

NOTICE TO BIDDERS
(Tenders PLL/Imp/LNGT01 and PLL/Imp/LNGT02)

Reference is made to Annex 4 of the Bid Documents for the above Tenders. Various Bidders have requested clarifications as to how the eligibility criteria under Paragraph 1(c) of Annex 4 will be satisfied.

It is hereby clarified as follows:

Under 1(c) Eligibility Criteria – Second Bullet Point: The information and documentary evidence of Bidders access to the required quantities of LNG should cover 2017 to 2022 inclusive and so must be provided for each of those years.

It is the intention of Pakistan LNG Limited that each of the sub-clauses of the second bullet point of Paragraph 1(c) of Annex 4 would encompass suppliers both with direct sources of supply (through having their own LNG production facilities or having contractual access to the required volumes or a combination of both).

Where a Bidder does not have the relevant quantities available from its own facilities or direct access to the required quantities from an LNG producer, it will be required to demonstrate that

- (i) it has delivered not less than 12 LNG Cargoes during the last 24 months and
- (ii) the requisite access to 1.0 MTPA of LNG may be demonstrated by any combination of the LNG access as described in Annex 4, Paragraph 1(c) of the second bullet point of the Bid Document in sub-clause (i), (ii) and (iii)

As regards the supporting documents to be provided under sub-clauses (i)-(iii):

- (i) The evidence required is that the Bidder has an equity position in one or more liquefaction facilities entitling it to at least 1.0 MTPA of LNG (from that facility or those facilities) in each of the years from 2017 to 2022 (inclusive) whether directly or through contract and should also be able to demonstrate that they have delivered not less than 12 LNG Cargoes during the last 24 months. Supporting documents are expected to include certification from the producer concerned that the Bidder in question has an equity position in the facility, details of the Bidder's equity position and its rights to the volume produced by such facility.
- (ii) Evidence that the Bidder has LNG availability of at least 1.0 MTPA in each year from 2017 to 2022 inclusive from one or more operating LNG producers. Supporting evidence would be expected to include the relevant contract (if necessary with relevant confidential portions redacted) or a letter of confirmation from a senior executive of the LNG producer on its letterhead and bearing the company stamp addressed to PLL and confirming that they have committed the relevant quantity of LNG to the Bidder concerned and they have not imposed any restriction on the Bidder regarding on-sale

of the LNG which will impact the Bidder's ability to sell any part of that quantity to Pakistan and to PLL.

- (iii) As regards to sub-clause (iii), Bidders should be able to demonstrate that they have committed availability of 1.0 MTPA of LNG in each of the years 2017 to 2022 (inclusive) whether directly or through contract and should also be able to demonstrate that they have delivered not less than 12 LNG Cargoes during the last 24 months. As with (ii), where contracts are not shared, letters of representation should be obtained from the relevant counterparties. The latter requirement may be demonstrated through proof comprising of bills of lading or unloading port reports for each of the LNG Cargoes delivered.

Documentation:

While PLL will not insist on original documents, all documents that are not in original should be certified as true by senior officer of the Bidder concerned and should bear the Bidder's company stamp. Please note that in case of any misrepresentation regarding meeting eligibility criteria or if any document or information is found to be incorrect, misleading or falsified, then the buyer will reject the bid and the bid bond will stand forfeited in favour of the buyer in accordance with the Bid Document. The same shall apply even after the contract has been executed except that in such case PLL shall have the right to terminate the contract and to encash the performance bond in full.