

“QUALIFYING CRITERIA FOR SIGNING OF MSPA WITH PARTIES FOR SUPPLY/SOURCING OF LNG”

GAIL, from time to time, comes out with enquiries for sale/purchase of LNG Cargo(s). Such enquiries would be invited from the panel of parties which have signed Master Sale Purchase Agreement (MSPA) with GAIL.

Following are our eligibility criteria for parties to be empanelled with GAIL–

Empanelment of seller(s) for sourcing of LNG by GAIL: GAIL may enter into MSPA with parties which meet any one of the following criteria listed below –

- a) 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 turnover of at least US\$ 50 Million during their last standard accounting years and net worth of US\$ 25 Million 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 turnover of at least US\$ 50 Million during their last standard accounting years and net worth of US\$ 25 Million as per their last audited financial statement.
- f) MSPA may be entered with parties owning or operating the Regasification Terminals in India.

Empanelment of buyer(s) for sale of LNG by GAIL: GAIL may enter into MSPA with parties which meets the following criterion listed below –

- “Company should have annual turnover of at least US\$ 50 Million during their last standard accounting year and net worth of US\$ 25 Million as per their last audited financial statement. For the same, a certified copy of the last three Annual Reports & audited annual financial statements of the party along with any other suitable document is required to be submitted to GAIL.”

Parties meeting above criteria and desirous of entering into MSPA with GAIL may submit their request along with documentary proof establishing their meeting the above criteria.

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

Executive Director (Marketing-International LNG & Shipping)
GAIL (India) Ltd.
16, Bhikaiji Cama Place,
R. K. Puram
New Delhi, India – 110066