ONGC Petro-additions Limited
4th Floor, 35, Nutan Bharat Co-operative Housing Society Limited, R.C Dutt Road, Alkapuri,
Vadodara – 390007, Phone: 0265-6192600, Fax No: 0265-6192666
www.opalindia.in

EXPRESSION OF INTEREST (EOI)

FOR

SUPPLY OF PETROCHEMICAL GRADE NAPHTHA

EOI Reference No. OPaL/Naphtha/2026/EOI/01
EOI Publishing Date: November 2, 2026

Important dates

Closing date for EOI submission	**November 23, 2026**
EOI submission method	Through email
Email ID for EOI submission	**naphtha.RFQ@opalindia.in**
Subject of email while submitting EOI offer	"EOI for Naphtha Supply"

ONGC Petro-additions Limited
4th Floor, 35, Nutan Bharat Co-operative Housing Society Limited,
R.C Dutt Road, Alkapuri, Vadodara – 390007, Phone: 0265-6192600, Fax No: 0265-6192666

EXPRESSION OF INTEREST (EOI)

FOR LONG-TERM SUPPLY OF NAPHTHA TO ONGC PETRO ADDITIONS LIMITED (OPaL)

1. INVITATION FOR EXPRESSION OF INTEREST

1.1. ONGC Petro additions Limited (OPaL), a leading petrochemical company operating an integrated petrochemical complex at Dahej, Gujarat, India, invites Expressions of Interest (EOIs) from established international Naphtha producers/ refiners for entering into long-term Naphtha supply arrangements with OPaL.

1.2. OPaL operates an integrated petrochemical complex producing Ethylene, Propylene and other downstream petrochemical products. Naphtha constitutes a critical feedstock for the complex, and its reliable availability, quality and delivered cost have a direct bearing on operating rates, production yields and overall operational and commercial performance.

1.3. For further information about OPaL, its business operations and product portfolio, please visit our official website: **www.opalindia.in.**

1.4. With a view to strengthening feedstock security and establishing reliable long-term supply arrangements, **OPaL intends to enter into supply agreements with suitable international Naphtha producers/ refiners for a period of one (1) or two (2) years,** subject to mutually agreed contractual terms.

1.5. Interested producers/ refiners are requested to submit their EOI responses in accordance with the requirements set out in this document.

2. EOI OBJECTIVES

2.1. The principal objectives of this EOI are to:

a) Identify reputed international Naphtha producers/ refiners having established production facilities and the capability to supply Naphtha meeting OPaL's technical specifications.

b) Establish long-term supply arrangements to ensure continuity and reliability of Naphtha availability.

c) **Secure firm annual supply commitments** while retaining flexibility to procure additional quantities on a best-endeavour basis.

d) Assess the production capacity, supply capabilities, technical suitability and logistics arrangements of prospective suppliers.

e) Facilitate the subsequent procurement process for finalization of supply agreements on commercially competitive and mutually acceptable terms.

3. CONNECTIVITY AND LOGISTICS INFRASTRUCTURE

3.1. Marine Connectivity – GCPL Port, Dahej, Gujarat, India

- OPaL has hired dedicated storage tankage at Gujarat Chemical Port Limited (GCPL), Dahej, Gujarat, India, which is connected to OPaL's plant premises through a dedicated pipeline for the receipt and transfer of Naphtha.
- GCPL Port is equipped to handle Medium Range (MR) vessels. Accordingly, marine shipments to OPaL through GCPL are required to be planned in accordance with the port's vessel-handling capabilities and operational constraints.

3.2. Pipeline Connectivity – ONGC Hazira, Gujarat, India

- OPaL is connected to ONGC's Naphtha handling facilities at Hazira, Gujarat, through a dedicated pipeline, enabling direct transportation of Naphtha from ONGC Hazira to OPaL's plant premises.

4. ANNUAL QUANTITY REQUIREMENT

OPaL envisages an aggregate annual Naphtha requirement of up to 600,000 metric tonnes, comprising the following two components:

Particulars	Annual Quantity	Nature of Commitment
Firm quantity	**350,000 MT (350 KTPA)**	**Firm annual commitment by both parties under the executed supply agreement**
Additional quantity	Up to 250,000 MT (250 KTPA)	Best-endeavor basis, subject to mutual agreement
Total potential requirement	**Up to 600,000 MT (600 KTPA)**	**Aggregate firm and additional quantity**

4.1. Firm Quantity — 350 KTPA

- The aggregate firm annual requirement of OPaL is 350,000 metric tonnes of Naphtha.
- Prospective suppliers shall indicate the firm annual quantity they are willing and capable of supplying to OPaL. OPaL may allocate the aggregate firm requirement among one or more selected suppliers based on their respective production capacity, quantity availability, technical suitability, supply reliability and the outcome of the applicable procurement process.

- The firm quantity allocated to each selected supplier shall be finalized by OPaL and incorporated into the respective supply agreement. The selected supplier and OPaL shall be obligated to fulfil their corresponding supply and purchase commitments in accordance with the executed agreement.
- The firm quantity commitment shall be subject to mutually agreed provisions concerning monthly nominations, delivery schedules, operational tolerances, quality requirements, force majeure and other contractual conditions.

4.2. Additional Quantity — Up to 250 KTPA on Best-endeavour Basis

- In addition to the firm quantity, OPaL may require up to 250,000 metric tonnes of Naphtha per contract year on a best-endeavour basis.
- Suppliers are requested to indicate the additional quantity they may be able to make available, over and above their proposed firm commitment, subject to production availability, operational considerations and other relevant constraints.
- The additional quantity shall be supplied only upon mutual agreement between OPaL and the respective supplier regarding the quantity, delivery schedule, applicable commercial terms and other relevant conditions.
- Unless expressly agreed otherwise in writing, this additional quantity shall not constitute a binding annual supply or purchase obligation on either party.

4.3. Quantity Allocation

- The quantities indicated above represent OPaL's aggregate annual requirement and are not intended to constitute a minimum individual allocation to every participating supplier.
- OPaL reserves the right to allocate the firm requirement among one or more eligible suppliers, considering their respective offers and the outcome of the procurement process.
- Submission of an EOI shall not guarantee any minimum allocation, selection or award of a supply agreement.

5. CONTRACT TENURE

- OPaL intends to enter into supply arrangements for either of the following contract tenures:
  - One (1) year; or
  - Two (2) years.
- Prospective suppliers shall indicate their willingness to participate in a one-year and/or two-year supply arrangement and specify their preferred tenure.

- The contract commencement date, definition of the contract year, annual quantity obligations, applicable delivery schedules and any extension provisions shall be finalized during the subsequent procurement process and incorporated into the definitive supply agreement.

6. DELIVERY LOCATION AND SUPPLY ARRANGEMENT

- The designated discharge port for Naphtha supplies under the proposed arrangement shall be: **GCPL Port, Dahej, Gujarat, India.**
- OPaL intends to consider imported Naphtha supplies, subject to the technical specifications, applicable regulations and mutually agreed delivery arrangements.
- Prospective suppliers shall provide details of their proposed supply source, producing facility, country of origin and delivery logistics.
- For imported Naphtha, suppliers shall indicate their proposed loading port, country of origin, shipment arrangements, expected transit time, cargo size and proposed delivery basis at GCPL Port, Dahej.
- The final delivery basis, including the applicable Incoterm where relevant, transfer of title and risk, freight and insurance responsibilities, port charges, inspection arrangements and other associated obligations, shall be agreed between OPaL and the selected supplier.
- All supplies shall be coordinated with the receiving, storage, handling and operational requirements of OPaL at Dahej.

7. TECHNICAL SPECIFICATIONS AND QUALITY REQUIREMENTS

- The Naphtha supplied under the proposed arrangement shall conform to OPaL's technical specifications set out in **Annexure A — Naphtha Technical Specifications**, which shall form part of the EOI documentation.
- Prospective suppliers shall review the attached specification sheet and confirm their capability to supply Naphtha in conformity with the stipulated requirements.
- Each EOI response shall include:
  a) Confirmation of the supplier's ability to meet the specifications stipulated in Annexure A.
  b) A representative product assay and typical quality certificate for the proposed Naphtha source.
  c) Details of the producing refinery and the source of the proposed product.
  d) Disclosure of any deviations from the stipulated specifications, together with the relevant technical details.
  e) A Material Safety Data Sheet/Safety Data Sheet (MSDS/SDS) for the product.

f) Details of any variations in product quality that may arise due to changes in crude slate, refinery operations or production source.

- Any deviation from the stipulated specifications shall be expressly identified in the EOI response. OPaL shall evaluate technical suitability in accordance with its requirements and may seek additional information or clarification.
- The final contractual provisions concerning quality determination, sampling, inspection, quantity measurement, off-specification material and remedies for non-compliance shall be incorporated into the definitive supply agreement.

8. SUPPLIER ELIGIBILITY AND CREDENTIALS

- This EOI is intended for established international Naphtha producers/refiners having the technical and operational capability to supply Naphtha directly from their production facilities.
- Applicants shall submit the following information:

8.1. Corporate and General Information (ANNEXURE B)

a) Full legal name of the applicant.
b) Registered office address and country of incorporation.
c) Details of the manufacturing/refining facility from which Naphtha is proposed to be supplied.
d) Name, designation, telephone number and email address of the authorized representative.
e) Brief profile of the company and its principal business activities.
f) Details of applicable registrations, licences and statutory authorizations.

8.2. Production Capacity and Product Availability (ANNEXURE C)

a) Total annual Naphtha production capacity of the relevant refinery/production facility.
b) Estimated annual quantity available for merchant sale, after accounting for captive consumption and existing contractual commitments.
c) Firm annual quantity that the applicant is willing to commit to OPaL.
d) Additional quantity that may be made available on a best-endeavour basis.
e) Ability to maintain supply throughout the proposed contract tenure.
f) Details of refinery configuration and relevant production capabilities, as applicable.

8.3. Supply Experience and Reliability (ANNEXURE D)

a) Experience in supplying Naphtha to petrochemical complexes, refineries or other industrial consumers.

b) Details of significant international supply arrangements, where applicable.
c) Export experience and established logistics arrangements, where applicable.
d) Details of the proposed supply route and arrangements for ensuring continuity of supply.
e) Any material production, transportation or operational constraints that may affect the proposed supply arrangement.

8.4. Financial and Compliance Credentials

a) Audited financial statements for the latest three financial years, where available and requested by OPaL during evaluation.
b) Confirmation of compliance with applicable laws and regulations, including applicable sanctions and trade restrictions.
c) OPaL may request additional documents, certificates, references or supporting information for verification of the applicant's credentials.

9. COMMERCIAL TERMS AND SUBSEQUENT PROCUREMENT PROCESS

- At the EOI stage, prospective suppliers are primarily required to submit their corporate credentials, production capacity, technical information and quantity availability. **Price quotations and binding commercial offers are not required at this stage.**
- The purpose of this stage is to identify technically suitable and credible producers/refiners capable of supporting OPaL's long-term Naphtha requirements.
- Following evaluation of the EOI responses, OPaL may invite eligible respondents to participate in a subsequent procurement process for submission of detailed commercial offers and/or negotiations, as applicable under OPaL's procurement procedures.
- The subsequent commercial process may cover, inter alia:
  a) Applicable pricing benchmark and pricing formula.
  b) Premium or discount to the relevant benchmark.
  c) Pricing period and price determination methodology.
  d) Applicable INCOTERM
  e) Delivered cost at GCPL Port, Dahej, including the treatment of freight, insurance, port charges and other applicable costs.
  f) Payment terms, credit period and any applicable security requirements.
  g) Supply scheduling, cargo nominations and quantity tolerances.
  h) Contractual obligations relating to quality, quantity, delivery delays and shortfalls.
  i) Force majeure, termination, dispute resolution and other relevant contractual provisions.

j) Applicable duties, taxes and statutory levies.

- The final commercial terms shall be established through the applicable procurement process and documented in the definitive supply agreement.

10. REGULATORY AND STATUTORY COMPLIANCE

10.1. All proposed supplies shall comply with applicable Indian laws and regulations and, where applicable, the laws and regulations governing the country of origin, export, transportation and import of the product.

10.2. For imported supplies, the supplier shall provide relevant information and documentation necessary for establishing product origin and supporting applicable customs and regulatory procedures.

10.3. The supplier shall disclose the producing facility, country of origin and proposed supply route. All transactions and related counterparties, vessels, transportation arrangements and financial intermediaries shall remain subject to applicable legal and regulatory requirements.

10.4. OPaL may undertake appropriate due diligence before selecting a supplier or entering into a definitive agreement.

10.5. **Sanction Clause:** No part of the transaction including shipment/ transhipment is directly or indirectly connected to and/or involved from any place which falls under sanction, prohibition or restriction under united nations resolutions or the trade or economic sanctions, laws or regulations of the European union, United Kingdom, united states of America or Switzerland.

11. SUBMISSION OF EOI

11.1. Interested producers/refiners shall submit their EOI responses in English, duly signed by an authorized representative, on or before the date and time specified in this document.

The response shall contain the following:

a) Company profile and corporate credentials.
b) Details of the producing refinery/facility.
c) Annual Naphtha production capacity and available merchant quantity.
d) Proposed firm annual quantity commitment.
e) Additional quantity available on a best-endeavour basis.
f) Preferred contract tenure of one year and/or two years.
g) Confirmation of compliance with Annexure A.
h) Representative product assay, quality certificate and MSDS/SDS.
i) Indicative supply schedule, source of supply and delivery logistics.
j) Financial and compliance information, as applicable.
k) List of deviations, qualifications or assumptions, if any.

l) Any additional information considered relevant to the proposed supply arrangement.

OPaL may seek clarifications or additional documents from respondents within a stipulated timeframe.

12. EVALUATION AND SELECTION

12.1. OPaL shall evaluate the EOI responses with a view to identifying eligible and technically suitable producers/refiners for the proposed long-term supply arrangement.

12.2. The evaluation may consider:

a) Eligibility as a Naphtha producer/ refiner.
b) Production capacity and merchant quantity available for supply.
c) Firm annual quantity commitment and additional best-endeavour availability.
d) Conformity of the proposed product with OPaL's technical specifications.
e) Reliability of supply and the supplier's ability to support the proposed contract tenure.
f) Logistics capability and suitability of the proposed delivery arrangements.
g) Relevant supply experience.
h) Regulatory compliance and other relevant risk considerations.
i) Overall suitability for OPaL's feedstock security objectives.

12.3. OPaL may seek clarifications, verify submitted information, conduct due diligence or invite eligible respondents to participate in subsequent procurement proceedings.

12.4. Allocation of the aggregate firm requirement among selected suppliers, if any, shall be determined through the applicable procurement process and the necessary internal approvals.

13. NATURE OF EOI AND CONTRACTUAL STATUS

13.1. This EOI is issued to invite eligible Naphtha producers/refiners to express their interest and provide information for the establishment of potential long-term supply arrangements with OPaL.

13.2. Submission of an EOI shall not, by itself, create a binding obligation on OPaL to procure Naphtha or on the respondent to supply any quantity.

13.3. The firm annual quantity commitments, additional best-endeavour arrangements, contract tenure, pricing, delivery schedules and all other contractual terms shall become binding only upon execution of the definitive supply agreement by duly authorized representatives of both parties.

13.4. The EOI does not constitute a purchase order, award of contract or guarantee of any minimum allocation.

14. RESERVATION OF RIGHTS

14.1. OPaL reserves the right, subject to applicable laws and its internal procurement policies, to:

a) Amend, clarify, modify, suspend or withdraw this EOI.
b) Seek additional information or clarification from any respondent.
c) Verify the credentials, production capacity and information furnished by applicants.
d) Invite one or more respondents to participate in further discussions or a subsequent procurement process.
e) Allocate the aggregate firm quantity among one or more eligible suppliers in accordance with the applicable procurement process.
f) Accept or reject any or all responses, in whole or in part, without being obligated to provide an award to any respondent.
g) Adopt any alternative procurement approach permitted under applicable policies and procedures.

14.2. Respondents shall bear their own costs associated with the preparation and submission of EOI responses and participation in any subsequent discussions.

15. CONFIDENTIALITY

15.1. Respondents shall treat confidential information provided by OPaL in connection with this EOI in accordance with any applicable confidentiality obligations and shall not disclose such information to third parties without prior written authorization, except where disclosure is required by law.

15.2. Information submitted by respondents may be used by OPaL for evaluation, due diligence and related procurement purposes, subject to applicable law and any agreed confidentiality obligations.

16. **Note:** OPaL reserves the right to seek additional documents, certificates, references or supporting information for verification of the applicant's credentials. Submission of this information shall not, by itself, confer any right to qualification, allocation of quantity or award of a contract by OPaL.

17. CONTACT FOR CLARIFICATIONS

All queries and requests for clarification relating to this EOI shall be addressed to:

ONGC Petro additions Limited (OPaL)
Dahej, Gujarat, India
Department: Materials Management
Contact Person: Mr. Atul Mehta – DGM (MM)
Email: atul.mehta@opalindia.in **Telephone:** +91 9099008191

ANNEXURE A

NAPHTHA TECHNICAL SPECIFICATIONS

Sl. No.	Property	Test Method	Unit	Specification
1.	Paraffins	ASTM-D-5134/IP-382	(v/v) %	64 (min)
2.	Olefins	ASTM-D-5134 /IP-382	(v/v) %	5 (max)
3.	Naphthenes	ASTM-D-5134 / IP-382	(v/v) %	To report
4.	Aromatics	ASTM-D-5134/IP-382	(v/v) %	12 (Max)
5.	Arsen, Arsenic	ICP/AAS	Wt-ppb	10 (Max)
6.	Lead	ICP/AAS	Wt-ppb	10 (Max)
7.	Mercury	ICP/AAS	Wt-ppb	10 (max)
8.	Chlorides	ASTM D4929	Wt-ppm	<1
9.	Total Oxygenates	ASTM D -7423	Wt-ppm	100 (Max)
10.	Sulphur	ASTM- D 5453	Wt-ppm	300 (Max)
11.	Distillation (IBP)	ASTM- D -86/ IP-123	° C	28 (Min)
	FBP	ASTM – D- 86	° C	200 (Max)
12.	RVP at 100 ° F	ASTM-D-323/ IP-69	PSI	13 (Max)
13.	Colour	ASTM-D- 156	Saybolt	To report
14.	Density at 15.56 °C	ASTM-D -4052	gm/cc	To report
15.	CS2	ASTM-D 5623	Wt ppm	10 (Max)

Note: Heavy Metal specification includes Nickel (Ni), Chromium (Cr), Iron (Fe) and Vanadium (Va). The max limit of heavy metals (in total) is up to 50 wt-ppb. Alkali metal content is up to 50 wt-ppb max

ANNEXURE B

Corporate and General Information

1	Company Legal Name	
2	Manufacturer/ Trader	
3	Website address (if any)	
4	Registered Office Address	
5	Operational office address	
	Name and location of the refinery/production facility from which Naphtha is proposed to be supplied	
6	Years of operation	
7	**Company Legal Registration Details**	
a)	Country of incorporation	
b)	Year of incorporation	
c)	Certificate of Incorporation / Registration No. (Document to be submitted)	
d)	**Company Identification Number (CIN)** or equivalent foreign company registration number (Document to be submitted)	

8	**Import–Export Authorization**	
a)	IEC / EIN / EORI	
b)	Export License issued by competent authority in the exporter's country (Document to be submitted)	
c)	Customs Registration Certificate (Document to be submitted)	
d)	Chamber of Commerce Membership (Document to be submitted)	
9	**Tax & Financial Compliance Documents**	
a)	Tax Registration Number / VAT / GST / EIN (Document to be submitted)	
b)	Turnover details	1) FY 2025: _____ 2) FY 2024: _____ 3) FY 2023: _____ *(Financial statements to be submitted upon request by OPaL)*
10	Details of person, signing the bid.	1. Name with designation: 2. Contact Email- 3. Contact Phone No. - 4. Signature specimen Full Signature: | Short Signature, if any:

Applicants shall provide complete and accurate information as per details asked in the tables above and attach supporting documents wherever applicable.

Note: The applicant may furnish the requisite details in a separate sheet and/or attach supporting documents, duly indicating the corresponding item/reference number(s) of the above table for ease of reference.

ANNEXURE C

Production Capacity and Product Availability

Sr. No.	Particulars	Details to be furnished by the Applicant (Attachment Ref.)
1	Name and location of the refinery/production facility	
2	Total annual Naphtha production capacity of the facility (MT/year)	
3	Estimated annual Naphtha production (MT/year)	
4	Estimated annual captive consumption of Naphtha (MT/year)	
5	Estimated annual quantity committed under existing contracts (MT/year)	
6	Estimated annual quantity available for merchant sale (MT/year)	
7	Firm annual quantity proposed to be committed to OPaL (MT/year)	
8	Additional annual quantity that may be supplied on a best-endeavor basis (MT/year)	
9	Minimum and maximum monthly quantity that can be supplied to OPaL (MT/month)	
10	Ability to maintain supply throughout the proposed contract tenure, including any seasonal or operational limitations	
11	Brief details of refinery configuration and relevant Naphtha production capabilities	
12	Whether the applicant is the owner/operator of the refinery or production facility	
13	Whether the proposed Naphtha will be supplied directly from the applicant's own production facility	
14	Any other relevant information regarding production capacity and product availability	

Applicants shall provide complete and accurate information as per details asked in the tables above and attach supporting documents wherever applicable.

Note: The applicant may furnish the requisite details in a separate sheet and/or attach supporting documents, duly indicating the corresponding item/reference number(s) of the above table for ease of reference.

ANNEXURE D

Supply Experience and Reliability

Sr. No.	Particulars	Details to be furnished by the Applicant (Attachment Ref.)
1.	Number of years of experience in Naphtha production and/or supply	
2.	Experience in supplying Naphtha to petrochemical complexes, refineries or other industrial consumers	
3.	Export experience, including major destination countries, if applicable	
4.	Export experience to INDIA, if any	
5.	Details of established logistics and transportation arrangements for Naphtha supply	
6.	Proposed supply route and delivery arrangements for OPaL	
7.	Details of any material production, transportation, logistics or operational constraints that may affect supply	
8.	Details of any significant supply disruptions or failures to meet contractual commitments during the last three years, if any	
9.	Details of major customers or supply references	
10.	Details of customers or supply references in INDIA, if any	

Note:

- Applicants may attach additional sheets to provide details of major supply contracts, customer references, export credentials and logistics arrangements.
- Applicants shall provide complete and accurate information as per details asked in the tables above and attach supporting documents wherever applicable.

Note: The applicant may furnish the requisite details in a separate sheet and/or attach supporting documents, duly indicating the corresponding item/reference number(s) of the above table for ease of reference.

ANNEXURE E

Supporting documents

Sr. No.	Document	Attached (Yes/No/Not Applicable)	Remarks
1	Certificate of incorporation or equivalent registration document		
2	Applicable refinery/ production facility licenses and authorizations		
3	Documentary evidence of refinery ownership, operation or production capability		
4	Evidence of annual Naphtha production capacity and merchant availability and quantity proposed to be committed to OPaL		
5	Relevant Naphtha supply credentials, export records or customer references, where available		
6	Any other supporting document submitted by the applicant		

Applicant's Declaration

We hereby declare that the information furnished in this EOI submission and the supporting documents is true, complete and accurate to the best of our knowledge and belief. We understand that OPaL may seek clarification, additional documents or verification of the information provided and that any material misrepresentation or suppression of facts may result in rejection of our submission.

We further confirm that the applicant has the requisite production capability and intends to supply Naphtha directly from its own refinery/production facility, subject to the terms and conditions of the proposed supply arrangement.

Particulars	Details
Name of the applicant company	
Name of the authorized signatory	
Designation	
Signature	
Date	
Place	
Company seal, if applicable	