NATIONAL ALUMINIUM COMPANY LIMITED (NALCO)

invites

EXPRESSION OF INTEREST (EOI)

from

Prospective Joint Venture Partners / Manufacturers / Investors/ Collaborators

for

Setting up of Production Facilities for Coal Tar Pitch (CTP)

EOI Document No: NALCO/BD/ST/2026/5807 **Dated: 21/09/2026**

EOI Submission by Date: 12/10/2026

National Aluminium Company Ltd.

NALCO Bhavan, P/1, Nayapalli,

Bhubaneswar, Odisha – 751013, India

Contents

1. Background & Objective.....3

Backward Integration Initiative.....3

2. NALCO's Indicative Requirement & Scope.....4

Nature of Collaboration Sought.....4

3. Indicative Pre-Qualification Criteria.....4

4. Submission of Requirements & Formats.....5

Note on Submission Format.....6

5. Evaluation & Shortlisting.....6

6. Timeline.....7

7. Terms & Conditions.....7

7.1 Confidentiality & NDA.....7

7.2 Clarifications.....7

7.3 Disclaimer on No Commitment.....7

7.4 General Conditions.....7

8. Contact Details.....8

ANNEXURE-I: DETAILED SPECIFICATION – COAL TAR PITCH (CTP).....9

ANNEXURE-II: TECHNICAL & BUSINESS QUESTIONNAIRE.....10

Declaration & Signature.....10

1. Background & Objective

National Aluminium Company Limited (NALCO), a 'Navratna' CPSE of the Government of India, was established on 7th January 1981, with its registered office at Bhubaneswar, Odisha, India. It is one of India's largest integrated complexes in the aluminium value chain, having bauxite mining, alumina refining, aluminium smelting (including power generation) and coal mines.

- 6.825 million TPA Bauxite Mine and a 2.1 million TPA Alumina Refinery located at Damanjodi, Koraput district, Odisha.
- 0.46 million TPA Aluminium Smelter, a 1,200 MW Captive Power Plant and 4.0 million TPA Utkal D&E Coal Mines at Angul, Odisha.

As part of its green initiatives, NALCO has installed 198 MW Wind Power Plants at various locations across India and 1,020 kWp roof-top Solar Power Plants at its premises, contributing to its efforts towards carbon neutrality. In FY 2025-26, the Company achieved its highest ever revenue of Rs 17,843 crore and highest ever net profit of Rs 5,816 crore.

NALCO is currently expanding its Aluminium Smelter at Angul from its present capacity of 0.46 million TPA to approximately 0.96 million TPA through brownfield expansion, alongside a new 5th stream of the Damanjodi Alumina Refinery (adding 1.0 million TPA) and the upcoming Pottangi bauxite mine (adding 3.5 million TPA of mining capacity), in line with the Company's vision ‘To be a Premier and Integrated company in the Aluminium value chain with strategic presence in Mining both domestic & global, Metals and Energy sectors.’

Backward Integration Initiative

CT Pitch is the binder that holds the CP Coke aggregate together and carbonises on baking to give the anode its strength and conductivity.

As an initiative from NALCO’s Backward Integration and to reduce reliance on imports and support the Government of India's ‘Atmanirbhar Bharat / Viksit Bharat’ objective, NALCO proposes to explore the possibility of installing production facilities through suitable Joint Ventures or long-term strategic partnership linked to an assured offtake arrangement on the lines of its backward integration initiatives for Bauxite, Coal, Power and Caustic Soda.

The purpose of this EOI is to identify prospective Joint Venture partners / manufacturers / investors / existing and potential suppliers, domestic and international, with proven manufacturing experience and interest in setting up production facilities or associating with NALCO for a long-term strategic partnership linked to an assured offtake arrangement, as detailed in this document. Responses to this EOI will help NALCO ascertain market interest and identified parties will be subsequently engaged for a detailed, binding Request for Proposal (RFP) / Joint Venture discussion/ feasibility for acquisition, setting up a plant facility altogether or a long-term strategic partnership, as applicable.

2. NALCO's Indicative Requirement & Scope

NALCO's requirement of these raw materials will scale directly with its smelting capacity, which is being expanded from 0.46 million TPA to approximately 0.96 million TPA. The detailed product specifications presently applicable at NALCO's Angul smelter are enclosed as Annexure-I to this EOI; NALCO's exact annual requirement, and any further technical refinements to the specifications, will be shared with qualified parties at the subsequent (RFP / detailed engagement) stage.

Nature of Collaboration Sought

NALCO seeks to engage with interested parties under one or more of the following indicative structures, and respondents are requested to indicate their preferred mode of collaboration:

- Joint Venture (equity partnership) with NALCO for setting up a production facility for CT Pitch, preferably in the vicinity of NALCO's Angul Smelter Complex or at another suitable location, with equity participation.
- Long-term strategic partnership / investment linked to an assured offtake arrangement with NALCO.
- Any other collaborative structure (to be specified by the respondent) that furthers the objective of secure, cost-competitive supply.

3. Indicative Pre-Qualification Criteria

Prospective respondents are expected to broadly meet the following indicative criteria (final criteria to be confirmed by the Competent Authority prior to the RFP stage):

- Proven track record in manufacturing CTP of required industrial capacities.
- Assured access to Coke Oven Coal Tar feedstock for production of Coal Tar Pitch (CT Pitch), through long-term supply arrangements.
- Party must submit supply credentials of past Work experiences with relevant LOA/LOI/Agreement/SAP Purchase Order.
    - **NB**: - The Experience / Completion Certificates shall be considered only when it bears the Name and Designation of Issuing Authority. This is only applicable for Experience/Completion Certificates issued after 30/06/2022.
- Financial capacity with relevant balance sheets, threshold net worth. and willingness to explore a Joint Venture / long-term strategic partnership with NALCO for setting up a production facility.
- All the bidders are required to submit the copies of audited financial statements like profit & loss accounts and balance sheet of the **FY 2023-24, 2024-25 & 2025-26** in support of the indicative qualifying criteria along with the bid.
    - **NB**: - The certificate issued by Chartered Accountant for any purpose must contain the UDIN number. In the absence of the same, concerned document will not be considered as a valid document and will not be used for bid validation.
- Demonstrated environmental compliance, including possession of valid Environmental Clearance (EC), Consent to Operate (CTO), and other applicable statutory / regulatory clearances and Standards for manufacturing operations. Environmental clearance from relevant authority of the country is necessary where the party has manufacturing facility.

Documentary evidence in support of the above, wherever available, should be submitted along with the EoI response.

4. Submission of Requirements & Formats

The EOI response must include the following, duly signed and stamped by the authorised signatory of the applicant:

- Completed Technical & Business Questionnaire as per Annexure-II (copy enclosed).

- **Company Profile** — including organisational structure, core areas of expertise, details of manufacturing facilities, and relevant project/client references.
- **Compliance Statements** — a point-wise statement confirming fulfilment of the indicative Pre-Qualification Criteria in Section 3, along with supporting documentary evidence.
- A brief note on the proposed nature of collaboration (JV / strategic partnership / investment / other) and indicative capacity, location and investment envisaged.

Note on Submission Format

- **Language**: All submissions shall be in English. Supporting documents in any other language must be accompanied by an authenticated English translation.
- **Units & Standards:** All technical data shall be provided in SI units. Any deviation must be clearly indicated with equivalent SI units.
- **Authorisation**: All pages of the submission must be signed and stamped by the authorised signatory of the applicant.
- **Completeness**: Submissions with incomplete information or without required documentary evidence are liable to be summarily rejected.
- **Confidentiality**: All information submitted will be treated as confidential and used solely for the purpose of evaluation of this EOI.

5. Evaluation & Shortlisting

- Initial evaluation will be based on the Questionnaire responses, eligibility, reference checks and commercial/technical disclosure.
- Qualified parties will be invited for further discussions and may be requested to provide presentations, additional technical/financial inputs, and site visits, as applicable.
- Evaluation will be based on parameters like Technical Capability, Input Raw Material Security, Financial Capacity, Environmental Compliance, Compliance to various Corporate Governance, Management Standards, Quality specifications,

previous business association with NALCO, ability to support project implementation, multilocational facilities, end to end operation throughout the value chain etc.

6. Timeline

All submissions must be received within 21 days from the date of publication of this EOI, i.e. by **12/10/2026**. Late submissions will not be considered.

7. Terms & Conditions

7.1 Confidentiality & NDA

NALCO reserves the right to sign a mutual Non-Disclosure Agreement (NDA) with shortlisted respondents prior to sharing site-specific data or facilitating site visits and deeper technical/commercial discussions.

7.2 Clarifications

Any clarifications may be requested in writing to: CGM (Business Development) at the Email address: sugato.basu@nalcoindia.co.in | Mobile: +916742303193, by date **12/10/2026**. NALCO may issue clarifications that will be shared with all prospective respondents.

7.3 Disclaimer on No Commitment

This EOI is for information gathering and shortlisting only. It does not constitute a commitment by NALCO to proceed with any respondent or to enter into any Joint Venture/agreement, nor to issue an RFP. NALCO reserves the right to accept/reject any or all submissions without assigning reasons.

7.4 General Conditions

- No EMD is required to be submitted by the respondent.
- NALCO shall not be liable for any mistake or error by the respondent in respect of the submission.
- NALCO will not be responsible for any loss to the respondents due to delay/cancellation etc. of this EOI process.

- The respondent shall bear all costs associated with the preparation or delivery of its EOI response.
- NALCO reserves the right to call for original supporting documents for verification, and to cross-check details furnished by the respondent from their previous clients; the respondent shall have no objection in this regard.
- NALCO will examine the EOI responses for completeness, whether the documents have been signed and are complete in all respects, and may seek feedback from other customers to authenticate submissions and performance.
- Mere submission of an EOI response shall not entitle automatic qualification/selection of the respondent for any subsequent Joint Venture / agreement.
- NALCO reserves the right to accept or reject any EOI response and to annul the EOI process and reject all responses at any time, without incurring any liability to the affected respondent(s) or any obligation to inform them of the grounds for such action.

8. Contact Details

Contact Person: CGM (Business Development)

National Aluminium Company Limited (NALCO)

NALCO Bhawan, Plot No. P/1, Nayapalli, Bhubaneswar – 751013, Odisha, India

Email: sugato.basu@nalcoindia.co.in | Mobile: +916742303193

Issued on: **21/09/2026**

ANNEXURE-I: DETAILED SPECIFICATION – COAL TAR PITCH (CTP)

TECHNICAL SPECIFICATION				
MATERIAL: LIQUID COAL TAR PITCH				
Sl. No.	**Parameters**	**Unit**	**Specification**	**Method Used**
1	Softening Point (Mettler)	deg C	107 - 113	Mettler S.P. Apparatus
2	Coking Value (Alcan)	%	55 min	Alcan
3	Viscosity at 140°C at 160°C	 cps cps	 20,000 max 3,000 max	Brookfield Viscometer
4	Quinoline Insoluble (Q.I.)	%	5.0 - 11.0	Chemical method
5*	Toluene Insoluble (T.I.)	%	--	Chemical method
6	Beta Resin (TI - QI)	%	20 min	Calculation
7	Density	g/cc	1.30 min	ACCUPYC Apparatus
8	C/H in Pitch	--	1.73 min	LECO CHN Apparatus
9	C/H in Alpha Resin	--	3.5 min	LECO CHN Apparatus
10	Ash	%	0.50 max	Weight difference after ignition
11	Sulphur (S)	%	0.60 max	XRF
12	Sodium (Na)	%	0.035 max	XRF/AAS
13	Calcium (Ca)	%	0.010 max	XRF/AAS
14	Mesophase	--	Optical microscope must not show mesophase of size bigger than 10 microns	ASTM D4616

* Toluene Insoluble is given only for calculation of Beta Resin.

XRF = X-Ray Fluorescence Spectrometer; AAS = Atomic Absorption Spectrophotometer.

Note: Material shall be delivered at NALCO's Smelter Plant at a temperature of 180°C +/- 10°C.

Note: The above specifications/figures are supposed to be for the Coal Tar Pitch as analysed and found at NALCO's site laboratory at Angul (to be verified within 30 days of receipt). Hence, while quoting and/or in production of Pitch, the party shall take sufficient measures to ensure that the Pitch conforms to the specification as analysed at NALCO's laboratory, without considering allowances/tolerances, if any, for testing equipment, reagents, etc.

ANNEXURE-II: TECHNICAL & BUSINESS QUESTIONNAIRE

Sl No	Details Sought	Response
1	Legal name	
2	Registered office	
3	Year established	
4	Website	
5	Parent company / group, subsidiaries	
6	Point of contact for EOI (name, email, phone)	
7	Product(s) of interest (CT Pitch — tick all applicable)	
8	Current manufacturing location(s) and installed capacity for the product(s) of interest	
9	Process / technology employed (brief description)	
10	Years of continuous commercial production	
11	Major existing customers / reference clients (India & overseas), with contactable references 11(a) : Whether Supplied to NALCO during last 5 years and if so in what quantity	
12	Compliance to ISO certifications, including ISO 9001, ISO 14001, ISO 45001, ISO 50001, and SA 8000	
13	Proposed nature of collaboration with NALCO (JV / equity partnership / long-term supply-cum-investment / technology transfer / other — please specify)	
14	Indicative capacity proposed to be set up / offered for NALCO's requirement	
15	Indicative investment / project cost estimate, if setting up a new facility	
16	Preferred location for the proposed facility (India — specify State/region — or overseas)	
17	Financial capability — indicative annual turnover and net worth for the last 3 years	
18	Raw material / feedstock linkages available, if any	
19	Any additional information / proposal – Litigation history / conviction history of promoters (if any)	

Declaration & Signature

We confirm that the information furnished above is true and correct to the best of our knowledge and belief. We are interested in exploring collaboration with NALCO as detailed in this EOI and agree to the terms & conditions set out herein.

Signature: _____

Name & Designation: _____

Company Seal: _____

Date: _____