

## INVITATION OF BIDS FOR SUPPLY OF RLNG TO FERTILIZER PLANTS IN INDIA ON EX-TERMINAL BASIS FOR SEPTEMBER-2023

FICC, vide O.M. No. FICC/CE/49/2015 dated 07.08.2023, has provided additional RLNG requirement of 4,573,752 MMBtu for 11 fertilizer plants for September 2023.

Accordingly, GAIL (India) Limited, as the Pool Operator, hereby invites offers from approved RLNG suppliers for supply of RLNG on **ex-terminal price basis** for **September 2023**, under fertilizer pooling scheme notified by Government of India. Please submit your firm price offer (duly signed and stamped on each page) in the attached Bid Submission Document in GAIL's e-Bidding portal latest by **12:00** hrs. (IST) of **24<sup>th</sup> August, 2023 (Thursday)**. Please refer attached Bid Submission Document for other details/terms & conditions. Late offers and/or any other mode of submission of offer or submission of offers to any other medium shall be summarily rejected. Offers shall be opened immediately thereafter.

Participating bidders may also join bid opening through video conference using MS-Teams application and are required to provide prior information in this regard at email id [igs@gail.co.in](mailto:igs@gail.co.in)

For any clarifications, please contact at email [igs@gail.co.in](mailto:igs@gail.co.in) or at tel. nos. +91-26182955, Extn. 2707.

**ANNEXURE - 1**

**FORMAT FOR INVITING OFFER FOR RLNG REQUIREMENT FOR THE PERIOD SEPTEMBER-2023**

**Name of RLNG Supplier:** \_\_\_\_\_

Location (Grid) of Gas Requirement	September -23									
	Quantity required in MMBTU	Quantity quoted by Bidder in MMBTU					FE Component in USD/MMBTU	Exchange Rate (INR per USD)	INR Component in INR/MMBTU	Ex-terminal price INR/MMBTU
		Total	Ex-Dahej	Ex-Dabhol	Ex-Hazira	Ex-Mundra				
(A+B+C+D)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H) = (ExF) + (G)		
Ex-Dahej/Hazira/Dabhol/Mundra	4,573,752							83.48		

*\* Offers shall be evaluated using SBI TT selling rate of USD as on 18.08.2023 i.e. US\$ 1 = INR 83.48 (as available at 09:58hrs. on 18.08.2023). However, invoices shall be raised based on SBI TT selling rate as on the date of invoice.*

**(Signature & Stamp)**  
**For & on behalf of**

**ANNEXURE - 2**

**LIST OF FERTILIZER PLANTS (Grid-wise) ALONG WITH THEIR RLNG REQUIREMENT IS AS BELOW:**

<b>Ex-Dahej/Hazira/Dabhol/Mundra</b>			
<b>Sr. No.</b>	<b>Name of fertilizers unit</b>	<b>September-23</b>	
		<b>MMBTU (GCV)</b>	<b>% of Guaranteed Off-take</b>
1	NFL Vijaipur-I & II	474496	40%
2	RCF Thal	360000	40%
3	IFFCO Aonla-I & II	473700	40%
4	GSFC Baroda	322395	40%
5	SFC Kota	108630	40%
6	GNFC Bharuch	91530	40%
7	NFCL Kakinada-I & II	1687464	40%
8	CFCL Gadepan-I & II	469762	40%
9	CFCL Gadepan-III	238199	40%
10	Indorama (Grasim) Jagdishpur	105000	40%
11	RFCL Ramagundam	242576	40%
<b>Total</b>		<b>4,573,752</b>	<b>40%</b>

## Terms and Conditions:

1	Offers are invited for supply of RLNG on ex-terminal price basis ( <b>rounded off to 4 decimal places</b> ) on 40% Firm basis (Guaranteed offtake) and 60% Reasonable Endeavour (RE) Basis, i.e. without Take-or-Pay Charges. Supplier shall ensure supply of full awarded volumes (Firm and RE) on delivered basis to fertilizer plants, however, utilization of RE volume shall be at the discretion of fertilizer plants. A list of fertilizer plants along with their RLNG requirement is annexed ( <b>Annexure-2</b> ).
2	Offer can be submitted for full quantity or partial quantity for any/all of the above grids for the given month. Bidders are required to also provide terminal-wise distribution of quantity offered for Annexure-1. Offers shall be evaluated regardless of terminal for each grid separately.
3	Duly signed offers shall be submitted strictly in the format prescribed above ( <b>Annexure-1</b> ). Conditional offers and/or offers in a format other than above shall be summarily rejected.
4	Though the bidders shall quote ex-terminal offers, Pool Operator shall inform the successful bidders details of plants (Quantity, Ex-terminal price with USD and INR components) for entering into necessary Gas Supply Agreement on delivered basis with that fertilizer plant. Successful supplier/s shall enter into a Gas Supply Agreement with the respective plants, providing full breakup of re-gasification, transportation charges, all the levies and tax components considered over and above the quoted ex-terminal price.
5	Offers shall be made for Foreign Exchange in USD (FE) and INR components separately for each grid on ex-terminal basis. Offers shall be evaluated using SBI TT selling rate of USD as on 18.08.2023 i.e. USD 1 = INR 83.48 (as available at 09:58 hrs. on 18.08.2023). However, invoices shall be raised based on SBI TT selling rate as on the date of invoice. Suppliers shall mention component-wise breakup of the amount in the invoice and the contract note.
6	After bid opening, all participating bidders except the L1 bidder shall be asked to match the L1 offer (no change in quantity or terminals offered in initial quote permitted). At this stage, any price received other than the L1 offer will not be considered, however, the original bid would remain valid in such cases. In case more than one Bidder matches L1 price and their combined volume exceeds the aggregate demand then the volume upto the aggregated demand, will be awarded as per the original ranking and original volumes offered. In case such Bidders (who agree to match L1 price) were on tie in the original ranking, then the volume upto the aggregate demand will be shared between them in proportion to the volumes originally offered by them. In case aggregate volume offered by all bidders, who agree to match L-1 including L-1, is less than aggregate demand by fertiliser units, next best price i.e., L2, L3 etc would be considered for the bucket filling till the aggregate demand is met.
7	In case supplies of RLNG on delivered basis are envisaged through swapping of gas, the concerned supplier shall make their own assessment/arrangements.
8	In case of tie amongst suppliers in their original offers, volumes shall be distributed proportionately amongst all such suppliers. In case, partial volume has been accepted from any bidder and that bidder has quoted multiple terminals, the terminal-wise distribution shall be made in same proportion as quoted.

9	Offers shall be submitted latest by <b>12:00 hrs. (IST) of 24.08.2023 (Thursday)</b> only in the GAIL's e-Bidding portal. Late offers and/or any other mode of submission of offer or submission of offers to any other medium shall be summarily rejected. Offers shall be opened immediately thereafter.
10	Offers should have validity up to <b>18:00 hrs (IST) of 01.09.2023.</b>
11	Successful supplier/s and respective fertilizer plants shall execute all necessary agreements by <b>31.08.2023</b> for supplies/transportation.
12	Details of transportation charges of respective pipeline may be obtained from respective gas transporters. Successful bidder shall arrange necessary transportation capacity.
13	The suppliers are free to use transportation services of any such service provider of their choice.
14	In case any successful supplier backs out after opening of the bids, the same supplier shall be debarred from participating in the bids for next one month and offer may be given to next supplier in terms of ranking based on the price quoted by them.
15	The successful suppliers shall be required to supply upto 10% additional gas at the quoted rates as per requirement of individual fertilizer plants.
16	In case of any upward/downward change in transportation charges, taxes & duties during the supply period, the same will be pass-through and accordingly the effective delivered price to the fertilizer plants will be changed.
17	The Government reserves the right to contract nil or partial volume of the aggregated demand as bid out by the pool operator under this mechanism.
18	Post award, supplier may be asked to divert gas from one fertilizer plant to another plant anytime till firm quantity (Guaranteed offtake) is off-taken for such bidder as per directions from FICC from time to time. Bidder shall be required to necessarily arrange the same. Provided further that Bidder shall be given 5 days notice for effecting such diversion.

**(Signature & Stamp)**  
**For and On behalf of**