



INFORMATION ON  
**CNG Station**

**Dealer Owned Dealer Operated (DODO)-Model**

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## Brief Profile

Adani Gas Ltd (AGL) is one of leading City Gas Distribution (CGD) companies, operating currently various in districts of Gujarat, Haryana and Uttar Pradesh.

It currently operates 136 CNG (Compressed Natural Gas) Stations and has laid Natural Gas pipeline network of over 6500 kms to supply Piped Natural Gas to more than 1300 Industrial, 2500 Commercial and 3,75,000 Domestic (residential) customers.

AGL has won 15 new geographical areas spread across all the regions of the country in FY 18-19. These geographical areas are spread across states of Gujarat, Rajasthan, Madhya Pradesh, Uttar Pradesh, Chattisgarh, Haryana, Tamil Nadu, Karnataka and Odisha.

To promote eco-friendly CNG fuel for the benefit and convenience of the passenger vehicles , commercial as well as public transport AGL intends to set up CNG Stations in the new and existing GA's through the Dealer Owned Dealer Operated (DODO) model. For this purpose AGL wishes to appoint Dealers at various locations in its authorized areas.

Applications from individual/partnership firms with strong financial background and land (preferably NA) are invited.

## DODO Models

1. DODO with investment in infrastructure only (Excluding Equipment)

Note : # Equipment shall include CNG Compressor, Storage Cascade ,Dispenser and its related tubing , piping and SCADA

## Locations for which application is sought

Sr. No	State	Geographical Area/ District	Stretches/Area Location
1	Odisha	Balasore	<ul style="list-style-type: none"> <li>Between Sheragarh Post office Chowk on NH 16 to Tamulia Gate ( Before Railway crossing ) on OT Road Baleshwar</li> </ul>
		Bhadrak	<ul style="list-style-type: none"> <li>Between Ichhapur Chowk Bhadrak to Dahanigadia Chowk Bhadrak on SH 9 On Bhadrak City Bypass road</li> </ul>
		Mayurbhanj District	<ul style="list-style-type: none"> <li>From Palboni Golai to Burhabalanga River bridge on SH 19</li> </ul>
2	Karnataka	Udupi	<ul style="list-style-type: none"> <li>Hejamadi to Kundapura -NH66</li> <li>Padubidri to Karkala</li> <li>Malpe to Udupi -Main road</li> <li>Udupi to Manipal - NH 169A</li> <li>Manipal to Athrady - NH 169A</li> </ul>
3	Tamil Nadu	Tiruppur	<ul style="list-style-type: none"> <li>SH 172, Kangayam Road</li> <li>SH 19A, Uthukuli Road, Vijayamangalam</li> <li>SH 37, Dharapuram Road</li> <li>SH 81, Uthukuli Road, Dharapuram</li> <li>SH 87, Udamalpet Road, Palladam</li> <li>SH 97, Udamalpet Road, Dharapuram</li> <li>SH 169, Mangalam Road, Somanur</li> <li>SH 196, Perumanallur Road</li> <li>SH 197, Vellakoil Road, Mulanur</li> <li>SH 174A, Dharapuram Road</li> <li>SH 19, Avinashi Road</li> <li>SH 19, Palladam Road</li> </ul>
4	Tamil Nadu	Cuddalore	<ul style="list-style-type: none"> <li>Panruti -Kumbakonam road -Chennai highway -NH-36</li> <li>Panruti -Cuddalore road - SH-9</li> <li>Virudhachalam- Vadalur road - NH-532</li> <li>Cuddalore OT- Kudikadu road NH-45A</li> <li>Cuddalore OT- Reddichavadi road NH-45A</li> <li>Cuddalore - Chidambaram road-NH45A</li> <li>Mayiladuthurai- Kuthalam road -SH-22</li> <li>Mayiladuthurai-Thiruvarur road SH-23</li> <li>Chennai- Sirkazhi road NH45A</li> <li>Thiruvarur-Tanjaore -NH67</li> <li>Thiruvarur-Mannargudi road -NH83</li> </ul>

## Land Requirements & Lease

- a) Land located on National or State Highway or Major City roads
- b) Minimum Plot size of approx.1200 sq.mtrs ( preferable)
- c) Frontage – Minimum 40 meters preferable
- d) Non-Agriculture (Commercial or Industrial plots) with clear title
- e) No Trees preferably
- f) No overhead power/telephone lines and underground oil/gas pipeline.
- g) Electricity and water availability
- h) Availability of access to road divider / service lane/ drainage facility

Any fees related to NA/NOC/Zoning regulations etc. required for setting up CNG Station shall be borne by the applicant.

- i) The applicant shall construct, develop and install the infrastructure on the land as per the scope and guidelines of AGL through competent manpower.
- j) Land along with the infrastructure including equipment wherever applicable will be leased for long term period of not less than 15 years.

## Eligibility for Application

<u>Type of Entity</u>	<u>Desirable Criteria</u>
<b><u>For Individuals</u></b>	
Nationality	Should be an Indian National
Age	As on the date of application (in completed years) not less than 21 years
Educational Qualification	Adequate to understand complexity of CNG business (preferably 12th Pass)
Social Conduct	Good Social Conduct with no Criminal records
Financial strength	Should have sufficient financial strength. Minimum Rs. 50 Lakh (Bank Solvency certificate, Income tax return of last three years and statement of movable and immovable properties as a proof are required).

<b><u>Type of Entity</u></b>	<b><u>Desirable Criteria</u></b>
Experience	Land owners with the experience (his/her or in the following field / activities shall be given priority. Forecourt management of retail outlets of Petroleum products. Experience in oil and gas sector
<b><u>For Partnership</u></b>	All the partners should fulfill the eligibility criteria as specified above. For Nationality and age any one partner should fulfill the eligibility criteria .However, consent shall be required to be signed by all the partners.

### Primary Scope of Dealer/AGL

<b>Sr.No</b>	<b>Scope of Dealer/AGL</b>	<b>DODO</b> With Investment in Infrastructure only (Excluding Equipment )
1	<b><u>PESO License &amp; Fees</u></b>	AGL
2	<p><b><u>Design and Specifications</u></b></p> <p><b><u>Design</u></b> Station design &amp; layout including but not limited to sales office, compressor area, electrical room, forecourt area, canopy, signage, monolith</p> <p><b><u>Specifications</u></b> Specifications including but not limited to, of the CNG Station Equipment and the quantity to be installed subject to the demand estimates as agreed mutually between the Dealer and the AGL</p>	AGL
3	<p><b><u>Permissions/ Approvals</u></b></p> <p>Permissions required from all statutory authorities including</p>	Dealer

Sr.No	Scope of Dealer/AGL	<b>DODO</b> With Investment in Infrastructure only (Excluding Equipment )
	Local Municipal office, Fire Service, DM, NHAI, Building Proposal, Factory Department, Environment Department, City Development Authority, CFO, PCB, Directorate of Health & Safety, Local Office, Traffic Police, Health License, Weights & Measures etc. required for setting up of CNG Station.	
4	<p><b><u>Construction</u></b></p> <p>To appoint competent manpower, engineers and contractors.</p> <p>All structural, civil, electrical, mechanical works including but not limited to such as foundations for Buildings, Canopy, Equipment like compressors etc , canopy , electrical rooms, trenches, driveway, boundary wall, Sales room, signage, monolith, entry/exit signs, hoardings, lightings etc.</p>	Dealer
5	Power Connection as per the estimated load required advised by AGL	AGL
6		
6.1	Compressor, Storage Cascade & its related equipment	AGL
6.2	Dispenser	AGL (excluding operations)
6.3	All other equipment ( equipment other than #) at the CNG station.	Dealer
7	Electricity Charges	Dealer ( Excluding Compressor area)

<b>Sr.No</b>	<b>Scope of Dealer/AGL</b>	<b>DODO</b> With Investment in Infrastructure only (Excluding Equipment )
<b>8</b>	W&M of Dispensers (In Presence of AGL Person)	AGL
<b>9</b>		
<b>9.1</b>	Training HSE – To Dealer Manpower	AGL
<b>9.2</b>	Training on Operation & Maintenance of Dispenser, Compressor, Storage cascade & its related equipment	AGL
<b>10</b>	Insurance for Equipment, infrastructure, manpower, cash and third party damages	Dealer (except Equipment)

### Selection of Applicant for Dealership

1. Expression of Interest ( EOI) cum Application Form to be submitted to AGL with all the supporting documents related to individual/partnership and the land offered in the prescribed format as required by AGL from time to time.
2. Applicants to submit business proposal for the location applied for with the estimated demand for CNG for next 5 years.
3. AGL shall carry out assessment of the site for technical feasibility and business potential.
4. Interview will be conducted by AGL Panel for the applications shortlisted.
5. Post Management Approval of the candidates interviewed, Lease agreement for Land/Equipment as applicable will be done followed by issuance of LOI (Letter of Intent) for dealership.

### Important Information / Terms & Conditions\*

1. Applicant to submit preliminary details on the AGL website ([www.adanigas.com](http://www.adanigas.com)) by clicking the link (“[click here to fill details for CNG Dealership Enquiry](#)”) - along with non-refundable application fees of Rs 2000/- ( Rs Two Thousand only) through online payment from AGL website. AGL shall send the detailed Application Form through email id to those applicant which found suitable .

2. In case applicant wish to apply for more than one location, applicant to submit separate detailed Application Form and fees per location along with required documents.
3. In case applicant is a Partnership Firm , application fees to be paid per partnership firm only ( Rs 2000/- only) however each partner is required to fill and submit separate detailed Application Form along with required documents.
4. Incomplete application(s) or application(s) provided with willful wrong information or application(s) submitted without payment of application fees as mentioned in point 1 shall be rejected outrightly.
5. Applicant shall pay non-refundable administrative fee of Rs 7 lacs ( Rupees Seven lacs ) per selected location prior to issuance of LOI.
6. The selected applicant shall pay non-interest bearing refundable fixed security deposit within 7 days of date of issuance of LOI.
7. AGL reserves the right to accept/reject any or all application(s) without prior notice or assigning any reason.
8. The EOI cum application form is for the purpose of collecting prima facie information and it shall not be deemed or construed to be an offer capable of acceptance. Nothing stated herein shall be deemed or construed as acceptance of any terms and conditions by AGL. Submission of the form does not guarantee award of CNG Station.
9. Any further revision/amendment in the advertisement, time extension etc. shall be informed by AGL from time to time on the website.
10. The points mentioned in the document are not intended to be an extensive summary of all the terms & conditions. The actual relationship between the Parties shall be governed as per the terms of LOI and contract to be executed between the Parties.