



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 on Spot / Short term basis through short-noticed tender(s). 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 –

A) Financial Criteria

The applicant shall have minimum annual turnover of USD 50 million during last standard accounting year and net worth of USD 50 million in each of the last three financial years as per the audited financial statements.

B) Technical Criteria

The applicant should meet the following criteria to be considered for empanelment and entering into MSPA for LNG supplies.

The applicant -

- (i) has traded at least two (2) cargoes per year of capacity more than or equal to 75000 cubic meters each of LNG during last three year from the date of submission of EOI.

AND

- (ii) is producer / supplier of LNG from any of the existing liquification plants or their wholly owned subsidiaries involved in natural gas or LNG business. OR
- (iii) is having a valid Sale and Purchase Agreement with LNG liquification Projects without any delivery and destination restriction. 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 a re-gasification terminal in India.

Note :

1. For the wholly owned subsidiary the technical and financial capabilities of the parent company would be accepted to meet 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 must 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.

C) Bank and Trade reference :

1. Bank References:

Applicant (except National Oil & Gas Companies) to furnish the references from a minimum of two (2) different banks stating the name of bank, dealing officials, contact details (Phone & official e-mail id's) and addresses. Applicant shall give its consent to BPCL for making enquiry from such banks during empanelment procedure. BPCL would make enquiry to the concerned bank. Bank should directly submit the feedback to BPCL and not through the Applicant. In case if the applicant deals with only one bank, then single bank reference may be accepted.

2. Trade References:

Applicant (except National Oil & Gas Companies) to furnish the references from minimum two (2) LNG companies (supplier/customer preferably Indian LNG companies, if any) excluding same group companies having LNG trade relationship during last three years. References will include the names of the parties, dealing with officials, contact details (Phone / official e-mail id's) and addresses. Such a trading partner name should not be of sister concerns, subsidiaries or related parties. The applicant shall also give its consent to BPCL for making enquiries from such parties during empanelment procedure

Parties meeting the above criteria and willing to enter into MSPA with BPCL may submit their application along with the attested documentary proofs to establish their credentials for meeting the above eligibility criteria.

Documents to be submitted (Duly signed by authorized signatory & stamped)

A) Applicant other than National Oil & Gas Companies (NOGC)

1. Company's detailed profile.
2. Application form complete in all respects, stamped and signed on each page by authorized signatory (Power of Attorney (PoA) Document for Authorized signatory to be also submitted) as per attached Annexure-I.
3. Request letter for empanelment from Authorized Signatory.
4. Self-declaration as per Annexure-II.

5. Certificate of Incorporation / Applicable document in the place of registration of the applicant along with Memorandum of Association & Article of Association.
6. Certificate for LNG physical trade for the last 3 years as mentioned in eligibility criteria. The certificate should state that the volumes transacted does not include paper transactions and intra group company / subsidiary transactions.
7. Bank References & Trade References.
8. Audited Financial Statements of the applicant for last 3 years.
9. Documents in support of Technical Criteria as applicable.
10. Rating from an internationally acceptable credit agency such as D&B, S&P, Moody's, if available.
11. Any other document supporting the credentials of the company or any alternate equivalent document to the above acceptable to BPCL.

Applicant may note that, if any of the applicable document is in local language of the country where the party is registered, then the English translation of the same, issued by a recognized third-party translator to be submitted and a self-declaration from the authorized signatory of the party in respect of the correctness of the translated document to be submitted.

B) Documents to be submitted by National Oil & Gas Companies (NOGCs)

1. Company's detailed profile.
2. Request letter for empanelment from Authorized Signatory.
3. Application form complete in all respects, stamped and signed on each page by authorized signatory as per attached Annexure-I.
4. Self-declaration as per Annexure-II.
5. Document in support of Authorized Signatory
6. Certificate of Incorporation / Applicable Document in the place of registration of the applicant.
7. Certificate for LNG Physical Trade for last 3 years as mentioned in eligibility criteria. The certificate should state that the volumes transacted does not include paper transactions and intra group company / subsidiary transactions.
8. Documentary Evidence establishing the claim of applicant being a NOGC.

National Oil and Gas Company (NOGC) is a company engaged in the business of Oil / Gas / Hydrocarbons and having more than 50% controlling stake directly or indirectly of the Government of the Country and shall be treated as NOGC. The subsidiary (ies) of NOGCs wherein NOGC holds more than 50% equity (directly or indirectly) or composition of Board of Directors is controlled by NOGC through powers to appoint the majority of Directors, shall be treated at par with the respective NOGCs. Also the NOGC's step-down subsidiary shall be treated at par with NOGC only if it is 100% owned by the immediate subsidiary of the NOGC.

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 and all supporting documents mentioned above by electronic communication / postal services to –

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

E-mail: josecm@bharatpetroleum.in
yaphale@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. www.bharatpetroleum.in
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 responsibility of the interested parties.
6. BPCL
 - (i) at its discretion may update or amend the criteria
 - (ii) reserve the right to not take any action after receipt of the application from the interpreted party
 - (iii) is not bound to accept any application without assigning any reasons.

Annexure – I

Application Form

1. Name of the Company : _____
2. Registered office address : _____

3. Nationality / Country of incorporation : _____
4. Date of incorporation : _____
5. Company Constitutions : (Proprietorship / Partnership / Limited Liability Company / Private Limited / Public Limited Government (indicate Government share))
6. Address of communication by BPCL
 - a. Name/s : _____

 - b. Communication Address : _____

 - c. Telephone (Direct & Extension) : _____
 - d. Mobile No : _____
 - e. Email ID/s : _____

7. Financial Criteria :

Sr.No.	Year	Corresponding Year	Annual Turnover	Net Worth
1	Last standard accounting year (Y)			
2	(Y - 1)			
3	(Y - 2)			

8. Technical Criteria

Sr.No.	Yes / No	If Yes, short description establishing credentials with document support
(i)		
(ii)		
(iii)		
(iv)		
(v)		

9. Bank and Trade reference

Sr.No.	Bank & Trade References (2 each year)	Address, contact person, contact Details
1		
2		
3		
4		

10. Empanelment as LNG supplier with any Indian : _____
Buyers Such as GAIL/ IOC/ PLL/GSPC/ HPCL
(If yes, enclose copy of registration letter)

Signature of authorized person : _____

Name : _____

Designation : _____

(On firm's letterhead)

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 of authorized person : _____

Name : _____

Designation : _____