

Invitation for Spot Naphtha Supply Offer

ONGC Petro additions Limited (OPaL) uses Naphtha as one of its key feedstocks at its Petrochemical Complex at Dahej, Gujarat, India. OPaL regularly procures Naphtha on spot, term, and opportunity basis through domestic and import routes.

OPaL encourages interested Naphtha suppliers to submit a spot offer for supply as per the details below.

1) Product & Delivery Details (Indicative)

- **Product:** Naphtha (as per specifications at ANNEXURE A)
- **Delivery Terms:** DAP (Incoterms 2020) – GCPL Sea Port, Dahej, Gujarat, India
- **Discharge Port:** GCPL Port, Dahej
- **Parcel Size:** Upto 38,000 MT
- **Vessel Type:** Vessel suitable for GCPL Port requirements, Dahej, India.

2) Offer Submission Requirements

Interested suppliers should submit their offer in a **password-protected PDF document** including the following details. Please refer Para No. 4 and 5 below for detailed process/ instructions for submission of offer via email.

- Product quality specifications (with typical COA)
- Quantity offered
- Delivery period / Laycan
- Pricing period
- Country of origin / source
- Load port
- Payment terms
- Any other relevant technical/ commercial terms

3) All the above details should be included in the Technical Offer (Part A) except the price.

4) Instructions for Submitting Offers via Email (through password protected pdf files)

a. Offer Format

- Submit the offer in two separate attachments:
 - **Part A – Technical Offer (Must NOT contain any price information)**
 - **Part B – Price Offer**
- Both files must be password-protected PDF files.
- Do NOT mention the passwords in the email.

b. Password Rules

- The passwords for Part A and Part B must be different.
- Do not share the passwords unless OPaL officially requests them.

c. Technical Offer (Part A)

- The technical offer must not contain any price information.

d. Password Sharing Process

- After offer receipt, OPaL will send a formal email requesting the passwords.
- Suppliers must share the passwords only after receiving official email instructions from OPaL.

5) Offer Submission Method (Email id)

a) For Technical Offer (Part A) Submission

Email id : naphtha.technical@opalindia.in
Subject Line: "Technical Offer for Spot Naphtha Supply"

b) For Price Offer (Part B) Submission

Email id: naphtha.price@opalindia.in
Subject Line: "Price Offer for Spot Naphtha Supply"

Important Note:

This is to invite Spot Naphtha proposals/ offer. OPaL reserves the right to accept or reject any offer without assigning any reason. Submission of an offer does not guarantee award of business.

Naphtha Specification-OPaL

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	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	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

SCOPE OF SUPPLY

Options	DAP GCPL
Delivery terms	DAP 2020 GCPL Port Dahej, Gujarat, India. Insurance up to destination seaport berth shall be in Seller's account. Load Port: Seller must specify load port in the offer. Seller to confirm 2–3 day loading Laycan at time of offer. Before 10 days, the broader Laycan to be narrowed down to 3 days prior to the 1st day of Laycan at Buyer's option. Before 5 days firm Laycan of 2 days at before 1st day of Laycan at Disport shall be at Buyer's option.
Cargo Details	Product: Naphtha (as per specifications in Appendix-1 to ANNEXURE II) Parcel size range: Min. 33KT max up to 38KT Vessel type: Suitable MR vessel which meets GCPL Port requirements.
Delivery Terms	DAP 2020 GCPL Port, Dahej-Gujarat, India. Name of Load port must be specified in the offer.
Incoterm details	Incoterm is DAP 2020 For DAP term: • Insurance: up to disport in Supplier A/c • Vessel ocean freight: in Supplier A/c • Vessel related Port charges + any other shipping cost at BENDS: Supplier A/c • At Disport, cargo related Wharfage charges: in OPaL's a/c Agreement for Naphtha supply between one supplier and one buyer only. Supply documents should be prepared accordingly. OPaL prefers requires only 1 B/L (Bill of Lading) per shipment, if not possible then supplier will try to issue minimum No. of B/Ls. In case the cargo is shipped in one or more parcels from the same or multiple ports, the latest Bill of Lading date shall be considered for the purpose of price determination and payment due date. OPaL shall accept documents in the name of supplier to whom contract will be awarded OR Third party's documents should be endorsed in the name of OPaL's supplier and finally endorsed in the name of OPaL on time.
Quality	As per Naphtha specifications attached at ANNEXURE I.
Disport	GCPL Port, Dahej-Gujarat, India

Determination of Quality and Quantity & Letter of Indemnity	Upon vessel arrival at Disport, vessel can be unloaded as per COQ of actual supplier at Load port. Quantity determination Metric ton in air at the Disport terminal tanks (as per the Out- Turn Report - OTR) shall be based on the quantity received at the Disport, which will be treated as the final quantity for invoicing purposes. The surveyor at the Disport may be appointed by the Seller and Buyer either jointly or separately, at their respective cost, and may be the same or different surveyors. Naphtha sample test be done as follows at Disport: 2 sealed Naphtha composite samples of vessel each of 2.5 Ltrs + 2 sealed Naphtha composite samples shall be drawn by OPaL's/Joint nominated Surveyor upon vessel arrival at Disport. Quality shall be re-verified based on Disport analysis. A complete quality test may be performed at either: OPaL's laboratory (in presence of appointed surveyor) or jointly Surveyor's own laboratory with costs borne by the respective party. Density Adjustment for Final Quantity Determination: If the Naphtha sample density at the Disport is lower than at the Load Port, use the Disport density to calculate the final quantity received in terminal tanks at Disport. If the Disport density is higher than at the Load Port, use the Load Port density to calculate the final quantity received in terminal tanks at Disport. Payment shall be made accordingly.
	Disport Quality Acceptance Criteria: If the disport quality analyses match specifications, both parties accept the results. If not, OPaL may reject the cargo with no payment due, Seller to return the Naphtha within 30 days at their own cost and risk or at OPaL's sole discretion, accept the cargo subject to an appropriate discount. In case of STS the Bill of Lading will be issued by the daughter vessel. Certificate of Quantity, Quality & Ullage Report will be issued by Inspectors. Statement of Origin will be issued by the agents (based on the Certificate of Origin of Mother vessel). Density of Origin Load port shore tank shall be considered for quantity loaded in daughter vessel. Quantity shall be considered as per Daughter vessel's B/L. Further final density finalization shall be as per above mentioned para. Cargo Quality and Delivery Laycan should not get affect by STS operation. Under DAP terms, the risk shall transfer at the ship's manifold at the discharge port, while the title transfers in the EEZ waters. However, in the event of any quality or quantity issue at the discharge port, OPaL reserves the right, at its sole discretion, to reject the cargo, either wholly or partially. In such a case, OPaL shall have no obligation or liability for payment. At the Disport, the vessel shall commence discharge operations against a Letter of Indemnity (LOI) issued by the Buyer to the Seller in lieu of the original Bill of Lading (B/L),

	to prevent vessel demurrage. Any delay by the Seller in submitting the LOI upon the vessel's sailing from the load port will result in consequential vessel waiting time or demurrage being for the Seller's account.
Transit Insurance	Marine Insurance shall be in Supplier A/c till Disport.

Other terms and Conditions for DAP Dahej Supply

Disport Restriction	Vessel to meet Disport restrictions. Delay in berthing due to non-meeting port restriction, vessel demurrage/additional port cost if any, shall be in Supplier A/c.
Delivery Laycan	Buyer shall intimate 5 days prior to 1 st day of firm delivery window of 2 days (day starts from 00:01Hrs to 24:00Hrs).
Splitting of Cargo	Splitting of one cargo in different vessel/shipments is not permitted. Only OPaL's cargo should be loaded on board during the voyage for OPaL.
Notice of Arrival:	Seller shall provide a minimum 72-hour, 48-hour, and 24-hour advance notice to Buyer regarding vessel ETA at Disport to facilitate discharge planning and documentation.
Vessel nomination & About sanctioned cargo/vessel	In respect of each delivery under the Agreement the Seller shall nominate to the Buyer a vessel complying with such limitations as are contained in this Agreement. The Seller shall not nominate a vessel which is prohibited from discharge/operating in the port of discharge according to present or future regulations issued by the government or authorities responsible for such port of discharge, such nominations shall be made through mail to reach the Buyer's office not later than 10 working days prior to the commencement of the Load port Laycan. The Buyer shall either accept or reject the nomination promptly after receipt thereof but acceptance may not be unreasonably withheld. The Seller shall have the right to substitute for the nominated Vessel with another vessel of similar size and capacity subject to its acceptability to the Buyer. The Seller shall give notice to the buyer of the nomination of such substituted vessel at least 7 working days before first day of the 2 days delivery Laycan. Should the substitute vessel differ materially from that originally nominated, the Buyer will accept or reject such substitute nomination within reasonable time. If Seller fail to nominate a suitable Vessel as per above terms, then in addition to all other rights arising under the Agreement, the Buyer has the right to cancel the order. Seller's vessel nomination may include PDPR (Per day Pro rata) demurrage. At Load port, Seller will arrange and produce tank cleanliness certificate, duly signed and stamped by master and surveyor of the performing vessel, evidencing suitability of all cargo tanks for loading buyer's cargo. For Naphtha import shipments, the vessel must not be listed under any sanctions, and the cargo must not originate from any sanctioned country. In the event that either condition is not met and any approvals or clearances from government authorities are required, it shall be the sole responsibility of the shipper to obtain such approvals, including bearing all associated costs and risks.

	Alternatively, the shipper shall arrange to return the cargo at their own cost and risk. In such cases, no payment shall be made.
Ship and Lay time details	• Dahej being all weather port, vessel berthing depends on tide. • It shall be the Seller's responsibility to check prevailing Draft conditions at Dahej Port, permissible LOA and Beam of the vessel/s etc. while effecting the shipment quantity. Buyer will not be responsible for any delay in berthing. Vessel/s must meet all the conditions as below: • Vessel/s must have compliance to all conditions of Dahej port for berthing • Vessel to follow DGS guidelines • Vessel must be of double hull category and SBT (Segregated Ballast Tank) • The last 3 cargoes should be Clean Petroleum Products must be compatible with Naphtha and without Lead, Chemical, Methanol/Ethanol, vegetable oils, fuel oil and crude oil etc. • At Load port, vessel tank inspection shall be done by Supplier's Surveyor and after their acceptance, loading shall be initiated. Tanks inspection certificate to share by Supplier to OPaL. • Supplier will take care of necessary port clearance as well as abide specific guidelines/statutory requirement/ clearances/compliances from DGS (DG Shipping)/IRS/MARPOL/Eligibility of vessel at Indian water/Ports etc. • Vessel Overage insurance shall be in account of Supplier/Vessel Owner. • Vessel/s should comply with INTERNATIONAL SAFETY MANAGEMENT CODE (ISM), ISPS code & must have SAFETY MANAGEMENT CERTIFICATE (SMC) • Vessel/s must be a member of the international tankers owner's pollution federation Ltd (ITOPF) • Vessel/s must carry on board all necessary valid certificates including certificate of insurance as described in civil liability convention for oil pollution damage and that the vessel has in place insurance cover for oil pollution no less in scope and amounts than is available under the rules of protection and indemnity clubs entered into among the international group of P&I clubs • Dimensionally Vessel/s shall be fit for berthing at GCPL Port, Dahej. • At GCPL Cargo will be discharged by 2 manifolds. Inert Gas plant of the ship/s must be operative. Any demurrage incurred as a consequence of breakdown of inert gas plant to be borne by supplier.

	• Vessel must have reducer of 10" and 12" with ASA150 standard. • Last three cargoes should be clean petroleum product without MTBE & Lead, Vegetable oils, Methanol, Ethanol, DPP etc. should be acceptable by independent surveyor. • The vessel must have 20 mooring ropes of suitable quality and sufficient length available on board at the time of berthing for discharge operations at Dahej, as per Disport requirements • Laytime for Naphtha discharge shall be 60 hours Sunday/holiday inclusive, for a parcel size of 33KT and shall be increased or decreased on pro rata basis (SHINC) with actual loading quantity. • For vessel arrival at disport, Supplier shall intimate Buyer 05 days prior to 1st day of firm delivery window of 2 days (day starts from 00:01Hrs to 24:00Hrs). • Laytime shall commence 6 hours after NOR and shall cease upon hose disconnection. • If vessel arrives before Laycan and OPaL has no objection to berth vessel before Laycan, additional time shall be added to Laytime. • If vessel arrives out of firm delivery window, then Laytime shall count from vessel "All Fast". Any time loss due to delay caused to vessels getting into berth if vessel arrives out of firm delivery window shall be in Supplier's A/c. • The vessels must discharge the entire cargo within 24 hours. If vessel takes more than 24 Hrs from All Fast to Cast-off additional time and cost including vessel demurrage shall be in Vessel Owner A/c. • In the eventuality of bad weather half time to count as used lay time or time on demurrage. • Seller / vessel master must send OPaL 96/72/48/24 Hrs ETA notices, load port berthing status etc. and also loadable qty. with corresponding fresh water draft. • In addition of above, ASBATANKVOY/INTERTANKTIME Charter party clauses/conditions wherever applicable will be followed in general. • However, if there is any contradiction of T&C between ASBATANKVOY/ INTERTANKTIME and PO (Purchase order) which is agreed by Buyer and supplier then in that case PO terms and conditional shall stands firm and final. • Failure to discharge entire cargo due to Vessel's technical problem: If Port is in a position to shift the vessel solely as a consequence of the said vessel's failure to discharge cargo on encountering any sort of technical problem at vessel's side and / or due to development of any technical fault/failure which is likely to impose hazard on the safety of Ship, Jetty including other infrastructural set up in vicinity of Port premises as well on the environment, then master to adhere to Port's instruction of Shifting to anchorage for rectification of the problem. In
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	that case, Laytime shall cease to count from the moment of stoppage of discharge and start again once discharge commences. Owners shall be responsible for the cost incurred on account of vessel's Shifting/re-berthing/pilotage/berth-hire, if any. No time shall count against Laytime or if the vessel is on demurrage, for demurrage when spent or lost: Awaiting tide, tugs, pilot, daylight, ice prior to berthing Awaiting immigration, customs or pratique On an inward passage counted from Anchor Aweigh till placement of Gangway Vessel tanks inspection and ullage calculation at load port and disport Any delay by ship in commencement of discharge after conveying readiness for the operation Preparing for and handling or shifting of ballast, bilges, slops or other substances or bunkering unless concurrent with cargo operations Restrictions imposed by the owner, Charterer or master of the Vessel Any breakdown of the Vessel's equipment or failure to comply with the requirements of the Discharge Port with respect to equipment aboard Time spent complying with Port regulations or any other statutory requirements Any other delay attributable to the Vessel, the Seller or agents of the Seller Any onboard strike, lockout, stoppage or restraint of labor by members of the crew Laytime or time on demurrage shall not count following breakdown of vessel's machinery/equipment and/or inability of vessel's facilities to discharge/proceed/maneuver. Laytime will again count from vessel's recommencement of discharge, as the case may be. Force Majeure: No Supplier or Buyer who has hired vessel shall, unless otherwise in this contract expressly provided, be responsible for any loss of damage or delay or failure in performing hereunder, arising or resulting from: - Act of God; act of war; perils of the seas; act of public enemies, pirates or assailing thieves; arrest or restraint of princes, rulers or people; or seizure under legal process provided bond is promptly furnished to release the Vessel or cargo. Strike or lockout or stoppage or restraint of labor from whatever cause, either partial or general; or riot or civil commotion.
Demurrage claim	No demurrage shall be payable by buyer for load port. Disport demurrage claim, if any, shall be considered by buyer. If the Supplier fails to submit one complete set of soft copies of the loading documents within one hour after the vessel sails from the load port, any resulting delay in customs clearance at the discharge port and consequent delay in vessel discharge, including any vessel waiting time or demurrage, shall be to the Supplier's account. If vessel arrives at Disport beyond agreed firm delivery Laycan window of 2 days (Starts 00:01Hrs and End 24:00Hrs), in that case no vessel demurrage shall be applicable. The Buyer in no way shall be liable for demurrage unless the claim is received by Buyer in e

	mail with all supporting documents viz. NOR, Statement of Facts or Time Sheet of Disport duly signed by Master, shore representatives, Surveyor and Port etc. within 20 days from the date of discharge completion. Vessel demurrage charges should be at actual subject to conditions as given below. Supplier to share actual invoice of vessel owner and Statement of Facts inclusive of Load port and Disport for vessel demurrage (Over and above agreed Laytime either for VC/COA/TC vessel) claimed by vessel owner along with C/P in addition to Fixture note and any other supporting documents within 20 days from the date of disconnection of hoses at Disport. All documents must be submitted duly signed and stamped. If demurrage claim submitted post 20 days as mentioned above shall be considered null and void. OPaL will be liable to pay actual demurrage incurred at Disport excluding address commission 2.5% and subject to maximum cap value of USD 20,000 PDPR all in covering all cost. Supplier has to submit all supporting documents for the same. Non-submission of requisite documents on time, stand subject claim null and void. Where this provision is not fully complied with, the claim shall be deemed waived and absolutely extinguished.
Vessel Suitability and Laytime Provisions	Seller shall ensure that the nominated vessel is suitable for discharge of the cargo parcel of approximately 35,000 – 38,000 MT within normal operational limits of the discharge terminal. For the purpose of demurrage calculation under this Purchase Order, laytime allowed for discharge shall be limited to a maximum of twenty-four (24) hours, calculated from the time the vessel is All Fast at the discharge berth until Cast-off. Any time consumed beyond 24 hours shall be for Seller's/Shipper's account except where caused by reasons attributable to the Buyer and any resulting demurrage or related costs shall not be for Buyer's account.

Original Documents Required for custom clearance

- Proforma invoice before shipment
- Commercial Invoice upon qty. finalization
- Certificate of Origin issued by Chamber of Commerce of export country
- Clean On-Board Bill of Lading
- Marine Insurance Certificate
- Certificate of Quality (COQ) from actual supplier covering all parameters as per OPaL's specifications
- Certificate of Quantity loaded on board
- Load Port Ullage Report & Cargo Manifest
- Certificate of delivery/discharge issued by the terminal operator/ vessel master/ the Buyer's nominated surveyor at the named place of destination, evidencing delivery under DAP Incoterms 2020.

Bidder Seal & Sign