

Information On

LNG STATION

Dealer Owned Dealer Operated (DODO)-Model

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1. Brief Profile

Adani Total Gas Ltd (ATGL) is one of leading City Gas Distribution (CGD) companies in India. ATGL has been granted authorization to commission city gas infrastructure and supply natural gas in 19 Geographical Areas (GAs), in Gujarat, Haryana, Karnataka, Tamil Nadu, Rajasthan, Madhya Pradesh, Uttar Pradesh, Chattisgarh, Maharashtra, Assam and other GAs.

It currently operates more than 350 CNG (Compressed Natural Gas) Stations and has laid Natural Gas pipeline network of over 8000 kms to supply Piped Natural Gas to more than 6000 Industrial/Commercial Customer and 6.56 Lakh Domestic (residential) customers.

To promote economical and eco-friendly LNG fuel for the benefit and convenience of the passenger vehicles, Medium & Heavy commercial vehicles as well as public transport. ATGL intends to setup LNG stations at the locations mentioned in this document through Dealer Owned Dealer Operated (DODO) Model. ATGL wishes to appoint Dealers at various locations.

Applications from individual/partnership firms with sufficient financial background and access to land (Owned/Leased and preferably NA) are invited.

2. Locations for which application is sought

STATE/UT	Location
Gujarat	Ahmedabad Ring Road, Palanpur, Surat, Samkhiyali, Chotila
Maharashtra	Mumbai, Pune, Solapur, Kolhapur, Nasik, Dhule, Nagpur, Amravati
Rajasthan	Abu Road, Beawar, Jaipur, Pali, Kishangarh, Shahpura, Udaipur
Madhya Pradesh	Indore, Bhopal
Karnataka	Bengaluru, Hubli, Mangalore Port
Andhra Pradesh	Vijayawada, Anantapur
Haryana	Panchgaon, Pritampura
Tamil Nadu	Chennai -Sriperumbudur, Avinashi Tirupur
Telangana	Hyderabad

3. Land Requirements & Lease

- 3.1 Land located on National or State Highway, Major City roads.
- 3.2 Minimum area required: 2500 sq. mtrs with frontage of 35 mtrs on National Highway/State Highway/District Main Road.
- 3.3 Location - On NH/SH/NDR/District Main Roads.
- 3.4 In case a plot of smaller dimension meets the statutory norms and ATGL design requirements, same can be considered case - to - case basis.
- 3.5 Land offered on National Highway should meet the IRC norms. Indicated plot size to be measured after leaving ROW as per norms of NHAI/PWD/State Highway Departments, etc.
- 3.6 Non-Agriculture (Commercial or Industrial plots) with clear legal title.
- 3.7 Plot to be free of all encumbrances, encroachments, Overhead power / telephone lines underground oil/gas pipeline and preferably no trees.
- 3.8 Electricity and water availability.
- 3.9 Availability of access to road divider/service lane/drainage facility.
- 3.10 Any fees related to NA/NOC/Zoning regulations, etc. required for setting up LNG Station shall be borne by the applicant.
- 3.11 The applicant shall construct and develop the civil infrastructure on the land as per the scope and guidelines of ATGL through competent manpower, contractors.
- 3.12 Land along with the civil infrastructure will be leased for long term period of not less than 15 years to ATGL.

4. Eligibility for Application

Type of Entity For Individuals	Desirable Criteria
Nationality	Should be an Indian National
Age	As on the date of application (in completed years) not less than 21 years
Educational Qualification	Preferably 12th Pass
Social Conduct	Good Social Conduct with no Criminal records
Financial Strength	Should have sufficient financial strength. (Latest Chartered Accountant certified Net worth Certificate, Copy of Income Tax Return of last three years, Bank Statement for the last 6 months and other supporting documents as required from time to time)
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, other Consumer Facing Business.
For Partnership	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.

5. Primary Scope of Dealer/ATGL

Sr. No	Scope of Dealer/ATGL	Scope
1	PESO License & Fees	ATGL
2	Design and Specifications Station design & layout including but not limited to sales office, compressor area, electrical room, forecourt area, canopy, signage, monolith. Specifications Specifications including but not limited to, of the LNG Station Equipment and the quantity to be installed subject to feasibility as guided by ATGL.	ATGL
3	Permissions/Approvals Permissions required from all statutory authorities including 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 the LNG Station.	Dealer
4	Construction To appoint competent manpower, engineers and contractors. All Structural, Civil, Electrical, Mechanical Works including but not limited to such as foundations for Buildings, Canopy, Equipment like LNG storage tank, LNG dispenser, etc., Electrical Rooms, Trenches, Driveway, Boundary Wall, Sales Room, Signage, Monolith, Entry/Exit Signs, Hoardings, Lightings, etc.	Dealer
5	Power Connection as per the estimated load required advised by ATGL	Dealer
6	LNG Equipment (Installation, Operation & Maintenance)	
6.1	LNG Storage Tank, LNG Pumpskid & other related equipments depending on the site requirements	ATGL
6.2	LNG Dispenser	ATGL (excluding operations)
6.3	All other equipment (except 6.1 & 6.2) at the LNG station.	Dealer
7	Electricity Charges	Dealer (excluding LNG process area)
8	W&M Stamping of Dispensers (In Presence of ATGL Person)	Dealer
9	Training	
9.1	HSE – To Dealer Manpower	ATGL
9.2	Training on Operation & Maintenance of LNG system & LNG dispenser	ATGL
9.3	(a) Insurance for LNG Equipment (6.1 & 6.2)	ATGL
	(b) Infrastructure (4), Manpower, Cash, Third Party Damages, etc.	Dealer

6. Selection of Applicant for Dealership

1. Expression of Interest (EOI) cum Application Form to be submitted to ATGL with all the supporting documents related to individual/partnership and the land offered in the prescribed format as required by ATGL from time to time.
2. ATGL shall carry out assessment of the site for technical feasibility and business potential and related business parameters. Sites shortlisted shall be taken up for further evaluation.
3. Interview will be conducted by ATGL Panel for the applications shortlisted.
4. Post Management Approval of the candidates interviewed, Lease Agreement for Land/ Equipment as applicable and Dealership Agreement will be given after issuance of LOI (Letter of Intent) for Dealership.

7. Important Information / Terms & Conditions*

1. Applicant to submit preliminary details on the ATGL website (www.adanigas.com) by clicking the link ("click here to fill details for LNG Dealership Enquiry") - along with non- refundable Application Form fees of ₹2000/- (₹ Two Thousand only) through online payment from ATGL website. ATGL 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 Form 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. Alternate fuels and facilities may be proposed depending on the site feasibility in the future by ATGL.
6. ATGL reserves the right to accept/reject any or all application(s) without prior notice or assigning any reason.
7. 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 ATGL. Submission of the form does not guarantee award of LNG Station.
8. Preference will be given to applicants who are owning the land.
9. However, in case the applicant is not the owner of the land, he / she can submit online application. If the application gets shortlisted and Letter of Intent (LOI) is issued as per the terms and conditions of ATGL, the applicant will get a time period of 45 days starting from the date of issue of LOI to purchase the land and undertake registry of the same. In case the applicant is not able to purchase the land and submit land registry documents to ATGL within 45 days of issue of LOI, the LOI will stand cancelled.
10. Change in Land Use (CLU) – Dealer shall get the CLU of the plot to Non- Agriculture with the time period specified in the LOI at his/ her cost.
11. Any further revision/amendment in the advertisement, time extension etc. shall be informed by ATGL from time to time on the website.
12. 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.