

COAL INDIA LIMITED

(A Govt. of India Undertaking)
A Maharatna Company
Marketing Division
15 Park Street
Kolkata-700 016



Phone : 22293421, 22293425
033-22172559
Fax : 033-2217-2338

Ref: CIL:CMO:47252(New Pol) : 376

Date: 17-4-2014

To
The General Manager (S&M)
ECL/BCCL/CCL/MCL/SECL/WCL/NCL/NEC

Dear Sirs,

Sub : Modification in the Performance Incentive provision under Model FSAs for Non Power Consumers

In the GM Coordination meeting held on 13.1.2014, it was deliberated that some clarity shall be brought in the provision for computation of performance incentive clause in case of non power model FSAs to clarify that such PI is applicable only on actual delivered quantity of coal. The relevant provision of the Performance Incentive clause of Non Power FSA models has been modified to impart the required clarity as below:

Clause No.	Existing Provision	Modified Provision
4.11.1 High Demand	<u>Performance Incentive</u> Additional Deliveries := Quantity [in tones] of Coal delivered by the Seller in the relevant Year in excess of 90% of the ACQ	<u>Performance Incentive</u> Additional Deliveries := Actual Quantity [in tones] of Coal delivered by the Seller in the relevant Year in excess of 90% of the ACQ
4.10.1 Medium Demand		
4.9.1 Low Demand		

The above is issued with the approval of the competent authority.

This is for your taking necessary action in this regard.

Yours faithfully

General Manager (S&M)

Cc:-
Dir(Marketing),CIL
TS to Chairman
General Manager(New Delhi),RSO,CIL
General Manager (S&M/Comml)/GM(SO)/GM(Fin)