

Ref.: NAL/MKTG/DOM/2021/351

Date: 19.10.2021

Dear Valued Customer,

Subject: Amendments to the MoU Scheme of Aluminium Metal for FY'2021-22.

The following amendments to the MoU scheme of Aluminium Metal (excluding Rolled Products) for FY'2021-22 shall be applicable: -

- a. The customers signing MoU for Aluminium Metal (excl. RP) with NALCO from October 2021 onwards for 3-month and 6-month MoU shall be eligible for 90% of the Total Graded MoU Reward, instead of existing 80% during Q3 and 85% during Q4. The Annual reward portion for such customers will be paid at the end of the FY'21-22 if they have successfully lifted their signed 3-month and 6-month MoU quantity. The quarter wise share of Monthly, Quarterly and 6M / 3M MoU Annual reward is tabulated below: -

Quarter	%age of Total MoU Reward for 6M / 3M MoU		
	Monthly	Quarterly	Six or Three-Month Annual MoU Reward
Q3	35%	45%	10%
Q4	35%	50%	5%

For such 3-month and 6-month MoU customers, the minimum monthly eligibility criteria for Oct'21 will be 50% of the Monthly MoU quantity for availing all rewards of the MoU including consistency reward.

- b. A flat MoU Enhancement Reward may be offered to existing MoU customers of Aluminium Metal (excl. RP) who opt to increase their MoU quantity for the period Oct 2021 to Mar 2022, as per the following slabs:

S. No.	Net monthly increase in MoU Qty (in MT)	Net MoU Enhancement Reward (in Rs. Per MT)
1.	≥50 MT to <500 MT	1,000
2.	≥500 MT to <1000 MT	1,500
3.	≥1000 MT to < 2000 MT	2,000
4.	≥2000 MT	2,500

The above Reward will be applicable for the additional quantity lifted during Oct, 2021 to Mar, 2022, over and above their signed/ revised MoU quantity for this period as agreed prior to October 2021. This reward is will be disbursed by way of credit note upon successful lifting of revised MoU quantity at the end of Financial Year 2021-22.

- c. An additional slab for Graded MoU Reward is introduced in the MoU Scheme for Aluminium Metal (excluding Rolled Products) as per the following:

Existing Graded MoU Reward Slabs		Proposed Graded MoU Reward Slabs	
Annual MoU Qty (MT)	Total MoU Reward in %	Annual MoU Qty (MT)	Total MoU Reward in %
≥ 96 < 600	2.40	≥ 96 < 600	2.40
≥ 600 < 1200	2.45	≥ 600 < 1200	2.45
≥ 1200 < 3000	2.50	≥ 1200 < 3000	2.50
≥ 3000 < 6000	2.60	≥ 3000 < 6000	2.60

≥ 6000 < 12000	2.70	≥ 6000 < 12000	2.70
≥ 12000 < 18000	2.85	≥ 12000 < 18000	2.85
≥ 18000 < 24000	3.00	≥ 18000 < 24000	3.00
≥ 24000 < 30000	3.15	≥ 24000 < 30000	3.15
≥ 30000 < 42000	3.30	≥ 30000 < 42000	3.30
≥ 42000	3.45	≥ 42000 < 54000	3.45
		≥ 54000	3.60

d. The last date for receipt of MoU Signing/Revision requests to be read as 25.10.2021 instead of existing.

e. All other terms and conditions of the MoU Scheme remain unchanged.

Thanking you.

For National Aluminium Company Ltd.,

(Authorized Signatory)