



अवंतिका गैस लिमिटेड

AAVANTIKA GAS LIMITED

A Joint Venture Company of **GAIL** & **HPCL**

LNG-LCNG STATIONS ON FULL DEALER OWNED – DEALER OPERATED (DODO)

AAVANTIKA GAS LIMITED (AGL) , A city gas distribution company incorporated in 7th June 2006, is authorized by Petroleum and Natural Gas Regulatory Board (PNGRB) of India, is currently executing City Gas Distribution Project by establishing PNG networks and CNG Retail Outlets in Indore, Ujjain, Pithampur and Gwalior Cities, Connecting Highways of Indore to Ujjain to Dewas to Indore of MP and is also setting up new CNG/LNG stations in its GAs for the development of its CNG & LNG business.

Over the years Natural Gas (NG) has emerged as a 'fuel of choice' across the world. Natural Gas has replaced traditional fossil fuels due to its environmentally friendly and economical characteristics. While Natural Gas is widely used as fuel for city energy needs worldwide, in India use of Natural Gas has hitherto been mainly restricted to power and fertilizer sectors on account of limited availability of Gas and lack of clarity on regulatory issues with regard to local distribution companies.

Considering the requirement of LNG & L-CNG infrastructure expansion in order to achieve the objective of making eco friendly fuel conveniently available to our customer in the area and highways connecting to Golden quadrilateral of LNG corridor , as per mission of Government of India . For business expansion, huge CNG station infrastructure is also being rolled out in different Geographical Areas (GAs) of Aavantika Gas Limited. Further, several developments are taking place in LNG/LCNG based Transportation Sector wherein CGD companies are developing LNG/LCNG stations in non-pipeline areas for LCNG & L-PNG to company's end-consumers domestic , Industrial-commercial.

Aavantika Gas Limited invites Expression of Interest for setting up LNG/LCNG Stations on Full Dealer Owned Dealer Operated (Full DODO) Model along Golden Quadrilateral National Highway in the following locations

a	Indore GA : in Indore, and surroundings Connecting Highways, Indore AB Bypass Road ,Part of NH-52, NH – 47.
b.	Indore GA : Pithampur and surroundings area.
C.	Ujjain : Ujjain city and surroundings, Connecting Highways.
d.	Highways : Connecting to Indore to Dewas, Indore to Ujjain, Ujjain to Dewas
e	Gwalior GA: Gwalior city and surroundings, Part of AH-47 Highways, Part of Old AB Road

Applications for Dealership are accepted during the dates prescribed through the advertisement. Accordingly, eligible individuals / parties may submit application (Eoi), against the advertisement during the time period specified in the advertisement.

This Information Brochure contains relevant information for the applicants for LNG/LCNG stations on Full DODO model:

1. **Selection of Dealer:** Dealer will be selected as per the “Guidelines and Procedures for Selection of LNG/LCNG stations Retail Outlet Dealership” (Annex-A).
2. **Application Form:** Application is to be submitted strictly in the Application Form enclosed as **Annexure-B**. Application submitted in any other Form shall be summarily rejected without any evaluation.
3. **Application Fee:** Non-refundable Rs. 11,800/- (including Tax) to be submitted along with the Application:
4. **Term of Dealership:** The tenure of dealership will be for an initial period of 15 years and renewable for every 5 years thereafter, subject to the examination of the performance of the dealership by AAVANTIKA Gas and on the terms and conditions mutually agreed upon.
5. **PREFERRED LAND AREA NORMS:** Requirement of preferred land sizes & norms for setting up LNG/LCNG Station are as noted below:
 - 5.1 The offered land should be situated on preferable on Golden Quadrilateral National Highway (i.e. plot must be on NH or State highways its Service Road and frontage must be facing NH) or stretch part mentioned above and preferably be at a distance of more than 1 km from the existing / planned CNG Station of the company. Updated GA map showing the pipeline facilities and details of CNG stations are available on the company website for reference purpose.
 - 5.2 Plot on Golden Quadrilateral National - State Highway should be as per IRC norms or as per the latest applicable guidelines notified by MoRTH.
 - 5.3 Plot size should be such as to comply with inter-distance prescribed in Static & Mobile Pressure Vessels (Unfired) Rules, 2016 and related amendments notified on time-to-time basis. However, plot size of dimensions more than 55 meters (frontage) * 65 meters (depth) will be preferred.
 - 5.4 The indicated plot size shall be measured after leaving applicable ROW as per norms of NHAI/PWD/CPWD/State Highway Deptt./Local Authorities etc.

6. SCOPE MATRIX:

6.1 Various Activities required for setting up the LNG/LCNG Station on Full DODO model has been distributed between Aavantika Gas Limited (“Company”) and the “Dealer” as noted below –

S/N	Activities	In the Scope of
1	To provide LNG (in Liquid form) from LNG Terminal to the subject LNG/LCNG Station through LNG Tank-Truck for supplying LNG, LCNG & L-PNG to company’s end-consumers	AAVANTIKA Gas
2	Arrangement of Land & all the land related permissions such as Urban Land sealing, CLU, applicable clearances from tax departments, No Objection Certificate from Owner / Co-Owners of Land for setting up LNG/LCNG Station as per terms of dealership etc.	Dealer
3	All Civil/Mechanical/Electrical/Fire & Safety System Works for setting up the LNG/LCNG Station	Dealer

4	Procurement & installation of all required LNG/LCNG Equipment such as Cryogenic LNG Tanks of requisite capacity (at least 2* 40 KL storage capacity), Low/Medium/High Pressure Pumps of requisite ratings, Vaporizers, Compressors, Cascades, LNG & CNG Dispensers, SS Tubing etc. and all associated facilities (including electrical items) to run LNG/LCNG equipment for LNG/LCNG dispensation and supply of LPNG to Industrial, Commercial & Residential customers as per design and specifications given by Company/ applicable PESO/PNGRB/OISD guide lines and standards	Dealer
5	All Statutory Permissions related to Construction of LNG/LCNG station, LNG/LCNG Equipment & Dispensation, supply of LPNG to Industrial, Commercial & Residential customers	Dealer
6	Day-to-day operations of LNG/LCNG Station i.e. Forecourt Management, Collection of Sale proceeds, Deposit of Sale proceeds in to AAVANTIKA Gas account	Dealer
7	Operation and Maintenance (O&M) Arrangement of LNG/LCNG Equipment, LNG/LCNG Stations installations and all associated facilities	Dealer
8	Filling of LCV/HCV Cascades for Daughter Booster Station (DBS) CNG Stations from LCV/HCV filling points	Dealer
9	Arrangement of required Electrical System e.g. taking Electrical Connection, Electrical Cabling & Earthing, UPS, Power Backup system, Arrangement of Transformers, installation of Electric Meters, Lighting Poles etc.	Dealer
10	Payment of Electricity Charges	Dealer
11	Arrangement of Canopy, Station lighting, Flooring, General Upkeep of Station including Dispenser Area etc. for better visibility of AAVANTIKA Gas LNG/LCNG branding	Dealer
12	Supply & Maintenance of Fire Fighting Equipment	Dealer
13	Fixation of Retail Selling Price of LNG/LCNG/LPNG for Various Customer Segments	AAVANTIKA Gas
14	Tax/Duties related registration/payments/obligations	As per prevailing statutory obligation
15	Promotional Activities for Increasing LNG/LCNG/LPNG sale	Dealer
16	Various audits including safety audits and technical audits	AAVANTIKA Gas

6.2 Land for setting up LNG/LCNG station is to be arranged by the Dealer, either through own land or land taken on long term lease from third party for period of not less than 15 years

6.3 Dealer shall provide land, construction, complete facilities incl. LNG/LCNG Equipment such as Cryogenic LNG Tanks of requisite capacity (**at least 2* 40 KL storage capacity**), Low/Medium/High Pressure Pumps of requisite ratings, Vaporizers, Compressors, Cascades, LNG & CNG Dispensers, SS Tubing etc. and all associated facilities (including electrical items) to run LNG/LCNG equipment for LNG/LCNG dispensation and supply of LPNG to Industrial, Commercial & Residential customers and to perform their erection/installation, operation and associated services like Electrical and Mechanical works including maintenance etc. as per design and specifications given by Company/ applicable PESO/PNGRB/OISD guide lines and standards. All the equipment and their maintenance will have to be preferably procured from Company approved vendors.

6.4 Fixed facilities such as Sales Building, Driveway, Canopy Structures, Land and Boundary wall, amenities etc. as well as manpower for operation and Housekeeping of the outlet also to be provided by the Dealer. Station design, Canopy, Signage to be as per the specification of the Company.

- 6.5 Company to provide LNG (in liquid form) from LNG Terminal to the subject LNG/LCNG Station through LNG Tank-Truck for supplying LNG, LCNG & L-PNG to company's end-consumers for which the Dealer shall be entitled for Service Charges for the necessary services including but not limited to Compression/O&M Charges/Forecourt Operations.
- 6.6 Any operational gas/LNG loss beyond reasonable Industry norms and as being historically noted by Company in the subject GA to be borne by the Dealer.
- 6.7 Dealer shall be paid Dealer Service Charges on Rs./MMBTU basis for LNG/LCNG/LPNG sold from the LNG/LCNG station. Geographical Area (GA) wise Dealer Service Charges, currently applicable for this model, is noted at Annexure – C. Any subsequent revision shall be notified by Company on time to time.
- 6.8 A Dealership Agreement in this regard shall be executed between Company and Dealer after award of Dealership.
- 6.9 LNG provided by AAVANTIKA Gas shall be reconciled on fortnightly basis through suitable metering system Ownership of the LNG/natural gas shall always remain with AAVANTIKA Gas and Invoicing to the end consumers shall be done in the name of AAVANTIKA Gas only. The dealer shall take necessary Insurance policies covering risks associated with storage, transportation & dispensation of gas. The Insurance policies should cover not only product insurance but also loss to equipment and accessories and also public liabilities.
- 6.10 Viability of the business of the Full DODO model will not be the responsibility of AAVANTIKA Gas. Viability of the CNG station is to be assessed by applicant. The entire responsibility towards operations, safety, delivery (towards weights and measurements), requirements of statutory authorities including PNGRB Compliances, permissions, approvals and other business-related requirements will be in the scope of the applicant and an indemnity bond shall be submitted by the Applicant in this regard along with the Dealership Agreement.

7. SECURITY DEPOSITS:

Following noted Security Deposits shall be payable by the Successful Applicant –

- 7.1 Interest Free Security deposit of Rs. 5.00 Lakhs, through Electronic Transfer, at the time of issuance of Letter of Intent (LOI) for Dealership by the Company. AAVANTIKA Gas shall reserve the right to adjust any dues to it from this amount at the time of resignation / termination.
- 7.2 At the time of signing of dealership agreement, the LOA holder shall submit Payment Security deposit in the form of Bank Guarantee for an amount equivalent to average seven days sale of the LNG/LCNG Station initially, calculated at the rate of 2,000 Kg/day which will be reviewed periodically.
- 7.3 In case of termination of the dealership on account of proven adulteration/malpractice, the said security deposit shall be forfeited. SD would also be forfeited in the following cases: -
- Where the applicant has provided false information/undertaking as per Clause No. 1.1.5 of Annex-A of the Information Brochure
 - Where the applicant/LOI holder withdraws candidature for any reason.
 - Where LOI is cancelled for non-compliance of LOI conditions and cancellation of selection for any reason attributable to the applicant selected.
 - Where the dealer resigns from the operations of the LNG/LCNG Station
- 7.4 The LOI holder, after receipt of LOI, is required to arrange necessary funds within 6 months and submit requisite documents against financial closure to the company. If necessary funds are not arranged and financial closure is not achieved within 6 months period, 10% amount towards security deposit shall be forfeited.

GUIDELINES AND PROCEDURES FOR SELECTION OF LNG/LCNG STATION DEALERSHIP

1. **SELECTION PROCEDURE:**

1.1. **For selection of Dealer for LNG/LCNG station on Full DODO model:**

- 1.1.1. Application form and the list of documents to be submitted by the applicant at the time of application is as per **Annex-B**. Online & Offline mode of application submission may be done by the company.
- 1.1.2. Eligibility for prospective applicants shall be as per Eligibility Criteria in **Annex-D**.
- 1.1.3. Criteria for disqualification of application shall be as per **Annex-E**.
- 1.1.4. Applicants, meeting the eligibility criteria, can apply against the advertisements and the selection will be made from amongst eligible applicants after the due process of assessment of capability, technical evaluation of documents.
- 1.1.5. If any statement made in the application or in the document submitted by the applicant at any stage is found to be incorrect or false and/ or the applicant conceals any information, which if declared, would have made him/her ineligible for dealership, the application is liable to be rejected and in case the applicant has been appointed as a dealer, the dealership is liable to be terminated and the Security Deposit shall be forfeited. In such cases the dealer shall have no claim whatsoever against Aavantika Gas Limited.
- 1.1.6 The applications received against the EoI shall be processed as per company policy norms. The selection procedure and subsequent LNG/LCNG Station development shall broadly involve following steps –
 - a. Scrutiny of received Applications towards meeting minimum eligibility criteria (apart from land)
 - b. Submission of Interest free Security deposit of Rs. 5 Lakh in the form of NEFT/RTGS or other online modes by the Applicant (meeting minimum eligibility criteria) upon receiving intimation for same from the company.
 - c. Issuing Letter of Intent (LOI) to the selected applicants.
 - d. The LOI holder, after receipt of LOI, is required to arrange necessary funds within 6 months and submit requisite documents against financial closure to the company. If necessary funds are not arranged and financial closure is not achieved within 6 months period, 10% amount towards security deposit shall be forfeited.
 - e. Issuing Letter of Acceptance (LOA) to the LOI Holder Applicants after successful completion of financial closure and title verification of land based on which the applicant to obtain all the statutory permissions and approvals for setting up LNG/LCNG Station.
 - f. Development of the offered land by the Applicant as per design and specifications specified by the Company along with the installation of all the equipment from the approved vendors as per list provided by the Company and obtaining final approvals/ permissions from the statutory authorities.

- g. The applicant shall be given timeline of 24 months from the date of issue of LOI to commission the LNG/LCNG Station, failing which the LOI shall stand cancelled and the Security Deposit shall be forfeited.
- h. Verification of entire setup/developed LNG/LCNG Station by the Company, submission of Indemnity Bond and signing of Agreement before commissioning of the station, in case of proper compliance of development of station by the Applicant
- i. At the time of signing of dealership agreement, the LOA holder shall submit Payment Security deposit in the form of Bank Guarantee for an amount equivalent to average seven days sale of the CNG Station initially, calculated at the rate of 2000 kg/day which will be reviewed periodically.
- j. An aggrieved person may send his/her complaint related to Dealer Selection in Full DODO model to nominated Nodal Officer in AAVANTIKA Gas Ltd along with a fee of Rs. 5000/- through Demand Draft/Online mode not later than 7 days from the date of publication of the result. Any complaint/grievance without the fee shall not be entertained. No complaints against dealer selection will be entertained after 7 days from the date of publication of the result under any circumstances. The complaint shall be addressed as per the company policy. However, anonymous /pseudonymous complaints will not be investigated.