



**EXPRESSION OF INTEREST (EOI)**

**FOR PARTNER(S) SELECTION**

**FOR**

**CONVERSION OF LIQUID SULPHUR (~ 160 TMTPA)**

**TO SULPHUR GRANULES**

**NUMALIGARH REFINERY LIMITED**

**(Schedule 'A' Company & subsidiary of OIL INDIA LIMITED )**

**EOI Document Ref. No. EOI/BD/2024-25/01**

**Dated 09.10.2024**



**Expression of Interest (EOI) to identify prospective 'Job Worker' to carry out the conversion of Liquid Sulphur produced from NRL Sulphur Plant to Sulphur Granules.**

Numaligarh Refinery Limited (NRL) intends to invite Expression of Interest (EOI) from interested Domestic/International Entities/Companies to carry out the process of conversion of Liquid Sulphur produced from NRL Sulphur Plant to Sulphur Granules on long term basis.

**1. About NRL :-**

Numaligarh Refinery Limited (NRL) is a public sector undertaking, with shareholding of Oil India Limited (77.06%), Govt. of Assam (18.57%) and Engineers India Limited (4.37%). The refinery located at Golaghat District in Assam was commissioned in the year 2000 with a crude processing capacity of 3 million tonnes per annum (MMTPA) to process indigenous low sulphur crude oil of Assam. Product range includes LPG, Naphtha, Motor Spirit (MS), Aviation Turbine Fuel (ATF) Superior Kerosene Oil (SKO) High Speed Diesel (HSD), Raw Petroleum Coke (RPC) Calcined Petroleum Coke (CPC), Wax, Nitrogen, Mineral Turpentine Oil (MTO), Special Boiling Point Spirit (SBPS) and solid and Liquid Sulphur.

NRL is in the process of installing a parallel new refinery of crude oil processing capacity of 6 MMTPA to expand its capacity from present 3 MMTPA to 9 MMTPA. The new Refinery will be processing imported Arab mix crude oil (70% AH: 30 % AL) in CDU/VDU. To meet BSVI specification of products produced in the Refinery, NRL will be installing a new Sulphur recovery block (SRB) in the new Refinery in addition to the existing SRU.

**2. Purpose of the EOI**

NRL has issued this Expression of Interest with the best intention to explore the market for interested Entities/Agencies who may be interested and eligible to enter into long term agreement with NRL for conversion of its Liquid Sulphur to Sulphur Granules. The Purpose of the EOI is not to select any agency/ entity for the proposed project or for shortlisting for any tender.

**Note: This is not an invitation to tender.**

**3. Total Sulphur production after expansion of NRL and its Specifications:-**

Quantity	Existing SRB (100% capacity)	6.4 TMT/annum
	After Expansion (100% capacity)	160.0 TMT/annum
Specifications	Colour	Bright yellow colour in ambient temperature
	Purity	99.9%(dry basis)
	H <sub>2</sub> S	10 ppmw (max)
	Ash content	0.05% (max)
	Carbon	0.025% (max)
	Acidity as H <sub>2</sub> O <sub>4</sub>	0.01% (max)
Timeline for enhanced production	As per schedule, new SRU commissioning is planned by Dec'2025	



#### **4. Broad Scope of Work for the appointed 'Job Worker'**

Post commissioning of the new Sulphur Recovery Unit (SRU), around 160 TMT of Sulphur in liquid form will be produced per annum. NRL is in search of capable entities to enter into long term contract (minimum 15 years), who will be setting up facility/facilities at a location inside the refinery for conversion of this Liquid Sulphur to Sulphur Granules, meeting the following specifications :

##### **A) Technical specifications**

S.No	Parameter	Specifications
1	Sulphur as S	99.5% minimum on dry basis
2	Ash	0.05% max
3	Carbon	0.05% max
4	Acidity	0.02% max
5	Moisture	0.53% max
6	Other impurities	Free from Arsenic, Selenium and Tellurium

##### **B) Shape & size requirement of Sulphur granules for your plant**

Shape:	Yellow Granular sulphur			
Size Fraction	+5 mm	+1 mm	-1.0 mm to +0.5 mm	-0.5 mm
Acceptable Range	max. 5%	min. 95%	max. 5%	nil

The appointed entity/Agency will also be required to build the facility as well as carry out the loading of the Sulphur Granules for onward shipment to end users/customers of NRL. The loading facility to be developed will also be located inside the refinery premises. NRL will however arrange to deliver the Liquid Sulphur at the battery limit of the premises of the entity/Agency for the conversion to Granules.

#### **5. Statutory Obligations**

The Job Worker has to ensure that all facilities to be constructed shall comply with the Rules and regulations applicable as per authorities of Govt. of India.

#### **6. Time Schedule:**

- a) Time Period for the Job Worker to develop the facility: 12 (Twelve) Months from the date of issue of Letter of Acceptance).
- b) The Job Worker shall Operate and maintain the facilities for a period of 15 (Fifteen) Years



after Contractual COD or actual COD, whichever is later.

## **7. Minimum Experience Criteria for Entity/Agency**

Since Sulphur is a hazardous material, the entity must possess prior experience of owning/operating/maintaining hazardous chemical plant, preferably Sulphur.

## **8. Documents required to be submitted**

In response to this letter we seek your prima-facie inclination to work in Numaligarh for the subject work with additional information as follows:

- i) Brief details of the respondent : **FORM A**
- ii) Specific experience relevant to required capabilities : **FORM B**  
(Along with documentary evidence, in case of JV the previous experience of JV Partners shall be provided)
- iii) Financial Details : **FORM C**  
[also submit copies of last 3 years' financial statements (Balance Sheet, Profit & Loss Account and Auditor's report)]

In addition to the above, the prospective agencies will also submit a brief Writeup on proposed business plan with NRL . The write-up shall also provide the details of proposed financial model of Capital investment to implement the Project on Job Work Model i.e., Execution is through Special Purpose vehicle/Special Purpose Company/Joint Venture OR by any other such mode, as well as payback model.

## **9. Submission of response to the EOI:**

- I. Interested Agency shall upload the Expression of Interest by duly filled in forms along with its attachments at e-procurement portal <http://eprocure.gov.in/eprocure/app> , latest by **31.10.2024** upto 12:00HRS (IST). Response submitted shall be opened on **31.10.2024** at 14:00 HRS (IST).
- II. In addition to uploading on e-procurement portal, prospective parties may submit their "Expression of Interest" with duly filled in Forms including all attachments latest by **31.10.2024** upto 12:00HRS (IST) in a sealed cover or {scan copy may also be submitted through email } to:  
Chief Manager (Business Development)  
Numaligarh Refinery Limited  
NRL Centre, 122-A  
G.S. Road, Ganeshguri  
Guwahati, Assam, India  
Pin: 781005  
E-Mail id: [eebon.dutta@nrl.co.in](mailto:eebon.dutta@nrl.co.in); Mobile : +919435408025



Based on the responses received against this invitation, a virtual meeting/ offline discussion (as per convenience of NRL may be held with the responding service provider/ contractor/ vendor/ company to discuss on the information/ views submitted. Date and time shall be intimated separately.

**10. Disclaimer:**

- I. NRL is neither committed nor obliged to include any contractor on the tender list or award any form of contract to any Entity/Agency and/or associated companies.
- II. The EOI is liable to be ignored in case of submission of any misleading/false representation by the responding Entity/ Agency in the form of statements and attachments.
- III. This EOI is non-binding in nature and submission of information should not be considered as shortlisting/ selection for company in any subsequent RFP/ Tender/ Bid process that may be undertaken in future.
- IV. No participant shall contact NRL on any matter relating to the EOI after the last date of submission of EOI unless requested for so in writing. Any effort by the responding entity/ agency to influence NRL in the decision making in respect of EOI will result in the rejection of that entity/agency.
- V. It is also agreed that NRL in its sole discretion, may reject any and all proposal made by respondent(s), may change the conditions relating to the EOI or cancel this EOI at any time without assigning any reason.
- VI. Prospective respondent(s) acknowledge and agree that response to the EOI is purely voluntary action on their part and for any expenditure on this account shall be borne by the respondent(s).
- VII. NRL will have no obligation or liability to the respondent(s) in the event of cancellation of EOI.

**General**

- Post submission of response against the EOI, NRL may notify through its website about the discussions/meeting with respect to the EOI with the responding entities / agencies.
- For any clarification, you are requested to contact {+919435408025} and [eebon.dutta@nrl.co.in](mailto:eebon.dutta@nrl.co.in).
- *Respondents are requested to keep themselves updated with the website on regular basis for any addition / deletion / modification / clarification or notification in respect of this, at EOI stage. No separate notification will be issued in any other media.*



## **FORM - A**

### **DETAILS OF THE RESPONDENT**

**1. Name of Company:**

**2. Address details (1): -**

(Address of prime place of business like Head office/Registered office/Corporate Office / Marketing Office etc.)

- Village/Locality:-
- Street & House No. :-
- City :-
- State :-
- Country
- Postal code:-

**3. Contact details :-**

- Name of the contact person(s):-
- Phone/Mobile no. :-
- E-mail id :-

**5. Details of the Entity/Agency (please enclose copies of relevant documents ):-**

- TIN No.:-
- PAN No.:-
- GST registration no. and address: -
- Last three years net worth of the Entity/Agency :- (Audited Balance Sheet/Annual Reports to be enclosed)
- Last three years turnover:- ((Audited Balance Sheet/Annual Reports to be enclosed)

**6. Type of Entity/Agency :** Whether Limited Company/Proprietorship/Partnership/Joint Venture etc. (Relevant Supporting Documents to be provided)



**FORM B**

Sl. No.	Job Description	Client details	Year of start and completion, if completed	Details of Purchase Order and Contact details (Ph & Email)	Value of works (Development & Operation separately)	Remarks
1.						
2.						
3.						

**NOTES**

1. Entity/ Agency shall furnish the details of best job/ experience/ capabilities in terms of value and quantum, executed in the recent past along with the work order and final completion certificate, for the completed job.
2. Entity / Agency shall furnish copy work order (relevant pages only and not the complete bulky document) and completion certificate.

(SIGNATURE OF CONTRACTOR)



## Form C

### FINANCIAL DETAILS

- a. Entity/ Agency is a parent company (i.e., having its subsidiaries): < Entity/ Agency to select either of the following options and strike off the other>.
- Financial details are of parent company without the financial data of subsidiaries
  - Financial details are of parent company including the financial data of subsidiaries. It is further certified that separate annual report of Entity/Agency, without the financial data of subsidiaries, is not prepared and audited.

OR

- b. Entity/ Agency is a subsidiary company: < Entity/ Agency to select either of the following options and strike off the other>.
- Financial details are of subsidiary company
  - Financial details are of parent company including the financial data of subsidiaries. It is further certified that separate annual report of Entity/ Agency (i.e. subsidiary), is not separately prepared and audited.

OR

- c. Entity/ Agency does not have any subsidiary or parent company: Financial details of the Entity/ Agency itself.

OR

- d. Entity/ Agency is Joint Venture Company (Either incorporated or un-incorporated) : Financial details of the Entity/ Agency incase on incorporated or of all the JV Partners in case un-incorporated JV :

Sl. no.	Description	Year	Value in Currency (_____)	In case of currency in Financial statement is other than INR/USD, value to be converted in USD (*)
1.	Turnover	Latest financial year (___)		
		Preceding year (___) 1 <sup>st</sup>		
		Preceding year (___) 2 <sup>nd</sup>		
2.	Net Worth	Latest financial year (___)		
3.	Working Capital	Latest financial year (___)		





**Notes:**

1. Entity/ Agency shall provide financial data based on their standalone financial statements. In case standalone financial data is not prepared and audited, only in that case Entity/ Agency shall furnish the consolidated financial data.
2. Net worth calculation: Net worth means paid up share capital, Share Application Money pending allotment\* and reserves# less accumulated losses and deferred expenditure to the extent not written off. Net worth has been calculated using the following formula, as per provisions of the enquiry document:

# Reserves to be considered for the purpose of net worth shall be all reserves created out of the profits and securities premium account but shall not include reserves created out of revaluation of assets, write back of depreciation and amalgamation.

\* Share Application Money pending allotment will be considered only in respect of share to be allotted.

Description	Values <in Currency>
<b>Paid up Share capital (A)</b>	:
<b>Add: Share Application Money pending allotment (B)</b>	:
<b>Add: Reserves (As defined above) (C)</b>	:
<b>Less: Accumulated Losses (D)</b>	:
<b>Less: Deferred Revenue Expenditure to the extent not written off (E)</b>	:
<b>Net Worth (A+B+C-D-E)</b>	:

3. Working Capital calculation: Working Capital shall be Current Assets minus Current Liabilities.
4. Turnover (for the Financial statement pertaining to post GST regime): Turnover shall be taken as Revenue from operation (excluding GST) as stated in Financial Statement of the Entity/ Agency, excluding other Income.  
  
However, Turnover for the Financial statement pertaining to pre-GST regime shall be calculated as Revenue from operation Including Excise Duty but Excluding Other Income.
5. Net worth, Working Capital and Turnover have been calculated using the above mentioned formulae and after giving effect to the impact of Audit Qualifications given in the Audit Report.

**(SIGNATURE OF RESPONDING ENTITY / AGENCY)**