17th March 2026

RELIANCE INDUSTRIES Ltd.
PP Business

PP Annual Purchase Requirement FY 2026-27 (effective 1st April 2026)

1. Preamble:

1.1. The Annual Purchase Requirement (Hereby referred to as APR) will be applicable to all actual users/dealers for domestic sales.

1.2. Customer's Annual Purchase Requirement Quantity of 5 MT/Month and above in Domestic Route will get recorded based on letter (Annexure A) from customer (duly signed and stamped scanned copy on mail), to be received by **31st March, 2026.**

1.3. Grouping policy shall be considered for eligibility for APR discounts. In case Group constituents change/ new group form during 2026-27, such New Group entity will be considered for APR with the required lifting as per new group.

1.4. The Annual Purchase Requirement for FY 2026-27 will be applicable for the period (1st April'26 to 31st March'27).

2. **Performance Discounts:** Discounts will consist of 3 parts viz., Monthly, Half yearly & Annual Discounts.

2.1. **Monthly Discount:** Rs. 700/MT

2.1.1. This discount will be applicable if Customer's minimum off-take is 6.5% of Annualized APR. Upper ceiling for this discount will be 12% of the Annualized APR.

2.2. **Half Yearly Discount:** Rs. 400/MT

2.2.1. The discount will be applicable if Customer's minimum half yearly off-take is 44% of the Annualized APR. Upper ceiling for this discount will be 66% of the Annualized APR. Half-yearly discount will be disbursed only on successful completion of both quarters.

2.2.2. Minimum Quarterly offtake to be 22% of the Annualized APR quantity.

2.2.3. Maximum one quarterly default is allowed in a year provided lifting is equal to or more than 17% of the Annualized APR.

2.3. **Annual Discount:** Rs. 400/MT

2.3.1. Based on Annual MoU completion (Rs 400/MT):

The discount of Rs. 400/MT will be applicable if customer successfully completes both half yearly quantities (as per Clause 2.2) or minimum 85% of the signed APR. In case Customer's actual off take is less than the signed APR, this discount will be disbursed on a proportionate basis, subject to Customer's lifting being at least 85% of the signed APR (or if customer successfully completes both half yearly quantities as per clause 2.2, as illustrated below:

Signed APR	:180 MT
Actual Annual off take	:155 MT
% Completion	:86% (155/180)

Proportionate Annual Discount on 155 MT is Rs. 344/MT, i.e., 86% of Rs. 400/MT.

2.3.2. Upper ceiling for Annual discount disbursal will be 125%, this will be applicable to 2.3.1.

2.3.3. Structure of the discounts is mentioned in the table below-

Product	PP		
Min. Annualized Qty.	60 MTA		
Criteria	Min.	Max	Discount
Monthly	6.50%	12%	700
Quarterly	22%	33%	0
Half-yearly*	44%	66%	400
Annual	85%	125%	400

3. Others:

3.1. All Late entrants / upward revisions (May'26 onwards) will be allowed at the start of each month with RM & RA and BM approval. All such proposals to be received at HO by 20th of every month.

3.2. In case of new entrant/enhancement in the 2nd/3rd month in any quarter minimum quarterly requirement will be 14% and 7% respectively of the annualized APR.

3.3. In case of new entrant/enhancement in the 2nd/3rd month in any quarter minimum half yearly requirement will be 36% and 29% respectively of the annualized APR.

3.4. Customers would be eligible for APR discounts on actual lifting in case of shortfall in meeting the minimum lifting criterion due to non-availability and non-dispatch or partial dispatch by RIL (Clause 3.5), with the approval of BH and BA. This will be applicable only to customer signing min APR qty of 15 MT/Month.

3.5. This criterion is applicable to all valid orders placed at Regional Office in SAP on or before 25th of the month (23rd for the month of Feb), with a scheduled delivery date on or before 27th of the month (25th for the month of Feb). This is also applicable to one-time relaxation clause of 17% for quarterly (2.2.3). Also, this will be applicable for Annual waiver criteria of >=85%. (2.3.1)

3.6. For all defaults up to 10 MT (applicable to monthly, quarterly, half yearly and annual criteria including one-time relaxation clause of 17% for quarterly), following 2 dispensations to be used even if default is due to MNA/MND. Default on APR quantity up to 10 MT, will be as per the following matrix:

Default	Approving Authority
1st Default	RM/RA
2nd Default	BH/BA

Proposal for 2nd default to be received at HO by 20th of subsequent month. RM & RA approved default customers list to be received at HO by 25th of every month.

3.7. Only valid orders of planned grades shall be considered for default proposal for MNA.

3.8. Late entrants & cases where registered quantity has been revised upwards during the year shall be subject to BM approval, the revised APR will be annualized as per the following:

- Original APR - A, Revised APR - B, Annualized Qty - C,
- Example. Say, Original APR is to be enhanced w.e.f. August;
- Revised APR shall be B= (A*4/12+Assured quantity to be lifted in balance 8 months)
- then Annualized APR Qty shall be calculated as C = {B - (A*4/12)}*12/8

- All minimum & maximum monthly, quarterly, half yearly and annual quantities will be applicable on C for the balance period.

3.9. Customer's off take to be rounded off to the nearest integer for calculating eligibility for Monthly, Half yearly and Annual discounts.

3.10. Price and other terms & conditions of sales operative at the time of removal of goods would be applicable.

3.11. Off-take from Ex-works, Ex-depot of RIL and CS Depot can be clubbed.

3.12. Approved Group companies (including approved satellite companies) off-take will be clubbed.

3.13. All grades of sector under EXT / TQ / ICP / RCP, non DPR F&F/ IM HP customer and non-contractual BOPP customer under deemed export will be considered for APR scheme eligibility. However, APR discounts will be disbursed against domestic sales quantity only.

3.14. Non - contractual lifting of Hygiene, BOPP & ICP shall be considered for APR eligibility and disbursement.

3.15. The Annual Purchase Requirement will be applicable to prime and non-prime grades only. Utility, Plant / warehouse sweepings, waste and sample sales will be excluded.

3.16. Customers who progressively complete all monthly, quarterly and half yearly conditions during the year would be assured priority in services.

3.17. If any material is certified by PARC/Plant for return or down gradation (to utility grade), the quantity so certified will be eligible for fulfilment of Monthly, Half yearly and Annual minimum lifting criteria. However, APR discounts will not be disbursed on such quantity.

3.18. This Annual Purchase Requirement will be subject to Force Majeure clause and production at RIL plants.

4. Disbursement of Discounts:

Discounts will be passed on in the form of post-sale credit notes as per the following schedule:

4.1. Monthly – By 15th of the following month, i.e., for April, disbursement will be by 15th May 2026.

4.2. Half Yearly – By 15th of the following month, after completion of relevant quarter i.e., for H1, disbursement will be by 15th October 2026.

4.3. Annual - At the beginning of next financial year, by 20th April 2027.