



INFORMATION ON
CNG Station

Dealer Owned Dealer Operated (DODO)-Model

(Issued 9th July 2019)

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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 82 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 Equipment and infrastructure
2. DODO with investment in Equipment (only dispenser) and infrastructure
3. DODO with investment in infrastructure only (Excluding Equipment)

Separate Trade Margins (Rs / Kg) for the above models will be offered .

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

Locations for which application is sought

#	State	Geographical Area/ District	Location
1	Gujarat	Surendranagar (areas except authorized)	<ol style="list-style-type: none"> 1. Near Sara 2. Halvad-Chotila Highway 3. Halvad-Maliya Highway 4. Muli-Chotila Highway 5. Dhangandra-Halvad Highway 6. Dasada-Malwan Highway
2	Gujarat	Kheda	<ol style="list-style-type: none"> 1. Dakor-Umreth Road 2. Balasinor (within 1-2 Kms of NH) 3. Kapadvanj 4. Lunawada
3	Gujarat	Navsari (areas except authorized) & Dang	<ol style="list-style-type: none"> 1. Vansda 2. Vyara Highway

#	State	Geographical Area/ District	Location
			<ul style="list-style-type: none"> 3. Mahuva-Anawal Road (SH-165) 4. Songadh-Ucchal Road 5. Vyara Toll Tax -Songadh (NH-53)
4	Gujarat	Ahmedabad City	<ul style="list-style-type: none"> 1. Bakrol Circle 2. Near Shantipur Circle 3. Bhadaj - Ognaj Circle 4. Vaishnodevi Circle Road 5. Sardar Nagar – Shahibaugh Road 6. Aslali Circle- Hathijan Road 7. Near Ramol Circle 8. S.P Ring Road 9. Kuha-Kathlal Road 10. Naroda-Dehgam Road (Aenasan, Narol-Naroda Road) 11. S.G.Highway 12. Any other location in Ahmedabad City
5	Rajasthan	Udaipur	<ul style="list-style-type: none"> 1. Udaipur-Chittorgarh NH near Dohari and Dabok 2. Udaipur-Ahmedabad NH near Balicha and Kaya 3. Udaipur City Railway Station Road 4. Udaipur City – Buvna Road, R.K Circle 5. Udaipur Nathdwara Highway 6. Junction of New Udaipur bypass 7. Udaipur-Banswada Highway and Near Kaya-Dabok Junction
6	Rajasthan	Chittorgarh	<ul style="list-style-type: none"> 1. Chittorgarh - Nimbaheda Highway near Shambupura 2. Chittorgarh – Bhilwara NH between Chanderiya – Gangar 3. Udaipur-Chittorgarh State Highway near Mavli 4. Outside Chittorgarh , Mangalwad towards Diamond Circle
7	Rajasthan	Bhilwara	<ul style="list-style-type: none"> 1. Bhilwara – Bundi NH near Kanda 2. Bhilwara -Chittorgarh NH near Hamirgadh 3. Bhilwara-Ajmer Highway near Railaa. 4. Bhilwara City near Ahimsa Circle 5. Bhilwara -Rajsamand NH near Pur

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
- 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>
<u>For Individuals</u>	
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).
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

<u>Type of Entity</u>	<u>Desirable Criteria</u>
<u>For Partnership</u>	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

Sr.No	Scope of Dealer/AGL	1. DODO With Investment in Equipment and Infrastructure	2.DODO With Investment in Equipment (Only Dispensers) and Infrastructure	3.DODO With Investment in Infrastructure only (Excluding Equipment)
1	<u>PESO License & Fees</u>	AGL	AGL	AGL
2	<p><u>Design and Specifications</u></p> <p><u>Design</u> Station design & layout including but not limited to sales office, compressor area, electrical room, forecourt area, canopy, signage, monolith</p> <p><u>Specifications</u> 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	AGL	AGL
3	<p><u>Permissions/ Approvals</u></p> <p>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 &</p>	Dealer	Dealer	Dealer

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	Measures etc. required for setting up of CNG Station.			
4	<p><u>Construction</u></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	Dealer	Dealer
5	Power Connection as per the estimated load required advised by AGL	Dealer	Dealer	AGL
6	Equipment [Installation , Operation & Maintenance]			
6.1	Compressor, Storage Cascade & its related equipment	Dealer	AGL	AGL
6.2	Dispenser	Dealer	Dealer	AGL (excluding operations)
6.3	All other equipment (equipment other than #) at the CNG station.	Dealer	Dealer	Dealer
7	Electricity Charges	Dealer	Dealer (Excluding Compressor area)	Dealer (Excluding Compressor area)
8	W&M of Dispensers (In Presence of AGL Person)	Dealer	Dealer	AGL
9	Training			
9.1	HSE – To Dealer Manpower	AGL	AGL	AGL

Sr.No	Scope of Dealer/AGL	1. DODO With Investment in Equipment and Infrastructure	2.DODO With Investment in Equipment (Only Dispensers) and Infrastructure	3.DODO With Investment in Infrastructure only (Excluding Equipment)
9.2	Training on Operation & Maintenance of Dispenser, Compressor, Storage cascade & its related equipment	Dealer through OEMs	Dealer through OEMs (only for dispenser)	AGL
10	Insurance for Equipment, infrastructure, manpower, cash and third party damages	Dealer	Dealer (except Equipment but including dispenser)	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) 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 of Rs 10 lacs (Rupees Ten Lacs) 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.

AGL DODD 9th July 2019