



MANGALORE REFINERY AND PETROCHEMICALS LTD,  
MANGALORE  
(Schedule 'A' Company & subsidiary of ONGC)

EXPRESSION OF INTEREST (EOI)  
FOR PARTNER(S) SELECTION TO SET UP  
20 KLPD BIO-ATF PLANT

&

60 KLPD 2G ETHANOL PLANT  
EOI Document Ref. No. EOI/CS/2023-24/01

Dated 10.11.2023

**EXPRESSION OF INTEREST (EOI) FOR PARTNER  
SELECTION TO SET UP 20 KLPD BIO-ATF PLANT & 60 KLPD 2G  
ETHANOL PLANT**

1.0

**BACKGROUND**

1.1. Mangalore Refinery and Petrochemicals Limited (MRPL) is a “Schedule –A” CPSE and a subsidiary of Oil and Natural Gas Corporation Limited (ONGC). The Refinery has a versatile design with high flexibility to process Crude with 24 to 46 API gravity and has high degree of Automation. The Refinery including the Aromatic Complex has a Nelson Complexity number of 10.63. The present capacity of the Refinery is 15 MMTPA. Products of MRPL are mainly sold in the domestic market to the PSU Oil Marketing Companies (OMC’s) and balance products are exported. MRPL has a small but increasing Retail presence currently

For additional information on MRPL, please visit <http://www.mrpl.co.in>

1.2. MRPL invites online offers from JV Partner(s) (**Party**) who shall submit Expression of Interest (EOI) for partnering with MRPL to set up a 20 Kilo litres per day (KLPD) Bio-ATF Plant and 60 KLPD 2G Ethanol Plant as part of its green fuel initiatives.

1.3. Other basic details of this EOI are:

<b>EOI Download</b>	EOI may be downloaded from any of the Websites as below: (i) <a href="http://www.mrpl.co.in">www.mrpl.co.in</a>
	(ii) Govt. CPP Portal - <a href="https://eprocure.gov.in">https://eprocure.gov.in</a>
<b>EOI Cost</b>	NIL
<b>EOI Meeting Date</b>	30 <sup>th</sup> November 2023 @ 1430 hrs (through Webex)
<b>EOI Meeting Link</b>	Meeting link shall be shared to the interested bidders. Request for sharing the link shall be made through the below mentioned Email ID’s
<b>EOI Due date of submission &amp; time</b>	20 <sup>th</sup> December 2023 @ 1400 hrs

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<b>EOI Opening date &amp; time</b>	20 <sup>th</sup> December 2023 @ 1500 hrs
<b>EOI Submission mode</b>	Through email <a href="mailto:girishbp@mrpl.co.in">girishbp@mrpl.co.in</a> , <a href="mailto:nagaphani@mrpl.co.in">nagaphani@mrpl.co.in</a>

## **2.0 INTRODUCTION**

Government of India (GoI) has launched National Bio-Fuels Policy 2018, which encompasses various categories of Biofuels, such as bioethanol, biodiesel, Advanced biofuels, bio-CNG etc. In this direction, various initiatives are being taken by GoI. Under one such initiative, GoI has resolved to supply Ethanol Blended Petrol (EBP) with the objective of reducing oil import, support to sugar industry, addressing environmental concerns etc. GoI has a target of achieving 20% by 2025.

As part of the United Nations plan to offset aviation emissions, Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA) is being implemented to address any annual increase in CO<sub>2</sub> from international civil aviation above the 2020 levels. At present India is not a signatory to the voluntary compliance phase of the scheme. However, India will be participating in the second phase of CORSIA from 2027 onwards during which Bio-ATF (also known as Sustainable Aviation Fuel) is required to be blended with crude oil based jet fuel so as to reduce net CO<sub>2</sub> emissions.

In this context, MRPL is exploring to set up one 20 KLPD Bio-ATF Plant integrated within the Refinery premises at Mangalore and 60 KLPD 2G Ethanol Plant at Harihara, Davangere. MRPL is seeking partners who will partner with MRPL for the Bio-ATF and 2G Ethanol Plants.

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The **Joint Venture (JV)** would be formed after selection of the JV partner(s), for setting up Bio-ATF plant and 2G ethanol plant.

The proposed joint venture will be established as separate legal entity, duly registered in line with the provisions of Indian Companies Act, 2013 and according to the other extent rules and procedures applicable with an independent board comprising of representatives from MRPL and JV partner(s). etc.

The proposed JV shall establish a full-fledged marketing and sales set up where ever needed.

MRPL and Joint venture partner(s) will commit to a mutually agreed off take agreement governing the procurement of Bio-ATF and 2G Ethanol from the JVC, fostering trust and reliability. However JVC can also market/sell balance of products based on competition/commercial agreements.

The terms and conditions for the Joint venture will be based on mutually agreeable basis.

With this backdrop, MRPL invites online offers from potential **JV partners** meeting the qualification criteria to submit Expression of Interest (EOI) to get associated with MRPL. A meeting with the prospective Parties shall be held on the EOI Meeting Date to explain the objective of EOI and clarify on any queries/doubts of the potential parties.

Upon receipt of responses against this EOI, MRPL will review the responses to ascertain the suitability of the offer and shortlist prospective JV Partners. The qualified parties would become eligible to progress to the second round wherein they would be evaluated based on qualification criteria to be set by MRPL at that stage followed by final evaluation for selection of one party for partnering with MRPL to set up 20 KLPD Bio-ATF plant and 60 KLPD 2G ethanol plant.

The qualification criteria of the Parties, as set out in this EOI, is as follows.

### **3.0 QUALIFICATION CRITERIA**

#### **3.1. COMMERCIAL CRITERIA**

1. MRPL would hold an equity of up to 50 % in the JV. The balance equity shall be taken up by the party.
2. The prospective JV partner must be legally registered company, compliant with all applicable laws and regulations.
3. Remaining equity to be held by the Party, which can be a single organization or a consortium of up to a maximum of 3 members. It may be noted that legal incorporation of consortium as body corporate at EOI stage is not required, and only letter of comfort

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from a representative authorized by the Board of Directors of each member of the consortium or other documentary evidence would suffice. In case of letter of comfort, copy of the authorization in name of the signing authority should also be provided.

4. In case the Party comprises of two or three members, Parties to decide on a Lead Partner, who would have at least 26% stake in the Party. In such a case, other member(s) to provide the following undertaking:

that it in-principally agrees to all the conditions of the EOI, and

that it is ready to work as a consortium under the leadership of the Lead Partner

5. For the purpose of clarity, Party (in case of a single organization) and each of its members (in case of the Party being a consortium of two or three members), should be body corporate, **incorporated in India**, and all the member(s) of the consortium should take certain equity in the JV
6. Party (in case of a single organization) and each of its members (in case of the Party being a consortium of two or three members) should meet the provisions under Order (Public Procurement No. 1) dated 23.07.2020, Order (Public Procurement No. 2) dated 23.07.2020 and Order (Public Procurement No. 3) dated 24.07.2020 of Department of Expenditure, Ministry of Finance, Govt. of India relating to procurement from a party which shares a land border with India. An undertaking regarding this is to be provided as per the format attached at **Annexure: 1**
7. Each organization can submit only one bid –In case any organization submits more than one bid, all of its bids shall be rejected.

### **3.2. TECHNICAL CRITERIA**

1. The prospective JV Partner must meet the following qualification criteria:

Experience in operating/marketing of ethanol, bio fuels, Fossil fuels, Renewable energy in the preceding 7 years up to 31.03.2023

2. Documentary proof required for 3.2 (1) above.

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**3.3. FINANCIAL CRITERIA**

1. Annual turnover:

The annual turnover of the Party, in any of the preceding 3 (three) completed financial years up to 31.03.2023, should not be less than INR 1000 crores (Indian Rupees One thousand Crores).

2. Net Worth :

(i) The Net Worth of the Party as per the latest audited annual financial statements (not older than FY 2022-23), in each case should be positive.

(ii) Net Worth shall be computed as follows:

*Paid up share capital plus Free Reserves & Surplus less accumulated losses,  
deferred expenditure and miscellaneous expenditure not written off, if any*

3. Format for furnishing details of net worth and last three years turnover is placed at **Annexure: 2**

4. The Party, must meet each of the following qualification criteria, an affidavit against which is to be provided:

(i) The Party members have not been affected by any of the following events, conditions or circumstances in the 3 Financial Years immediately preceding the EOI Due Date, as certified by the respective statutory auditors of these organizations:

- (a) the Party members having been categorized as a willful defaulter in accordance with Applicable Laws or laws of the country of its incorporation;
- (b) the Party members being subject to proceedings for declaration of or being declared bankrupt, being wound up, or having its affairs administered or conducted by any court, administrator, receiver; or
- (c) the Party members having been declared by a court of India or other competent authority as being unable to pay its debts or having made any composition or arrangements with creditors or having had the repayment of its debts suspended.

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- (ii) The Party members have not been convicted or otherwise being found responsible (or having any of its directors, partners, trustees, officers or managers convicted or being found responsible) by any court, tribunal, regulatory, public or other competent authority for a breach of any laws or regulations which:
- (a) related to any act of fraud or dishonesty for which a fine, penalty, damages, compensation or other payment was levied against the organization or any of its directors, partners, trustees, officers or managers; or,
  - (b) resulted in the permanent or temporary suspension of the rights of the organization to provide any service or carry on any type of business or operations.
- (iii) The Party members is not put on ‘Holiday’ by MRPL or Public Sector Project Management Consultant (like EIL, Mecon only due to “poor performance” or “corrupt and fraudulent practices”) or banned/ blacklisted by Central or State Government department, Public Sector on due date of submission of bid. Further, neither Party members nor their allied agency(ies) are on banning list of MRPL or the Ministry of Petroleum and Natural Gas.

**3.4.** The EOI offer must be **valid for a period of 6 months** from the due date of its submission.

**3.5.** The EOI of the Party failing to meet the criteria under 3.1 to 3.3 above shall be **Rejected.**

**3.6.** MRPL reserves the right to call the Party for making Presentation(s) before MRPL team / management, seek additional information (if required) and also negotiate on terms and conditions (if required). The decision of MRPL in this regard shall be final and binding on the Party.

**4.0 SUBMISSION OF DOCUMENTS**

**4.1.** The EOI complete in all respects should be filled, signed, stamped and submitted through email to the email on or before the due date of submission i.e. 20<sup>th</sup> December 2023 @ 1400 hrs. No physical EOI shall be accepted.

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- 4.2.** EOI shall consist of the following documents:
1. Cover Letter for submission of the EOI
  2. Details of Registration – certificate of incorporation as per Companies Act, 1956 or 2013
  3. Details of financial capability (net worth and last three years turnover) duly signed and stamped by a practicing chartered accountant and countersigned by CFO
  4. Copy of Audited Financial Statements, including Balance Sheets, Profit & Loss Account for last three preceding financial years duly certified by CFO
  5. Affidavit in respect of meeting criteria 3.3 (4)
- 4.3.** Additional documents pertaining to the financial data, if any, submitted as documentary evidence must be certified by the CFO of the Party.
- 4.4.** All pages of the EOI and the enclosures must be certified / attested by the Authorized Signatory.

**5.0 GENERAL INSTRUCTIONS ON SUBMISSION OF EOI**

- 5.1.** The Party to note that the EOI is to be submitted at email only within due date & time, without marking its copy to any other e-mail ID's of MRPL as the EOIs are to be opened in a secured way only at the appointed time and date. Any failure on part of the Party to comply above may lead to disqualification of its EOI.
- 5.2.** Any communication/e-mail received to above mentioned e-mail ID after **EOI Due date of submission & time**, shall be categorically ignored.
- 5.3.** To avoid delayed delivery of e-mail(s) containing the EOI to above mentioned e-mail ID due to varying reasons including delays due to e-mail server, network problem etc., Party is advised to submit their EOI well in advance as no cognizance shall be given to the e-mail(s) received to above mentioned e-mail ID after due date & time, due to any reason whatsoever.
- 5.4.** While submitting EOI, the following may please be noted:
- (i) If a large document is attached with email, there is a chance of delivery failure due to mailbox size limitation. Therefore, the Party is required not to send large sized mails, and maximum size of a single mail be restricted to **10 MB**. Party may send multiple mails if the mail size of each mail is more than **10 MB** (preferably not more than 6-7 MB to be on the safer side). Party is also required to compress the mails before sending such mails, preferably in PDF format.



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- (ii) Party should ensure the emails and attachments are free from virus etc., as MRPL's E-mail gateway, may drop such infected files.
- 5.5.** EOI must be complete in all respects leaving no scope for ambiguity. It is in the interest of the Party to submit complete and comprehensive proposal leaving no scope for MRPL to raise any further questions. Any deviation to this EOI shall make the offer liable for rejection.
- 5.6.** MRPL may seek clarifications regarding the Party's credentials, documents, information, etc., submitted as part of its EOI in order to evaluate the EOI.
- 5.7.** This request for EOI is being issued with an intent to partner to set up 20KLPD Bio-ATF plant and 60 KLPD 2G Ethanol plant. MRPL reserves the right to terminate EOI process at any point of time without assigning any reason.
- 5.8.** Any revision, clarification, addendum, corrigendum, time extension etc. to this Request for EOI will be hosted on the website only and no separate notification shall be issued in the press. Parties are requested to visit the website regularly to keep themselves updated.
- 5.9.** If the information submitted in the requisite format is found to be incorrect at a later stage, MRPL shall have the right to reject / terminate the EOI.
- 5.10.** Further, MRPL also reserves the right to reject any or all EOI received without assigning any reason.
- 5.11.** No Party or its Parent / Affiliates shall contact MRPL on any matter relating to its EOI after last date of submission of EOI unless requested by MRPL in writing. Any effort by the Party or its Parents or its Affiliates to influence MRPL in the decision making in respect of EOI will result in the rejection of the EOI.
- 5.12.** The issue of this EOI does not imply that MRPL is bound to select and shortlist any or all the prospective JV Partner(s). Even after selection of suitable prospective JV Partner, MRPL is not bound to proceed ahead with the prospective JV Partner and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever. This EOI does not guarantee conversion of this EOI into any definitive contractual agreements. MRPL shall not assure order on any bidder on the basis of this EOI.
- 5.13** The prospective JV Partner shall bear all costs associated with the preparation, technical discussion/presentation and submission of EOI. MRPL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EOI process.

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ANNEXURES

**EXPRESSION OF INTEREST (EOI) FOR PARTNER  
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**ANNEXURE: 1**

**PROCUREMENT FROM A PARTY WHICH SHARES A LAND BORDER WITH INDIA**

1. Order (Public Procurement No. 1) dated 23.07.2020, Order (Public Procurement No. 2) dated 23.07.2020 and Order (Public Procurement No. 3) dated 24.07.2020, Department of Expenditure, Ministry of Finance, Govt. of India refers. The same are available at website <https://doe.gov.in/procurement-policy-divisions>.
2. Any Party from a country which shares a land border with India will be eligible to bid in this tender only if the party is registered with the Competent Authority. For details of competent authority refer to Annexure I of Order (Public Procurement No. 1) dated 23.07.2020.

Further the above will not apply to Party from those countries (even if sharing a land border with India) to which the Government of India has extended lines of credit or in which the Government of India is engaged in development projects. Updated lists of countries to which lines of credit have been extended or in which development projects are undertaken are given in the website of the Ministry of External Affairs, Govt. of India

3. **"Party"** (including the term 'tenderer', 'consultant' 'vendor' or 'service provider' in certain contexts) **for purpose of this provision** means any person or firm or company, including any member of a consortium or joint venture (that is an association of several persons, or firms or companies), every artificial juridical person not falling in any of the descriptions of party stated hereinbefore, including any agency, branch or office controlled by such person, participating in a procurement process.
4. **"Party from a country which shares a land border with India"** for the purpose of this:
  - a. An entity incorporated, established or registered in such a country; or
  - b. A subsidiary of an entity incorporated, established or registered in such a country; or
  - c. An entity substantially controlled through entities incorporated, established or registered in such a country; or
  - d. An entity whose beneficial owner is situated in such a country; or
  - e. An Indian (or other) agent of such an entity; or
  - f. A natural person who is a citizen of such a country; or
  - g. A consortium or joint venture where any member of the consortium or joint venture falls under any of the above

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5. **"Beneficial owner"** for the purpose of above (4) will be as under:

- i) In case of a company or Limited Liability Partnership, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person(s), has a controlling ownership interest or who exercises control through other means.

Explanation—

- a) "Controlling ownership interest" means ownership of, or entitlement to, more than twenty-five per cent of shares or capital or profits of the company;
- b) "Control" shall include the right to appoint the majority of the directors or to control the management or policy decisions, including by virtue of their shareholding or management rights or shareholders agreements or voting agreements;
- ii) In case of a partnership firm, the beneficial owner is the natural person(s) who, whether acting alone or together, or through one or more juridical person, has ownership of entitlement to more than fifteen percent of capital or profits of the partnership;
- iii) In case of an unincorporated association or body of individuals, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has ownership of or entitlement to more than fifteen percent of the property or capital or profits of such association or body of individuals;
- iv) Where no natural person is identified under (i) or (ii) or (iii) above, the beneficial owner is the relevant natural person who holds the position of senior managing official;
- v) In case of a trust, the identification of beneficial owner(s) shall include identification of the author of the trust, the trustee, the beneficiaries with fifteen percent or more interest in the trust and any other natural person exercising ultimate effective control over the trust through a chain of control or ownership.

6. **"Agent"** for the purpose of this Order is a person employed to do any act for another, or to represent another in dealings with third persons

7. **SUBMISSION OF CERTIFICATE IN BIDS:**

Party shall submit a certificate in this regard as Form-I.

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If such certificate given by a party whose bid is accepted is found to be false, this would be a ground for immediate rejection of the bid/termination and further action as per "Procedure for Action in case of Corrupt/Fraudulent/ Collusive / Coercive Practices" of tender document.

8. The registration, wherever applicable, should be valid at the time of submission of bids and at the time of acceptance of bids. In respect of supply otherwise than by tender, registration should be valid at the time of placement of order. If the party was validly registered at the time of acceptance / placement of order, registration shall not be a relevant consideration during contract execution.

**Form-I**

**UNDERTAKING ON LETTERHEAD**

To,  
M/s MRPL

\_\_\_\_\_

SUB:

TENDER NO:

Dear Sir,

We have read the clause regarding Provisions for Procurement from a Party which shares a land border with India, we certify that, party M/s \_\_\_\_\_ (*Name of Party*) is :

- (i) Not from such a country [       ]
- (ii) If from such a country, has been registered with the Competent Authority. [       ]  
(Evidence of valid registration by the Competent Authority shall be attached)  
*(Party is to tick appropriate option (i/ or X) above).*

We hereby certify that party M/s \_\_\_\_\_ (*Name of Party*) fulfills all requirements in this regard and is eligible to be considered against the tender.

Place:

[Signature of Authorized Signatory of Party]

Date:

Name:

Designation:

Seal:

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**ANNEXURE : 2**

**F-10**

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**FORMAT FOR PRACTISING CHARTERED ACCOUNTANT CERTIFICATE FOR  
FINANCIAL CAPABILITY OF THE PARTY**

We have verified the Audited Financial Statements and other relevant records of  
M/s..... (Name of the party) and certify the following:

**A. AUDITED ANNUAL TURNOVER\* OF LAST 3 YEARS:**

Year	Amount
Year 1:	
Year 2:	
Year 3:	

**B. NETWORTH\* AS PER LAST AUDITED FINANCIAL STATEMENT:**

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Description	Year _____
1. Net Worth	Amount (Currency)

**\*Refer Instructions**

**Notes:**

- (i) **It is further certified that the above mentioned applicable figures are matching with the returns filed with Registrar of Companies (ROC)**
- (ii) **We confirm that above figures are after referring instructions at page 2 of 2 of Format F-10.**
- (iii) **Practicing Chartered Accountants shall generate Unique Document Identification Number (UDIN) for all certificates issued by them**

Name of Audit Firm:  
Chartered Accountant  
Date:

[Signature of Authorized Signatory]  
Name:  
Designation:  
Seal:  
Membership No.:  
UDIN:

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**Instructions for Format F-10:**

1. The Separate Pro-forma shall be used for each member in case of JV/ Consortium.
2. The financial year would be the same as one normally followed by the party for its Annual Report.
3. The party shall provide the audited annual financial statements as required for this Tender document. Failure to do so would result in the Proposal being considered as non-responsive.
4. For the purpose of this Tender document:
  - (i) **Annual Turnover** shall be “Sale Value/ Operating Income” and
  - (ii) **Net Worth** shall be Paid up share capital plus Free Reserves & Surplus less accumulated losses, deferred expenditure and miscellaneous expenditure not written off, if any.
5. **Above figures shall be calculated after considering the qualification, if any, made by the statutory auditor on the audited financial statements of the party including quantified financial implication.**
6. This certificate is to be submitted on the letter head of Practicing Chartered Accountant.

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Mangalore Refinery and Petrochemicals Limited (MRPL) is a subsidiary of M/s. Oil and Natural Gas Corporation Limited (ONGC). MRPL proposes to invite Expression of Interest.

EOI Details as follows:

EOI No.	EOI/CS/2023-24/01
EOI on Website	From 10.11.2023 to 20.12.2023
Last Date for queries/Seeking Clarifications	28.11.2023
Pre-EOI submission meeting with applicants for providing clarifications	30.11.2023
Closing date for submission of EOI	Upto 17:00 Hrs (IST) on 20.12.2023
EOI documents available at	<a href="http://www.mrpl.co.in/eoi">www.mrpl.co.in/eoi</a>

Please contact below mentioned personnel for further details:

Designation	Contact No.	Email id
GM (Corporate Strategy)	+91-824-2883244 +91-94825 21505	<a href="mailto:girishbp@mrpl.co.in">girishbp@mrpl.co.in</a>

All Credentials/ Documents shall be addressed to

General Manager  
Materials Department  
Mangalore Refinery & Petrochemicals Ltd  
Kuthethoor PO, Via Katipalla, Mangalore – 575 030  
Karnataka- India

The envelope containing the documents shall be superscripted "**Documents for -PARTNER SELECTION TO SET UP 20 KLPD BIO-ATF PLANT & 60 KLPD 2G ETHANOL PLANT "**