



“REVISED QUALIFYING CRITERIA FOR SIGNING OF MSPA WITH LNG SUPPLIERS FOR SUPPLY OF SPOT LNG”

GAIL intends to purchase numerous LNG spot cargoes for regasification at any of the Indian Regasification Plants. GAIL's preferred mode of purchase of these spot cargoes would be through short notice tenders. Such tenders would be invited only from the panel of parties which have signed Master Spot Purchase Agreement (MSPA) with GAIL. Following are our eligibility criteria for selecting parties for getting into MSPA –

GAIL may enter into MSPA with parties which meet any one of the following five criteria listed below –

- a. Master Spot Purchase Agreement (MSPA) may be entered with producers of LNG or their wholly owned subsidiaries involved in natural gas or LNG business.
- b. MSPA may be entered with parties having equity share in an LNG Liquefaction Project and marketing rights to sell full or any part of their share in such projects or wholly owned subsidiaries of such parties involved in natural gas or LNG business.
- c. MSPA may be entered with parties having valid Sale and Purchase Agreement with LNG Liquefaction Projects.
- d. MSPA may be entered with parties which have traded at least 2 cargoes (of capacity more than or equal to 75,000 Cubic Meter each as spot cargoes or long term / short term) of LNG during last one year (from the date of issue of tender/offer or receipt of offer). In addition such parties should also have annual turn over of at least US\$ 50 Millions during their last standard accounting years and networth of US\$ 25 Millions as per their last audited financial statement.
- e. MSPA may be entered with parties which have been authorized by a LNG producer to market LNG on their behalf presently. In addition such parties should also have annual turn over of at least US\$ 50 Millions during their last standard accounting years and networth of US\$ 25 Millions as per their last audited financial statement.
- f. MSPA may be entered with parties owning or operating the Regasification Terminals in India.

Parties meeting above criteria and desirous of entering into MSPA with GAIL may submit their request along-with attested documentary proof to establish their meeting above criteria and initiate action for getting into MSPA with GAIL.



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For criteria stated at Sl. No. a to c above, a certified copy of the last three Annual Reports & audited annual financial statements of the party along with any other suitable document establishing such credentials would need to be submitted.

For the criteria at Sl. No. d, sufficient documentary proof (in the form of copy of confirmation notice or purchase order) for having supplied 6 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.

All correspondences may be made with GAIL at email id igs@gail.co.in. Documentary proofs could be scanned and sent to this email. In addition, they should also be delivered by courier / post at the following address –

General Manager (Marketing - I/c)
GAIL (India) Ltd.
16, Bhikaji Cama Place
New Delhi, India - 110066

For any clarifications, parties may call us at phone no. **+91-11-41455528 (Sourcing Department)**.

Window for invitation of offer from Seller for supply of spot LNG would be opened by GAIL from time to time through specific notice to this effect on GAIL website www.gailonline.com.
