5035	8901	8401	5711	6129	4276	2830	2181	5229	2181	2710	2710	1767	1448	1948	2417	4535	4535	5478	
Bihar	5618	8692	5618	8692	8692	7448	3061	4482	1910	2401	5422	2401	5094	5094	3999	4293	4674	4340	5618	5618	6360	
Jharkhand	4708	8512	4708	8512	8512	7231	2666	3612	1077	1372	4324	1372	3958	3958	2963	3157	3478	3311	4708	4708	3307	
Orissa - North East	4519	8308	4519	8308	8308	8422	1552	4188	1449	1849	4702	1849	4289	4289	3359	3549	4068	3802	4519	4519	5439	
Orissa - North West	5027	8742	5027	8742	8742	8758	3491	3492	2701	1797	4797	1797	4329	4329	3637	3830	4037	3731	5027	5027	3675	
Orissa - Rest	4669	7959	4669	7959	7959	8336	2796	3348	2005	1640	4314	1640	4091	4091	3151	3351	3860	3849	4669	4669	3258	
Chattisgarh	2264	8369	2264	8369	8369	7386	1602	2188	1615	1604	4273	1604	4040	4040	3100	3300	3810	3800	2264	2264	2806	
MP - East & North	2708	8216	2708	8216	8216	6116	1200	2143	2090	791	4208	791	4659	4659	3513	3506	3130	3129	2708	2708	3337	
Assam, Meghalaya & NES	5378	8974	5378	8974	8974	9595	3743	4058	1281	909	3894	909	2788	2788	1843	2037	2320	2310	5378	5378	6189	
TN - Chennai	5061	10300	5061	10300	10300	3635	4799	5232	4360	4828	7947	4828	7457	7457	6517	6717	7227	7217	5061	5061	5539	
TN - West & South	5690	10929	5690	10929	10929	4263	5402	5835	4989	5376	8596	5376	8096	8096	7156	7356	7866	7856	5690	5690	6142	
Pondicherry	5032	10271	5032	10271	10271	3605	4773	5206	4331	4988	8150	4988	7701	7701	7031	7231	7741	7731	5032	5032	5513	
Telangana	3869	8801	3869	8801	8801	2238	3007	3440	2657	3412	6484	3412	6006	6006	5066	5266	5776	5766	3869	3869	4257	
AP	3784	8921	3784	8921	8921	2347	3007	3440	2561	3234	6263	3234	5776	5776	4826	6363	5536	5526	3784	3784	4246	
Karnataka - West & East	5043	10384	5043	10384	10384	2798	4674	5106	4331	4508	7694	4508	7204	7204	6264	6464	6974	6964	5043	5043	5403	
Kerala	7204	12443	7204	12443	12443	5777	6807	7239	6492	6598	9913	6598	9043	9043	8133	8333	8843	8833	7204	7204	7536	
Delhi	1686	7429	1686	7429	7429	3050	1473	1498	1802	1701	4370	1701	4494	4494	3650	3743	4072	4062	1686	1686	2533	
Haryana	1682	7409	1682	7409	7409	3068	1061	1493	1443	1790	4459	1790	4518	4518	3768	3868	4153	4143	1682	1682	2373	
UP - West	2358	8040	2358	8040	8040	2938	1350	1375	1842	1636	4305	1636	4583	4583	4041	3631	3977	3967	2358	2358	2866	
UP - Kanpur	3076	8397	3076	8397	8397	3294	2455	2887	2375	2210	5015	2210	4990	4990	3996	4139	4512	4502	3076	3076	3893	
UP - Varanasi	3465	8706	3465	8706	8706	3351	2835	3268	2756	2468	5662	2468	5399	5399	4255	4598	4746	4736	3465	3465	4390	
Uttaranchal	3556	10616	3556	10616	10616	3857	2266	2513	3103	2113	4999	2113	4700	4700	4006	3542	4052	4042	3556	3556	4480	
Punjab	2019	7307	2019	7307	7307	2846	897	1571	1634	1649	5070	1649	5044	5044	3648	4243	4049	4039	2019	2019	2943	
Chandigarh	1532	7247	1532	7247	7247	2813	842	1275	1579	1440	4109	1440	4064	4064	3363	3557	3834	3824	1532	1532	2456	
Himachal	2837	7891	2837	7891	7891	2892	870	1292	2239	1579	4248	1579	4087	4087	3042	3237	3518	3508	2837	2837	3666	
Jammu	1777	6999	1777	6999	6999	3204	783	1216	823	1512	4181	1512	4230	4230	3280	3480	3990	3980	1777	1777	2702	
Rajasthan - East & Alwar	3407	9999	3407	9999	9999	3741	2786	3219	2707	2772	5441	2772	5688	5688	4405	5038	5115	5105	3407	3407	4139	
Rajasthan - West & South	4168	10327	4168	10327	10327	4973	3444	3877	3767	3431	6617	3431	7171	7171	5624	6370	5856	5846	4168	4168	5092	
Maharashtra - Mumbai & South	5601	10943	5601	10943	10943	4174	5121	5554	4890	4739	7838	4739	7908	7908	6818	7018	7528	7518	5601	5601	5545	
Maharashtra - Khandesh	3318	9477	3318	9477	9477	2709	3665	4098	3424	3456	6491	3456	6201	6201	5261	5461	5971	5961	3318	3318	3273	
Maharashtra - Vidharbha	2033	8192	2033	8192	8192	1414	2188	2111	2140	2206	5188	2206	4898	4898	3968	4168	4678	4668	2033	2033	2102	
Goa	3688	9950	3688	9950	9950	2251	3275	4514	2977	3848	7014	3848	6524	6524	5584	5784	6294	6284	3688	3688	4005	
Gujarat - East & South	4680	10530	4680	10530	10530	3280	3842	4762	4000	3870	7194	3870	6514	6514	5034	5774	6284	6274	4680	4680	5042	
Gujarat-West	5801	11651	5801	11651	11651	4401	4868	5788	5121	4711	8105	4711	7415	7415	5875	6675	7185	7175	5801	5801	6068	
MP - West	3591	9342	3591	9342	9342	2574	3119	3960	3299	3378	6558	3378	6078	6078	5137	5337	5846	5834	3591	3591	3859	
Daman / Silvassa	5539	10369	5539	10369	10369	3601	3989	4829	3702	4770	7550	4770	7060	7060	6130	6330	6840	6830	5539	5539	5146	

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

**Annexure - II**

Circular No : HPL / PM / 17-18 / 02  
 Effective : 1-Apr-17



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

	M 110	M 106	M108	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 - South & West	92040	94201	90915	94764	95889	97340	93622	96607	98346	106164	107010	109540	104991	105553	105489	108098	109898	107233	86591
WB - North	93733	96106	92608	96668	97793	99244	95315	98300	100039	107857	108703	111233	106895	107458	107394	110002	111802	109137	88284
Bihar	92506	95750	91943	96875	97437	97261	98757	98059	101065	107600	108476	110975	104184	104747	104854	106773	108707	106945	87284
Jharkhand	92034	94269	91472	95394	95957	95823	97707	97542	100507	107263	108217	110638	103780	104343	104337	106369	108370	106421	89223
Orissa - North East	92589	94885	92027	96010	96573	94869	99302	97237	100431	107069	108134	110444	103793	104356	104277	106313	108092	106254	87168
Orissa - North West	92375	94798	91812	95923	96485	94892	97477	98376	99379	107483	108383	110858	104149	104712	104365	106398	108528	106735	89509
Orissa - Rest	92601	95480	92038	96605	97167	95168	98083	98361	99985	107483	108750	110858	104218	104781	104714	106738	108528	106403	89801
Chattisgarh	95675	95433	95113	96558	97121	96652	99795	100036	100793	107893	109165	111268	104691	105254	105186	107211	109000	106874	90678
MP - East & North	95828	96338	95265	97463	98026	98814	100900	100739	100911	109460	109891	112835	104728	105291	105455	107713	110498	108362	90733
Assam, Meghalaya & NES	94023	96835	93460	97960	98523	96249	99237	99783	103019	110525	111442	113900	108181	108744	108682	110713	112757	110631	88723
TN - Chennai	94808	95214	94246	96339	96902	102826	97935	98348	99985	106003	107312	109378	102801	103364	103296	105321	107110	104984	89340
TN - West & South	95124	95530	94561	96655	97218	103142	98166	98579	100300	106295	107605	109670	103105	103667	103600	105625	107414	105287	89571
Pondicherry	95296	95702	94734	96827	97390	103314	98369	98782	100472	106228	107538	109603	102981	103544	103172	105197	106986	104860	89774
Telangana	95699	96450	95137	97575	98138	103947	99551	99964	101451	107195	108507	110570	103982	104545	104477	106502	108291	106165	90382
AP	95367	95888	94805	97013	97576	103396	99171	99584	101130	107015	108328	110390	103814	104376	104320	105685	108134	106007	90014
Karnataka - West & East	95512	95803	94950	96928	97491	104450	98683	99096	100700	106970	108280	110345	103769	104331	104264	106289	108077	105951	90100
Kerala	94385	94791	93822	95916	96479	102403	97443	97856	99573	105778	107087	109153	103004	103566	103465	105490	107279	105152	88859
Delhi	97817	98169	97255	99294	99857	103209	101432	102304	102075	109276	110549	112651	105859	106421	106246	108391	110384	108257	92478
Haryana	97654	98002	97091	99127	99689	102998	101727	102140	102309	109006	110279	112381	105642	106204	105923	108060	110102	107976	92488
UP - West	96876	97274	96314	98399	98961	103127	101386	102258	101845	109164	110436	112539	105550	106113	105598	108309	110282	108156	91917
UP - Kanpur	95635	96383	95072	97508	98071	102236	99708	100122	100810	108084	109203	111459	104603	105166	105159	107249	109191	107065	90328
UP - Varanasi	94980	95793	94418	96918	97480	101929	99064	99477	100166	107578	108258	110953	103900	104462	104625	106488	108685	106559	89552
Uttaranchal	95717	94075	95155	95200	95762	101791	100543	101165	100614	108815	109843	112190	105118	105680	105336	108108	109896	107770	90290
Punjab	97700	98596	97138	99721	100284	103728	102337	102480	102521	109591	110018	112966	105529	106091	106537	108118	110699	108572	92273
Chandigarh	98193	98601	97630	99726	100288	103702	102343	102757	102527	109771	111044	113146	106570	107132	106796	108828	110879	108752	92766
Himachal	96825	97439	96262	98564	99126	103175	102413	102838	101885	109715	110988	113090	106106	106669	106720	108750	110796	108670	91505
Jammu	98764	99832	98201	100957	101520	104215	103257	103670	104225	110536	111809	113911	107335	107897	107841	109866	111655	109529	93336
Rajasthan - East & Alwar	95715	95090	95152	96215	96778	102243	99788	100201	100890	107904	109176	111279	104327	104890	105209	106746	109022	106896	90504
Rajasthan - West & South	95599	95555	95037	96680	97243	101691	99788	100201	100438	107904	108595	111279	103492	104055	104670	106081	109022	106896	90172
Maharashtra - Mumbai & South	94000	94291	93437	95416	95978	102018	97394	97807	99188	105924	107234	109299	102092	102655	102756	104781	106570	104444	89155
Maharashtra - Khandesh	95920	95291	95357	96416	96978	103017	98455	98868	100187	106790	108100	110165	103364	103926	103859	105884	107672	105546	91134
Maharashtra - Vidharbha	96832	96203	96270	97328	97891	103941	99643	100630	101100	107724	109034	111099	104297	104860	104781	106806	108595	106469	91978
Goa	96834	96090	96272	97215	97777	104863	100077	99584	102022	107533	108842	110908	104331	104894	104826	106851	108640	106514	91494
Gujarat - East & South	94784	94503	94222	95628	96191	102772	98609	98474	99937	106678	107706	110053	103409	103971	104511	105929	107717	105591	89497
Gujarat-West	94234	93953	93671	95078	95640	102221	98086	97951	99386	106363	107391	109738	103105	103667	104275	105625	107414	105287	88973
MP - West	95842	95673	95280	96798	97361	103400	99274	99228	100559	107083	108255	110458	103733	104295	104229	106253	108044	105919	90680
Daman / Silvassa	93656	94523	93094	95648	96210	102249	98775	98729	100110	105521	107144	109371	102632	103195	103116	105141	106930	104804	89711

**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 / 17-18 / 02

Effective : 1-Apr-17

**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. Non-prime grades would be cheaper by Rs 900 PMT compared to corresponding prime grades.																																	
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																																	
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	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>300 MT</th> <th>400 MT</th> <th>500 MT</th> <th>600 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>700</td> <td>750</td> <td>800</td> <td>850</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>610</td> <td>660</td> <td>700</td> <td>740</td> <td>790</td> </tr> </tbody> </table>			Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	300 MT	400 MT	500 MT	600 MT	700 MT	QLI	300	400	450	550	650	700	750	800	850	900	Contract QLI	260	350	390	480	570	610	660	700	740	790
Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	300 MT	400 MT	500 MT	600 MT	700 MT																									
QLI	300	400	450	550	650	700	750	800	850	900																									
Contract QLI	260	350	390	480	570	610	660	700	740	790																									
I	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.																																	
J	Territory	As per Annexure - IV attached. Locational Adjustment would be applicable accordingly.																																	
K	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> : M103sNP, M106s NP and M108s NP grades to remain Rs 800/MT lower than corresponding NP grades																																	

**Annexure -IV**

Circular No : HPL / PM / 17-18 / 02  
 Effective : 1-Apr-17

**Territory Division**

Sl No.	Territory	Districts
1	West Bengal (South & West)	Kolkata, Howrah, North & South 24 Paraganas, Hooghly, Purba & Paschim Medinipur, Purulia
2	West Bengal ( Central)	Bardhaman , Bankura, Birbhum, Murshidabad & Nadia
3	West Bengal (North)	Darjeeling, Jalpaiguri, Alipurduar, Uttar & Dakshin Dinajpur , Cooch Behar, Malda
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	Meghalaya & NE states	Meghalaya, Arunachal, Manipur, Tripura, Nagaland, Mizoram
8	Assam	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	MP (North)	Guna, Shivpuri, Sheopur, Gwalior, Datia, Morena, Bhind
11	MP ( West )	Badwani , Betul , Bhopal , Dhar , Indore , Khandwa , Ratlam, Shajapur, Ujjain , Nimar , Chhindhara
12	Maharashtra - Mumbai	Mumbai , Ahmednagar , Dhule , Nashik , Pune , Raigarh , Thane
13	Maharashtra - South	Ratnagiri, Satara, Sangli, Kolhapur, Sindhudurg, Solapur
14	Maharashtra - Khandesh	Aurangabad , Beed , Jalna , Jalgaon , Hingoli , Latur , Parvani , Nanded , Buldhana,
15	Maharashtra - Vidharva	Nagpur , Akola , Amravati , Bhandara , Chandrapur , Garhchiroli , Wardah , Gondia Yavatmal
16	Tamilnadu ( Chennai )	Chennai , Kanchipuram , Thiruvallur , Thiruvannamalai , Vellore , Viluppuram Cuddalore
17	Tamilnadu (West)	Dharmapuri, Salem, Namakkal, Erode, Coimbatore, Udyagamandalam
18	Tamilnadu ( South )	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 , Bareilly , Baraut , Bijnor , Bulandsahar , Etah , Firozabad , Gaziabad , Mathura , Meerut , Moradabad , Muzzafarnagar , Rampur , Saharanpur , NOIDA.
22	Rajasthan ( East )	Jaipur , Jhunjhuna , Bharatpur , Dausa , Sikar, Karauli , Dhaulpur, Swai- Madhopur, Tonk, Bundi, Kota, Baran, Jhalawar
23	Rajasthan (Alwar)	Alwar
24	Rajasthan ( West )	Bikaner , Azmer & other districts of Rajasthan.
25	Rajasthan ( South )	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	Andhra Pradesh ( AP )	Srikakulam, Vizianagaram, Vishakhapatnam, East & West Godavari, Krishna, Guntur, Prakasam, Nellore , Kurnool , Ananthpur , Cuddapah , Chittoor
29	Telangana	Hyderabad , Adilabad, Nizamabad, Karimnagar , Medak , Warangal, Khammam , Ranga Reddy, Nalgonda , Mehboobnagar.
30	Gujarat ( East )	Ahmedabad , Anand, Basankanta , Baruch , Dahod , Gandhinagar, Kheda , Mehsana, Narmada , Panchmahal , Patan , Sabarkantha, Surendranagar, Vadodara
31	Gujarat (South)	Surat, Navsari, The Dangs, Valsad
32	Gujarat ( West )	Amreli , Bhavnagar , Jamnagar , Junagadh , Kachchh, Porbandar , Rajkot