



National Aluminium Company Limited

(A Govt. of India Enterprise)

Nalco Bhawan, Nayapalli, Bhubaneswar – 751013, India

Web Site : www.nalcoindia.com

Ref : Nalco/Mktg/Exp/PQ/03

Date: 05.09.2006

GLOBAL INVITATION FOR PRE-QUALIFICATION OF PROSPECTIVE BIDDERS FOR EXPORT OF CALCINED ALUMINA ON TERM CONTRACTS

National Aluminium Company Limited (NALCO), India invites applications from reputed overseas prospective buyers having sound business credentials and having executed contracts for Calcined metallurgical grade Alumina or bulk commodity for pre-qualification to participate in tender(s) for export of Calcined Alumina on Term Contracts.

NALCO is a leading exporter of metallurgical grade Calcined Alumina. The company's total turnover during the last fiscal year was approx. **USD1195 mln** out of which export turnover was **USD 513 mln**. Currently the company is exporting around 900,000 mts of Alumina per annum . Quality of NALCO'S Calcined Alumina is widely accepted by smelters worldwide. NALCO has been awarded ISO 9001:2000 AND ISO 14001 Certificates by RWTUV, Germany and is committed to customer satisfaction.

NALCO'S Alumina exports are on FOB ST (Spout Trimmed) Visakhapatnam Port (India) basis in bulk and are based on contracts with overseas buyer directly. The letter of credit should be opened by them in U.S.Dollars with NALCO as beneficiary payable at sight at the counters of State Bank of India, Bhubaneswar, India allowing TT reimbursement within two/ three working days. The letter of credit should be opened through a 1st class International bank acceptable to NALCO's advising / negotiating bank, which presently is State Bank of India, Bhubaneswar, India.

Eligibility to apply for pre-qualification

1. Only overseas prospective buyers / companies having sound financial and business credentials are eligible to apply for pre-qualification. Overseas offices of Central Public Sector Undertakings of Govt. of India are also eligible to apply.
2. The overseas buyers should have experience in international Alumina or bulk commodity business and should have purchased minimum 50,000 mt. Of Alumina or bulk commodity during last 3 years including at least one bulk cargo of around 25,000 mt.
3. The annual turnover of the buyers should not be less than USD 70 mln. Or equivalent. If the turnover /accounts statement of the subsidiary / division seeking pre-qualification is not available separately, the group turnover / account statement may be considered provided the group holding company gives undertaking guaranteeing performance of subsidiary / division. The group holding company should have majority stake in the subsidiary.

Documents to be furnished along with the Application

1. Name, Address, Telephone, Telefax, e-mail of the company for correspondence along with names of contact persons and their capacities should be furnished. Description about the business activities of the company, address of the registered office and contact numbers are also to be furnished. In case the overseas buyer has an Indian representative, details of the representative along with due authorization should be enclosed. If the overseas buyers have offices in India the details about the Indian offices should be furnished.
2. Details of Alumina cargos/ bulk commodities purchased during last 3 years with supporting documents.

3. Published latest Annual reports. If such annual reports are not published, the same should be declared and a certified accounts statements may be furnished.
4. Prospective buyers shall have to arrange to provide their bankers certificate in respect of their solvency / financial capability by the bankers directly to NALCO.
5. The names of banks through whom the buyer intends to open letter of credit should be furnished.
6. Any other information which the buyer feels relevant for pre-qualification.

Applications with above documents should be submitted in sealed envelopes superscribed " **PRE-QUALIFICATION OF PROSPECTIVE BIDDERS FOR EXPORT OF CALCINED ALUMINA** " so as to reach **Executive Director (Marketing), National Aluminium Company Limited, 'Nalco Bhawan', P/1, Nayapalli, Bhubaneswar- 751013, India , by 16.00 hrs. (IST) of 04.10.2006.**

Note:

1. All the existing registered Customers for participation in Term Tenders of NALCO shall continue to be pre-qualified for the same. Such customers need not apply afresh against this invitation.
2. All the bidders who would be pre-qualified for tenders on Term Contracts against this Global invitation will be treated as pre-qualified for NALCO's Spot tenders also subject to periodic review.

Applications received after due date shall not be considered. Prospective buyers may note that submission of application shall not entitle them for pre-qualification . NALCO will not be responsible for any costs, or expenses incurred by the applicants in connection with preparation or delivery of applications or participating in discussions (if any) etc.

NALCO reserves the right to reject any or all applications without assigning any reason whatsoever. After due assessment, successful applicants will be advised individually regarding the pre-qualification.

GENERAL MANAGER (MARKETING)