



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India

Ref NO: PC-M/Exp/Poly/EOI/01

Documents Download/Upload period: 16th March 2018 to 06th April 2018 (Indian Standard Time)

EOI DOCUMENTS

INDIAN OIL CORPORATION LIMITED
BUSINESS DEVELOPMENT,
CORPORATE OFFICE
INDIAN OIL BHAVAN, 7TH FLOOR,
NO. 1, SRI AUROBINDO MARG
YUSUF SARAI, NEW DELHI 110016



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

CONTENTS

DETAILS	No. of Pages and (Page No)
Cover page	1 (1)
Contents Index (This page)	1 (2)
General Guidelines	2 (3-4)
Registration Form	4 (5-9)
Checklist	1 (10)
Annexure-1	1



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

A. Purpose of EOI:

Expression of Interest (EOI) is invited from buyer for empanelment as Business Counterpart for Polymer Export from Indianoil's Refineries, India.

B. About IndianOil:

Indian Oil Corporation (IndianOil) is India's largest commercial enterprise, with a sales turnover of Rs. 4,38,710 Crore (USD 65,391 million) and profits of Rs. 19,106 Crore (USD 2,848 million) for the year 2016-17. IndianOil is ranked 168th among the world's largest corporate's (and first among Indian enterprises) in the prestigious Fortune 'Global 500' listing for the year 2017.

Downstream units comprise a Polypropylene plant with two lines of 300 TMTA capacities each, a Dedicated High Density Polyethylene (HDPE) plant of 300 TMTA capacity, a swing plant for LLDPE/ HDPE of 350 TMTA capacity, and a Mono Ethylene Glycol plant of 300 TMTA capacities. The Polypropylene (PP) plant is capable of producing homo-polymers, block co-polymers, and random co-polymers, including Ter-polymers, and is based on the renowned Spheripol-II technology from M/s LyondellBasell. The PP plant can produce grades having a broad range of MFI (0.3 to 100) with superior organoleptic properties. The dedicated High Density Polyethylene (HDPE) plant, with a capacity of 300 TMTA, is based on low-pressure stirred tank heavy diluents (STHD) slurry process technology (Hostalen) from LyondellBasell. The plant can produce bi-modal High Molecular Weight High Density Polyethylene (HMHDPE) grades besides unimodal HDPE grades. The product range includes MFI of 0.1 to 52 and a density range of 0.940 to 0.965 with the ability to produce pipes of PE 100 rating The Swing Polyethylene plant is based on solution process technology (Sclairtech) of M/s. Nova Chemicals, Canada. The plant can produce both LLDPE and HDPE with MFI range of 0.3 to 55. Density ranges from 0.917 to 0.965 using Butene or Octene.

The Naphtha Cracker complex produces by-products such as Benzene, Carbon Black Feed Stock (CBFS), Polyethylene Wax (PE Wax), Diethylene Glycol (DEG) and Triethylene Glycol (TEG).

To further consolidate its presence in the petrochemicals business, IndianOil is setting up a Polypropylene plant and an Ethylene glycol plant at its Paradip Refinery. The 700 TMTA capacity polypropylene unit is based on stranded propylene from the Indmax (high severity FCC) unit.

C. Methodology of Empanelment:

Parties or customers, who are willing to export Polymers (PP/HDPE/LLDPE) on Ex-Works/FCA/CFR basis without any deviation/enhancement requirement from IndianOil, shall be empanelled. The future tender for Polymers exports shall be called among the empanelled



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

parties only. IndianOil reserves the right to reject any or all the offers without assigning any reason thereof.

1. Time schedule: The expression of Interest along with relevant supporting documents in pdf format must be sent by mail at ioclpoly@indianoil.in by **06th April 2018 (Indian Standard Time)**.

D. Eligibility Criteria:

Parties or customers who have traded/consumed (own consumption) a minimum quantity* of 2400MT/Annum of Polymers (PP/HDPE/LLDPE) in any 2 calendar years of the previous 3 calendar years i.e 2014, 2015, 2016 would be eligible for empanelment. The buyer shall submit the following documentary proof for the same.

The documentary proof shall be copies of Export/Import invoice or Bill of Lading copies or Export/Import Sales contract copies.

*The quantity shall exclude intercompany transactions (within same group companies) and paper transactions.

E. Product Availability:

1. Currently the Polymers are available in IndianOil Refinery, Panipat, Haryana, India.
2. In Future the products may be available for exports from IndianOil's Refinery, Paradip, Odisha, India

F. General Guidelines for Applicants on Selection Process

I. EXPRESSION OF INTEREST (EOI) DOCUMENTS

The Expression of Interest (EOI) documents can be downloaded from **16th March 2018 to 06th April 2018 (Indian Standard Time)** from the website <https://www.iocl.com/Talktous/SupplierNotices.aspx>

II. SUBMISSION OF EXPRESSION OF INTEREST

Completely filled registration form along with supporting documents should be submitted by mail on or before **06th April 2018 (Indian Standard Time)** @ ioclpoly@indianoil.in. No empanelment documents shall be accepted after closing time and date.

III. OPENING OF EOI BID

The Empanelment Bids will be opened on **09th April 2018 (Indian Standard Time)**. After scrutiny of the Bids, the eligible tenderers will be notified regarding their nomination in the empanelment list.

IndianOil reserves the rights to accept or reject any of all the bids in part or totality or to negotiate with any or all the tenderers, or to withdraw/cancel/modify this tender without assigning any reason whatsoever.

DGM (PC-Marketing)
For Indian Oil Corporation Limited



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

REGISTRATION FORM FOR EMPANELMENT FOR EXPORT OF Polymers (PP/HDPE/LLDPE).

You are requested to fill up the following registration form and submit it by **06th April 2018 (Indian Standard Time)**, duly signed on the letterhead of your company along with enclosures via email on mail ID – ioclpoly@indianoil.in. The mere submission of an application by a party does not guarantee empanelment on IndianOil's approved Panel. IndianOil reserves the right to reject any application without assigning any reasons thereof.

(INTENTIONALLY LEFT BLANK)



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

REGISTRATION FORM TO BE FILLED IN BY APPLICANT

(To be submitted along with a covering letter on the Letter Head of Company seeking Registration and scanned and emailed along with supporting documents in Adobe PDF format to the email ID – ioclpoly@indianoil.in. All pages of the registration form to be signed & stamped by the authorized signatory of the company. The mere submission of an application by party doesn't guarantee registration on IndianOil Panel. IndianOil reserves the right to reject any application without assigning any reason thereof)

I. APPLICANT'S COMPANY DETAILS

A. COMPANY DETAILS		
(I)	NAME OF THE COMPANY	:
(II)	NATIONALITY/COUNTRY OF INCORPORATION	:
(III)	CORPORATE HEADQUATERS	:
(IV)	DATE OF INCORPORATION	: Please enclose copy of Certificate of Incorporation.
(V)	CORE BUSINESS ACIVITY OF THE COMPANY	: Please state your core business area along with number of years of experience in Polymers (PP/HDPE/LLDPE) procurement for own consumption/trading.
(VI)	TYPE OF COMPANY	: PRIVATE/PUBLIC
(VII)	NAME OF THE CHAIRMAN/ PRESIDENT/MANAGING DIRECTOR	:
(VIII)	DEPT. AND CONTACT PERSON(S) AND THEIR TELEPHONE NUMBERS	: NAME: DESIGNATION: TELEPHONE NO: OFFICE MOBILE: FAX No: EMAIL ID: POSTAL MAILING ADDRESS:
(XI)	OVERSEAS OFFICES	: (With name of contact official and telephone/fax/telex nos.)
(XIII)	PARENT/HOLDING COMPANY, If any	: Please give latest shareholding pattern of the applicant company and its parent/holding company, along with documentary support.
(XV)	SUBSIDIARY (IES), if any	: Please give name(s) of subsidiaries and percentage of share holdings.
B.	BANK REFERENCES	: (Please furnish name of the bank(s), dealing officials, telex/fax nos., postal address for bank reference.) The party seeking registration shall have no objection to IOC making enquiries from such banks in the course of registration).
C.	TRADE REFERENCES	: Please furnish name of at least 2 parties, dealing officials, telex/fax nos., postal address for trade references in respect of parties with whom transactions for sale of have been entered into during the last three-year. (The party seeking registration shall have no objection to IOC making enquiries from such companies in the course of registration).



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

D.	IS THE COMPANY FACING AT THE TIME OF SEEKING REGISTRATION ANY KNOWN LEGAL DISPUTES THAT ARE LIKELY TO ADVERSELY AFFECT THE PERFORMANCE OF CONTRACTS/ MEETING ITS FINANCIAL COMMITMENTS?	Yes/No
E.	PLEASE CONFIRM WHETHER APPLICANT COMPANY OR ITS GROUP/ SUBSIDIARY/ AFFILIATE/ PARENT COMPANY WAS EARLIER OR CURRENTLY REGISTERED ON ANY OTHER INDIANOIL PANEL/MAILING LISTS	<i>If yes, Pls provide details as under (A) On which Panel/ mailing list (Import/Export). (B) Date of Registration (C) Period of Registration (D) Whether any cargo (es) were/are awarded during such period. (E) Date/ Reasons of deletion</i>
F.	CERTIFICATE FROM APPLICANT COMPANY CEO/CMD/AUTHORISED SIGNATORY ON THE LETTER HEAD OF COMPANY SEEKING REGISTRATION	<i>Buyer shall provide the declaration as per Annexure 1.</i>
G.	LIST OF BANKS (FROM WHICH LCS ARE EXPECTED TO BE OPENED)	<i>Buyer shall provide the complete list of banks from which they are expected to open the LCs as per Annexure 2.</i>

II. FINANCIAL DATA/PERFORMANCE (PREVIOUS THREE YEARS)

S.No	Description	In Million USD		
		2014	2015	2016
1	NET SALES/TURN OVER FROM OPERATIONS			
2	OTHER SALES/ ACTIVITIES			
3	NET PROFIT			
4	CAPITAL			
5	RESERVES			
6	ANY OTHER RELEVANT AND KNOWN INFORMATION OF THE COMPANY THAT IS LIKELY TO IMPACT PROFITABILITY OF THE COMPANY IN THE SHORT TERM			
7	ANNUAL FINANCIAL REPORT			

Place:

Name:

Date:

Designation:

Signature:

Seal

Important Note:

1. Please fill the above form on your company's letter head and ensure that it is filled completely and signed on all the pages.
2. Scan the above form and send it along with scanned copies of supporting documents in adobe pdf format on email id ioclpoly@indianoil.in.
3. The filled application along with supporting documents should be send on mail id ioclpoly@indianoil.in latest by **06th April 2018 (Indian Standard Time)**.



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India

Ref NO: PC-M/Exp/Poly/EOI/01

Section A (Details of Polymers Trading)

A.1 Volume of physical trade/consumption of Polymers globally in previous three years

S. NO	Description(Grades)	Qty* in MT			Value in Million USD		
		2014	2015	2016	2014	2015	2016
1	PP						
2	HDPE						
3	LLDPE						
	Total						

The buyer shall submit the following documentary proof for the same.

The documentary proof shall be copies of Export/Import invoice or Bill of Lading copies or Export/Import Sales contract copies.

*The quantity shall exclude intercompany transactions (within same group companies) and paper transactions.

Place:

Name:

Date:

Designation:

Signature:

Seal



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

Annexure 1

(CERTIFICATE FROM APPLICANT COMPANY CEO/CMD/AUTHORISED SIGNATORY ON THE LETTER HEAD OF COMPANY SEEKING REGISTRATION)

We confirm and undertake that the products as mentioned in the EOI traded with IndianOil would not be destined to any country/source under international sanctions or prohibited by the Indian Government. We shall be solely responsible in respect of breach of these conditions. In case of breach of any of these conditions under import/export contract with IndianOil, we shall directly bear all cost & consequences, losses, penalties etc with no liability whatsoever, on IndianOil.

Place:

Date:

Name:

Designation:

Signature:

Seal



Expression of Interest (EOI) for empanelment of buyers for Polymer Export from IndianOil's Refineries, India
Ref NO: PC-M/Exp/Poly/EOI/01

Annexure 2

(LIST OF BANKS FROM WHICH LC ARE EXPECTED TO BE OPENED)

S.No	Bank Name	Swift Code	Address	Country	Preference order according to buyer

Place:

Date:

Name:

Designation:

Signature:

Seal