Criteria for Empanelment of Parties with IndianOil for Supply of Liquefied Natural Gas (LNG) on Spot / Short-term basis

Indian Oil Corporation Limited (IOCL), the transnational energy company, having its Registered Office at Indian Oil Bhawan, G-9, Ali Yavar Jung Marg, Bandra East, Mumbai- 400 051, intends to invite applications from the parties involved in Natural Gas or Liquefied Natural Gas (LNG) business to empanel with IOCL for supply of LNG on Spot / Short-term basis at Dahej/Ennore/Kochi or any other LNG Terminal in India on execution of Master Sale & Purchase Agreement (MSPA).

IOCL intends to purchase numerous LNG cargoes on Spot / Short-term basis. IOCL's preferred mode of purchase of these cargoes would be through short-notice tenders. Such tenders would be invited only from those parties who have signed the MSPA with IOCL.

IOCL may sign MSPA with the parties meeting following financial as well as technical eligibility criteria:

Financial Criteria:

The party should have annual turnover of at least US$ 50 million and net-worth of US$ 25 million as per the last audited financial statement (Certified copies of the last three Annual Reports and the audited Annual Financial Statements to be submitted).

Technical Criteria:

The party should meet at least one of the following criteria-

a) MSPA may be entered with the producer / supplier of LNG.

b) MSPA may be entered with the party having marketing rights to sell full or part of the LNG produced in one or more Liquefaction Plants / Projects.

c) MSPA may be entered with the party having valid Sale and Purchase Agreement with LNG Liquefaction Plant(s) / Project(s) and having diversion rights.

d) MSPA may be entered with the party which has traded at least 2 LNG cargoes of capacity more than or equal to 75,000 Cubic Meter each on spot / short-term / long-term basis during last one year from the date of receipt of party's application for empanelment with IOCL.

e) MSPA may be entered with the party which has valid authorization from LNG producer to market LNG on its behalf.

f) MSPA may be entered with the party owning or operating Re-gasification Terminal(s) in India.

Note:

1) The Applicant may be an Sole Proprietorship, Partnership Firm / Company or a Consortium of two or more partners. In case of Consortium, one of the partners has to be nominated as "Lead Partner" and the Consortium partners shall have to submit a joint declaration confirming their intention for getting empanelled with IOCL and entering into MSPA mentioning name of the Lead Partner. The Lead Partner shall submit a power of attorney from other Partners to act as the Lead Partner and authorizing the Lead Partner to bind other Consortium partners by all or any of its act undertaken in respect of application for empanelment. In the case of Consortium, it will be sufficient if one Partner of the Consortium singly or jointly with all the Partners satisfy any criteria from a) to f) above. MSPA may be entered with the Lead Partner of the Consortium, however all other Consortium partners shall provide written confirmation of being bound by the terms and conditions of the MSPA and the same shall form part of the MSPA. All the Partners of the Consortium shall be liable jointly and severally for the execution of MSPA Contract in accordance with the Contract Terms and a copy of the Contract entered into by the Consortium Partners having such a provision shall be submitted along with the Application Form for Empanelment.
2) If the applicant is a Wholly Owned Subsidiary which does not meet the technical and financial criteria on its own, the technical and/or financial capabilities of the parent company may be considered for the purpose of meeting the eligibility criteria. However, in such cases the parent company has to provide "Parent Company Guarantee" for honoring the commitments made by the WoS. Applicant must indicate the category under which he is submitting the application.

Parties meeting above criteria and desirous of entering into MSPA with IOCL may submit their application along with the attested documentary proofs to establish their meeting the above eligibility criteria.

In addition to Certified copies of the last three Annual Reports and the audited Annual Financial Statements, for criteria stated at Sl. No. a) to c) and f) above any other suitable document establishing such credentials would need to be submitted. For the criteria at Sl. No. d), purchase reference document (redacted, if so required) for having supplied 2 cargoes of specified volume in addition to the last three Annual Reports & audited financial statements would need to be submitted. For the criteria at Sl. No. e, copy of authorization letter from an LNG producer to the desired effect in addition to the last three Annual Reports & audited financial statements would need to be submitted.

For applying through e-mail, scan copy of duly signed application and documents may be submitted to email ids yadavsky@indianoil.in and anuragd@indianoil.in and should also be delivered in original hard copy by courier / post at following address:

DEPUTY GENERAL MANAGER (GAS), INDIAN OIL CORPORATION LIMITED, CORPORATE OFFICE, BUSINESS DEVELOPMENT- GAS, CORE- 6, 5th FLOOR, SCOPE COMPLEX, LODHI ROAD, NEW DELHI 110 003, INDIA.

For any clarifications, LNG Supplier may contact IOCL at phone no. **+91-11-24361791**

Kindly note that we deal on principal-to-principal basis with the parties and not through any intermediary. Kindly also note that all data received either from you or your trade/bank references would be treated in strict confidence and would be used only for the purpose of empanelment as LNG Supplier. It is also requested that the data/documents sought may kindly be provided as per seriatim. We wish to inform that the request for empanelment with IOCL shall be considered, only on receipt of full data including audited financial statements / annual reports. Kindly also note that the decision of IOCL shall be final and binding upon the parties with regard to empanelment.

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