



IndianOil

Expression of Interest (EOI) for empanelment of buyers for Petrochemicals Export from  
IndianOil's Refineries, India  
Ref NO: PC-M/Exp/Poly/EOI/20-21



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Documents Download/Upload period: 9.7.2020 to 24.7.2020@23:55Hrs(Indian Standard Time) Extended till  
31.07.2020 @23:55 Hrs

EOI DOCUMENT

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



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**A. Purpose of EOI:**

Expression of Interest (EOI) is invited from buyers for empanelment as Business Associates for Petrochemicals Exports (PP, HDPE, LLDPE, Glycols, P-Xylene) from IndianOil's Refineries, India.

**B. About IndianOil:**

Indian Oil Corporation Limited (IndianOil) is India's largest commercial enterprise among Public Sector Units, with a sales turnover of Rs.6,05,924 crore and EBIDTA of Rs.36,952 crore for the year 2018-19. IndianOil is ranked 137<sup>th</sup> among the world's largest corporate's in the prestigious Fortune 'Global 500' listing for the year 2018.

Existing Petchem Manufacturing Plants at IndianOil:

Location	Product	Technology	Licensor	Capacity	Remarks
Panipat, Haryana	PP	Spheripol - 2	LyondellBasell	600	Homo, Random and Block CoPol
	HDPE	Hostalen	LyondellBasell	300	HM HDPE grades
	LLDPE/HDPE	Sclairtech	Nova Chemicals	350	LLDPE/HDPE
	PTA	T10	Invista (Currently Dupont)	553	
	Glycols		Scientific Design	325	MEG/DEG/DEG
Paradip, Odisha,	PP	Spheripol-2	LyondellBasell	680	Homo
Koyali, Gujarat	LAB	Detal	UOP	120	HMW and LMW

Upcoming Petchem Manufacturing Plants of IndianOil:

Location	Product	Capacity	Remarks
Barauni, Bihar	PP	200	Homo



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Vadodara, Gujarat	PP	400	Homo
Paradip, Odisha	Glycols	356	MEG/DEG/TEG
Paradip, Odisha	PTA	1200	
Dumad, Gujarat	Oxo- Alcohols	150	Butyl Acrylate

**C. Methodology of Empanelment:**

Parties or customers, who are willing to export Petrochemicals including Polymers (PP/HDPE/LLDPE) and glycols on Ex-Works/FCA/CFR basis without any deviation/enhancement requirement from IndianOil, shall be empanelled. The future tender/offers for Petrochemicals exports shall be called among the empanelled parties. IndianOil reserves the right to reject any or all the offers without assigning any reason thereof.

The expression of Interest along with relevant supporting documents in pdf format must be sent by e-mail to [ioclpoly@indianoil.in](mailto:ioclpoly@indianoil.in) latest by 24.07.2020 @23:55 (Indian Standard Time).

**D. Eligibility Criteria:**

1. Parties or customers who have traded/consumed (own consumption) a minimum quantity\* of 2400MT/Annum of Olefins (PP/HDPE/LLDPE) and Aromatics (Glycols and Para xylene) in any 2 calendar years of the previous 3 calendar years preceding the year in which the date of submission# falls, would be eligible for empanelment. The buyer shall submit the following documentary proof for the same.
2. The documentary proof shall be copies of Export/Import invoice or Bill of Lading copies or Export/Import Sales contract copies.
3. The documentary proof shall be copies of Export/Import invoice or Bill of Lading copies or Export/Import Sales contract copies indicating the name of the applicant either as a trader or as a final consumer. Proforma Invoices would not be acceptable.
4. \*The quantity shall exclude intercompany transactions (within same group companies) and paper transactions.  
#Date of submission is the date of receipt of the email along with the completely filled application form.

**E. Product Availability:**

Currently the Petrochemical products for exports are available in IndianOil Refinery, Panipat, Haryana, India and IndianOil Refinery, Paradip, Odisha, India.



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## **F. General Guidelines for Applicants on Selection Process**

### **I. Expression of Interest (EOI) Documents:**

The Expression of Interest (EOI) documents can be downloaded from 09.07.2020. (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 via email to [ioclpoly@indianoil.in](mailto:ioclpoly@indianoil.in)

### **III. EOI - Empanelment:**

- a) After scrutiny of the application, the eligible applicants will be notified regarding their nomination in the empanelment list.
- b) IndianOil reserves the rights to accept or reject any of all the applications in part or totality with any or all the applicants without assigning any reason whatsoever.

### **IV. EOI - Period of Empanelment:**

- a) Empanelment shall be done every year in the month of April and October.
- b) All the empanelment requests received during the year shall be evaluated accordingly in this bi-yearly window.
- c) Once empanelled, the extension of the empanelment period shall be automatic till IndianOil decides to review empanelment of a particular customer.
- d) IndianOil reserves the right to open the empanelment in future at any point of time, go for a fresh empanelment and may also go for expansion of the panel of empanelled parties.

### **V. Opening of EOI Bid:**

The EOI will be opened on 25.7.2020 (Indian Standard Time). After scrutiny of the Bids, the eligible tenderers will be notified regarding their nomination in the empanelment list.

IndianOil reserves the right to accept or reject any or 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.

## **REGISTRATION FORM FOR EMPANELMENT FOR EXPORT OF Petrochemicals including (PP/HDPE/LLDPE) and 24 Aromatics (Glycols and Para xylene)**

You are requested to fill up the following registration form, duly signed on the letterhead of your company along with enclosures and submit it via email to [ioclpoly@indianoil.in](mailto:ioclpoly@indianoil.in). The mere submission of an application by a party does not



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guarantee empanelment on IndianOil's approved Panel. IndianOil reserves the right to reject any application without assigning any reasons thereof.

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**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 via email to [ioclpoly@indianoil.in](mailto: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**

<b>A.</b>	<b>COMPANY DETAILS</b>	
(I)	NAME OF THE COMPANY	:
(II)	NATIONALITY/COUNTRY OF INCORPORATION	:
(III)	CORPORATE HEADQUARTERS	:
(IV)	DATE OF INCORPORATION <i>(Please enclose copy of Certificate of Incorporation)</i>	:
(V)	CORE BUSINESS ACIVITY OF THE COMPANY <i>(Please state your core business area along with number of years of experience in Petrochemicals including Polymers (PP/HDPE/LLDPE/any other petrochemicals) procurement for own consumption/trading.)</i>	:
(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 <i>(With name of contact official and telephone/fax/telex nos.)</i>	:
(XIII)	PARENT/HOLDING COMPANY, If any <i>(Please give latest shareholding pattern of the applicant company and its parent/holding company, along with documentary support.)</i>	:
(XV)	SUBSIDIARY (IES), if any <i>(Please give name(s) of subsidiaries and percentage of share holdings.)</i>	:
<b>B.</b>	<b>BANK REFERENCES</b> <i>(Please furnish name of the bank(s), dealing officials, telex/fax nos., postal address for bank</i>	



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	reference.) The party seeking registration shall have no objection to IOC making enquiries from such banks in the course of registration).	
C.	<b>TRADE REFERENCES</b> 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).	
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 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	
F.	CERTIFICATE FROM APPLICANT COMPANY CEO/CMD/AUTHORISED SIGNATORY ON THE LETTER HEAD OF COMPANY SEEKING REGISTRATION (Buyer shall provide the declaration as per Annexure 1.)	
G.	LIST OF BANKS (FROM WHICH LCS ARE EXPECTED TO BE OPENED) (Buyer shall provide the complete list of banks from which they are expected to open the LCs as per Annexure 2.)	





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**II. FINANCIAL DATA/PERFORMANCE (PREVIOUS THREE YEARS) (PI refer note 3 below)**

S.No	Description	In Million USD		
		Preceding Year 1 ( )	Preceding Year 2 ( )	Preceding Year 3 ( )
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. The filled application along with supporting documents should be sent on email to [ioclpoly@indianoil.in](mailto:ioclpoly@indianoil.in) latest by **24.07.2020 @23:55** (Indian Standard Time).
3. Financial Data/Performance of previous three years preceding the year in which the date of submission (i.e. date of receipt of the email along with the completely filled application form) falls.



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**Section A (Details of Petrochemicals Trading)**

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

S. N O	Description( Grades)	Qty* in MT			Value in Million USD		
		Precedin g Year 1 (_____)	Precedin g Year 2 (_____)	Precedin g Year 3 (_____)	Precedin g Year 1 (_____)	Precedin g Year 2 (_____)	Precedin g Year 3 (_____)
1	PP						
2	HDPE						
3	LLDPE						
4	Aromatics( PX& GLYCOLS)						
	<b>Total</b>						

Parties or customers who have traded/consumed (own consumption) a minimum quantity\* of 2400MT/Annum of Petrochemicals including Polymers (PP/HDPE/LLDPE) and and Aromatics (Glycols and Para xylene) in any 2 calendar years of the previous 3 calendar years preceding the year in which the date of submission# falls, 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.

#Date of submission is the date of receipt of the email along with the completely filled application form.

**Place:**

**Date:**

**Name:**

**Designation:**

**Signature:**

**Seal**



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## 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**

## Annexure 2

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



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

**Place:**

**Date:**

**Name:**

**Designation:**

**Signature:**

**Seal**