



## 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

Ref: OPaL /BDA/MM//Naphtha Enquiry/Non-Indigenous/2024-25

Date: 22-02-2024

### SUBJECT: EXPRESSION OF INTEREST FOR EMPANELEMENT OF BIDDERS FOR SALE OF NAPHTHA (IMPORTED)

#### INTRODUCTION

ONGC Petro additions Ltd., (OPaL) having its registered Office at 4<sup>th</sup> Floor, 35 Nutan Bharat Co-operative Housing Society Ltd, R. C. Dutt Road, Alkapuri, Vadodara, India -390 007, has set up a green field Mega Petrochemical Complex in the PCPIR / SEZ-1 zone at Port City of Dahej, Gujarat, India.

OPaL has set up a grass root mega Petrochemical project at Dahej, Gujarat in PCPIR/SEZ. The complex's main Dual Feed Cracker Unit has the capacity to produce 1100 KTPA Ethylene, 400 KTPA Propylene and the Associated Units consists of Pyrolysis Gasoline Hydrogenation Unit, Butadiene Extraction Unit and Benzene Extraction Unit. The Polymer plants of OPaL has 2X360 KTPA of LLDPE/HDPE Swing unit, 1X340 KTPA of Dedicated HDPE and 1x340 KTPA of PP.

**Naphtha is one of the main feed for DFCU. To meet the requirement of Naphtha, OPaL intends to procure Naphtha with the Specification as per Appendix-A.**

#### CONNECTIVITY:

<b>Marine Route</b>	OPaL has hired tankages at Gujarat Chemical Port Limited (GCPL) Dahej and has a dedicated pipeline from GCPL tankage till OPaL premises. GCPL port can handle MR vessels only.
<b>Pipeline</b>	Dedicated Pipeline from ONGC Hazira till OPaL premises
<b>Road transport</b>	Naphtha Gantry unloading facility is available at OPaL premises

**The current annual projection of Naphtha requirement is in the range of 700-1100 KTPA.**


Request to please furnish the details sought herein for supply of Naphtha to OPaL on term basis in the below requested format on or before the date of submission:

<b>Email ID for submission</b>	<a href="mailto:archana.kumar@opalindia.in">archana.kumar@opalindia.in</a> / <a href="mailto:Vikas.C@opalindia.in">Vikas.C@opalindia.in</a>
<b>Mode of submission</b>	Password protected
<b>Password submission</b>	Only to be submitted when OPaL sends separate email seeking password



The form shall be stamped & signed on all pages by authorized signatory.  
The offer shall be furnished along with Power of Attorney in the name of authorized signatory.

<b>Annexure I</b>	Details of Company
<b>Annexure II</b>	Details of Naphtha Supply
<b>Annexure III</b>	Past Experience Details
<b>Annexure IV</b>	Criteria for Empanelment
<b>Annexure- V</b>	Pricing of Naphtha
<b>Appendix A</b>	OPaL Naphtha Specification
<b>Appendix B</b>	Declaration for Sanctioned Country
<b>Appendix C</b>	Undertaking



**For MM Department  
ONGC Petro additions Limited**

Details of Company

Sr. No.	Items	Details	
1.	Name of Company seeking empanelment		
2.	Manufacturer/ Trader <i>(In case of trader, valid Trade certificate/ License issued by relevant authority along with letter from manufacturer stating past business duly signed by authorized signatory.)</i>		
3.	Type of entity <i>(Submit a registration proof along with the form)</i>	(Put a tick mark below on applicable option)	
		<input type="checkbox"/>	Proprietorship Firm
		<input type="checkbox"/>	Partnership Firm
		<input type="checkbox"/>	Private Limited Company
		<input type="checkbox"/>	Public Limited Company
		<input type="checkbox"/>	Society
		<input type="checkbox"/> Others (Please specify below):	
4.	Date of Incorporation & Country of Incorporation  <i>(Please enclose copy of Certificate of Incorporation (COI). In case, Certificate of Incorporation is issued in language other than English, please also attach duly notarized translated copy of COI.)</i>		
5.	No. of years in operation		
6.	Name of Parent Company (if applicable)		
7.	Name of Proprietor/ Partners/ Directors of the company/ Owner		
8.	Company Registration details <i>(Submit all documents)</i> <i>Strike whichever is not applicable</i>	GST No.	
		TIN No.	
		PAN No.	
		VAT No.	
		Non -residency certificate	



9.	Registered address (Corporate Headquarters)					
10.	Operational address (If different from above)					
11.	Countries in which the company operates/conducts business					
12.	Details of person, signing the proposal.	<ol style="list-style-type: none"> <li>1. Name:</li> <li>2. Designation/ Capacity:</li> <li>3. Signature specimen</li> </ol> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Full Signature:</td> <td></td> </tr> <tr> <td>Short Signature, if any:</td> <td></td> </tr> </table>	Full Signature:		Short Signature, if any:	
Full Signature:						
Short Signature, if any:						
13.	Contact Details:	<ol style="list-style-type: none"> <li>1. Telephone No:</li> <li>2. Mobile No:</li> <li>3. Email address:</li> <li>4. Website address:</li> <li>5. Fax No:</li> </ol>				
14.	Any other relevant information					



## Details of Naphtha Supply

Sr. No.	Items	Details
1.	<b>Specifications</b>	
1.1	Confirmation to match OPaL Naphtha Specs as per Appendix-A.	(Yes/ No)
1.2	In case the spec doesn't match as OPaL, then may provide their specification sheet	

2.	Bidder Naphtha Production capacity - (Manufacturers)					[ Units in KT]
2.1	Production Capacity per Annum (in KT)	Unit	Name of unit/ geographical area	Tankage capacity & location	Quantity Production per Annum	Specs as per OPaL (In case the specs vary same may be annexed)
		Unit-1				
		Unit- 2				
		Unit- 3				

3.	Naphtha Trading Capacity – (For Traders)				[ Units in KT]	
3.1	Traded Volumes per Annum (in KT)	Unit	Name of Unit from which Naphtha is sourced (With Geographical Location)	Traders Tankage Location & Capacity	Incoterm on which they offer	Quantity per Annum which is traded
		Unit-1				
		Unit- 2				
		Unit-3				



4. Quantity which can be offered to OPaL								
4.1	Unit/Source(s) from which Naphtha can be offered to OPaL (Mention place of Unit Name with Load Port /Storage Tank Location)							
4.2	Name of Unit	Load Port / Storage Tank Location	Qty/ month which can be offered to OPaL (KT)	Schedule for offering one vessel	Minimum no. of Days needed for prior notice for dispatch of Naphtha	Incoterm	Means of Dispatch	Transit Time from Source of Supply till GCPL Port, Dahej-Gujarat (India)
4.3	OPaL would prefer to have transaction on DAP basis. Do you have your own chartering vessels which can be assigned for OPaL for Naphtha Supply through marine route?							
4.4	Confirmation to Supply Naphtha in MR (Medium Range) Vessel (30-36 KT)							
4.5	Term of Agreement which can be offered to OPaL (Min- Max)							
4.6	Details (if any) tankage capacity is booked in India (If yes, mention location & capacities hired)							

Stamp & Signature of bidder



## Past Experience Details- (For Manufacturers)

## A. Sale details for Naphtha

Table - 1

Sell Details for Naphtha Concluded in Last Two Years			
Last 0-12 month*		Last 13-24 Months*	
Quantity (KT)	Value in INR	Quantity (KT)	Value in INR

Table - 2

Sr. No.	Name and Details of End users	Supply Period		Qty of Naphtha sold (KT)	Value of Contract (Currency - __)	Remarks, If any
		From	To			

To ascertain the transactions concluded as mentioned above, applicants to submit copy of Purchase order / Supply order / Commercial invoice / Bill of Lading / Rail Receipt or any other document and proof of its execution (where proof of execution may include any one of execution certificate issued from purchaser / invoice along with proof of its payment / Vessel discharge document etc.) clearly having the reference No. of PO qty. executed and actual date of execution. Any other documentary evidence that can substantiate the satisfactory execution of each the contracts cited may also be submitted.

For interested vendors who are submitting purchase orders, Supply order / Commercial invoice or any other document for purpose of past experience in a currency other than INR, the value of transaction will be converted into Indian Rupees at the Bill selling rates of State Bank of India as on the date of submission of Form.

**\*For reference, Duration here means a total period of 24 months; each duration of 12 months period considered from ending last day of month previous to the one in which applications are submitted.**

For instance, if the application is being submitted in February 2024, then the duration for submission of past experience details shall be considered for i) Feb'23 to Jan'24 & ii) Feb'22 to Jan'23.



## Past Experience Details- (For Traders)

### B. Traded details for Naphtha

**Table - 1**

Trade Details for Naphtha Concluded in Last Two Years			
Last 0-12 month*		Last 13-24 Months*	
Quantity (KT)	Value in INR	Quantity (KT)	Value in INR

**Table - 2**

Sr. No.	Name and Details of End users	Supply Period		Qty of Naphtha sold (KT)	Value of Contract (Currency - __)	Remarks, If any
		From	To			

To ascertain the transactions concluded as mentioned above, applicants to submit copy of Purchase order / Supply order / Commercial invoice / Bill of Lading / Rail Receipt or any other document and proof of its execution (where proof of execution may include any one of execution certificate issued from purchaser / invoice along with proof of its payment / Vessel discharge document etc.) clearly having the reference No. of PO qty. executed and actual date of execution. Any other documentary evidence that can substantiate the satisfactory execution of each the contracts cited may also be submitted.

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*For instance, if the application is being submitted in February 2024, then the duration for submission of past experience details shall be considered for i) Feb'23 to Jan'24 & ii) Feb'22 to Jan'23.*





## Criteria for Empanelment

### A. Experience Criteria on basis of Sale of Naphtha:

The documentary proofs submitted should ascertain supply/trade of at least **70 KT** Naphtha in each year for last two years as per the duration mentioned at Annexure III- A or B (as applicable).

### B. Direct Empanelment (in case registered with other Indian oil PSUs):

OPaL may consider direct empanelment of vendors who are already registered / enlisted with ONGC, OMPL& MRPL. Moreover, vendors registered with other oil PSU's (such as IOCL, BPCL, GAIL, BCPL, HPCL, CPCL etc.) shall also be considered for direct empanelment subject to submission of valid documents of registration with these Oil PSU's.

However, period of empanelment with OPaL shall be only for the duration for which the vendor is empaneled with any of the Oil PSUs.

### C. FINANCIAL CRITERION

#### I. Net worth: Positive.

#### II. Turnover: INR 115 Cr

- a) For the purpose of ascertaining parameter of Turnover of the bidder, Average turnover of the bidder for the previous two financial years shall be considered. Average turnover of the bidder for the last two financial years shall be calculated by dividing the turnover of last two (2) years by two (2), irrespective of the fact that quoted turnover for one particular year is for a period of less than 12 or complete 12 months.
- b) For ascertaining the net worth of the bidder, the audited Standalone financial statement for the immediate previous financial year shall be considered only.
- c) Net worth means Share Capital (+) Reserve created out of Profits and Security Premium account (excluding revaluation reserve) (-) Deferred Expenditure/Miscellaneous Expenditure to the extent not written off and Carried forward losses (-) Reserve created out of write back of depreciation and amalgamation.
- d) The interested vendors will provide a copy each of audited standalone financial statement of previous two financial years for ascertaining their turnover and net worth. The date (i.e. the financial period closing date) of the immediate previous year's audited standalone financial statement should not be older than eighteen (18) months from the bid closing/ un-priced bid opening date.
- e) For interested vendors who are submitting audited annual financial results in a currency other than INR, financial statements value will be converted into Indian Rupees at the Bill selling rates of State Bank of India as on the date of submission of Form.
- f) For foreign bidders, financial turnover may be considered of the previous financial year as per respective company's financial statement.
- g) The Bidder shall submit its audited Standalone Financial Statement duly audited by Statutory Auditor.

- h) In case Statutory audit is not required by law Standalone Financial Statement should be audited by practising Chartered Accountant.
- i) A certificate from the Statutory Auditor in respect of "Positive Net Worth" on the basis of Audited financial statement, calculated as per definition of Net worth provided in the tender document, is to be provided by the bidder

**D. OTHER REQUIREMENTS:**

1. Certificate from CEO/CMD/authorized signatory as per Appendix B and C.



## Pricing of Naphtha

Pricing formula preferred  (Describe the Indexes which shall be used)	<b>Formula</b>		
	Base Index		
	Premium		
	Other component		
Eg. – Base Price can be MOPAG (Platts/ Argus) <b>Premium</b> – Fixed component or Published premium			
Other charges applicable (Pls provide complete break up), if applicable	<b>Sl. No.</b>	<b>Description</b>	<b>Charges</b>
	i.		
	ii.		
	iii.		
	iv.		
	v.		
	vi.		
Currency			
Payment Term			
<p><i>*For INCOTERM on DAP- Duty and taxes related to cargo at Disport shall be in OPaL's account. In DAP term, risk will transfer at Disport ship manifold. Although title will transfer at EEZ water in sea, if there is quality or quantity issue at Disport, OPaL will have right to reject cargo part or full at its sole discretion. Upon cargo rejection, OPaL will not be liable for payment. Insurance shall be in Supplier scope till Disport.</i></p>			

**Note:** -OPaL reserves right to register a vendor for product entirely at its sole discretion.

- If the interested vendor needs to furnish further details other than sought above, same may be provided.
- All the data/information received in this regard shall be treated in strict confidence and shall be used only for our internal purposes. Submission of data/information shall, in no way imply, that the Seller is qualified, and / or will not bind OPaL to undertake any contract/Agreement for supply of Naphtha If the interested vendor needs to furnish further details other than sought above, same may be provided.
- Based on the responses and its feasibility, OPaL may enter into Term agreement with bidder
- OPaL reserves the right to cancel or annul the RFP or part thereof, without assigning any reason whatsoever.
- You are requested to submit the above proposals duly filled in and signed by authorized signatory.

Signature & Stamp of interested vendor



**Naphtha Specification-OPaL**

Sr. 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	v-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	200 (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	< 5

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

**DECLARATION FOR SANCTIONED COUNTRY**  
**(\*To be submitted on Company Letterhead)**

I/ WE hereby confirm that the 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.

The List of countries prohibited are: [Sanctions List Search \(treas.gov\)](https://sanctionssearch.ofac.treas.gov/)  
<https://sanctionssearch.ofac.treas.gov/>

Name of signatory:  
Designation:  
Signature:  
Company Stamp



(ON COMPANY'S LETTER HEAD)

Date:

To,  
ONGC Petro additions Limited  
Plot No. Z/1 & Z/83, SEZ-I,  
Dahej-392130,  
Ta: Vagra, Bharuch,  
State: Gujarat, India

**SUBJECT: UNDERTAKING**

Respected Sir,

We (**Name of the Organization**), hereby confirm and acknowledge that we have not been blacklisted/banned/barred for participation in Tender by Government of India or by any Government Undertaking in India for supply of Naphtha or Petroleum products.

Sincerely yours,

Name of signatory:

Designation:

Signature: .....

Company:

