



# **BHARAT PETROLEUM CORPORATION LIMITED**

(A Govt. of India Enterprise)

## **Gas Business Unit**

### **Application for Empanelment as LNG Supplier**

Bharat Petroleum Corporation Limited (BPCL) invites application from experienced, credible, resourceful, sound and competent parties engaged in the business of Natural Gas.

BPCL is desirous of purchasing LNG cargoes to be delivered at Re-gasification Terminals in India. Parties interested in selling LNG cargoes to BPCL, would be required to be empanelled and sign MSPA & Integrity Pact, as per the format agreed with BPCL.

The Eligibility criteria for applying for empanelment as LNG Supplier is as below –

1. Party shall have minimum annual turnover of USD 50 million during last standard accounting year and net worth of USD 25 million as per the last audited financial statement.

**and**

2. The party

i Is a Producer / Supplier of LNG from any of the existing liquefaction plants or its wholly owned subsidiary(ies)involved in natural gas or LNG business

**or**

ii is having valid Sale & Purchase Agreements(s) with an entity having an LNG liquefaction Project(s) without any delivery and destination restrictions

**or**

iii has traded at least 2 cargoes (of capacity more than or equal to 75000 cubic meter each as spot cargoes or long term / short term of LNG during last one year from the date of application to BPCL.

**or**

iv is having an agreement with any existing LNG producer to market LNG on their behalf in India

**or**

v is owning or operating Re-gasification Terminals in India

**Note:**

1. For the wholly owned subsidiary the technical and financial capabilities of the parent company would be accepted for meeting the eligibility criteria.
2. The LNG supplier may be a JV or consortium of two or more partners. In case of a consortium, one of the partners has to be nominated as Lead Partner. In such cases any of the partners or jointly by all the partners meeting the criteria would be sufficient to qualify. The lead partner shall submit authorizations from other partners to act as Lead member. The MSPA would be signed with all partners wherein all the partners would be jointly and severally liable for execution and performance of the MSPA. The partners would be required to sign a MoU outlining the roles of partners and has to be submitted if qualified to sign a MSPA.

**Instructions for submitting the application**

1. The party interested in getting empanelled with BPCL as LNG supplier, would be required to send the application form (as per the enclosed **Annexure I**) by post to –

HEAD LNG MARKETING (GAS)  
BHARAT PETROLEUM CORPORATION LTD,  
12th FLOOR, MAKER TOWERS - F,  
CUFFE PARADE,  
MUMBAI, INDIA  
Pin - 400005

[E-mail: sontakkess@bharatpetroleum.in](mailto:sontakkess@bharatpetroleum.in)

2. The application form should be duly signed & stamped by the authorized person.
3. BPCL reserves the right to seek additional documents as necessary and in the entire process of empanelment; the decision of BPCL shall be final and binding.
4. Interested Parties shall note that submission of application does not guarantee any party the right of inclusion for the activities referred herein under.

5. BPCL shall not be responsible for any costs or expenses incurred by the interested parties in connection with the preparation and delivery of their application. All costs and expenses will be the sole responsibilities of the interested parties.
6. BPCL (i) at its discretion may update or amend the criteria (ii) reserve the right to not to take any action after receipt of the application from the interested party (iii) is not bound to accept any application without assigning any reasons.

### **Documents to be submitted along with the Application**

1. Company's detailed profile
2. Declaration on the company's letter head as per the enclosed format (**Annexure II**) by an authorized representative.
3. A certified copy of the last three Annual Reports, Audited Annual Financial Statements, Memorandum of Association, Article of Association.
4. Rating from an internationally acceptable credit agency such as D&B, S&P, Moody's, if available.
5. Party shall submit other suitable documentary evidence in support of information furnished by the party in the application

## APPLICATION FORM

- 1. Name of the Company** .....
- 2. Address of registered office** .....
- .....
- .....
- 3. Nationality / Country of Incorporation** .....
- 4. Date of Incorporation** .....
- 5. Company Constitution** (Proprietorship / Partnership / Public Limited / Private Limited / Government (indicate Government share)
- 6. Address for communication by BPCL**
- Name/s .....
- .....
- Mailing Address .....
- .....

Telephone No

.....  
.....

Fax No

.....

E mail id

.....

**7. Annual Turnover / Net Worth in million USD**

<b>Year</b>	<b>Annual Turnover</b>	<b>Net Worth</b>
Last Standard accounting year (Y)		
(Y-1)		
(Y-2)		

**8. Details of LNG traded during last years**

<b>Year</b>	<b>Number of cargoes</b>	<b>Total volume of LNG traded in Cubic meters</b>
Last Standard accounting year (Y)		
(Y-1)		
(Y-2)		

**9. Eligibility Criteria met by the Party**

<u>2(i)</u>	
<u>2(ii)</u>	
<u>2(iii)</u>	
<u>2(iv)</u>	
2(v)	

**10. Empanelment as LNG supplier with any Indian Buyers**

**Such as GAIL/ IOC/ PLL/GSPC/ HPCL**

(If yes, enclose copy of registration letter)

.....

Annexure II

## **Declaration**

I / We hereby declare and certify that all the information given in the application form and in the documents submitted are true and correct to the best of my knowledge and beliefs.

I / We also acknowledge that in case of misrepresentation of the information or untrue or incorrect information, our application are liable to be rejected and / or MSPA shall be liable to be terminated by BPCL at any stage hereunder , which shall be binding on us.

I / We further declare and certify that our firm / company / group of companies has / have not been blacklisted or been put on holiday list by any of the Public Sector Undertakings in India.

Signature .....

Name .....

Designation .....

[www.bharatpetroleum.in](http://www.bharatpetroleum.in)

