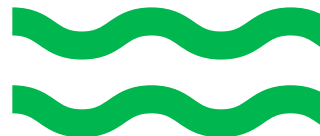


# FULL DODO POLICY OF GREEN GAS LTD

COMPRESSED  
NATURAL GAS

CNG



## FULL DODO RO POLICY OF GREEN GAS LIMITED

### **FULL DEALER OWNED DEALER OPERATED (FULL DODO) MODEL:**

In this model, land shall be provided by the Landowner as well entire investment shall be done by the Landowner. The operation shall be carried out by the Landowner itself. The maintenance of equipment's will be the responsibility of Dealer.

- 1) Dealer shall provide land, construction, complete facilities incl. CNG Equipment such as Compressor, Dispensers, Cascades, SS Tubing and to perform their erection/installation, operation and associated services like Electrical and Mechanical works including maintenance etc. as per design and specifications given by Green Gas Limited/ applicable PESO/PNGRB/OISD guidelines and standards. All the equipment and their maintenance will have to be preferably procured from Green Gas Limited and in case of non-availability of the same, with Green Gas Limited approved vendors.
- 2) Fixed facilities such as Sales Building, Driveway, Canopy Structures, Land and Boundary wall, amenities etc. as well as manpower for operation and Housekeeping of the outlet also to be provided by the Dealer. Station design, Canopy, Signage to be as per the specification of the Green Gas Limited.
- 3) Green Gas shall supply the gas to the CNG station installed by the Dealer either through the pipeline or through the mobile cascades.
- 4) In case of Daughter Booster Station/ Daughter Station (DBS/DS), the transportation of compressed gas from Green Gas Limited's Mother Station to the DBS/DS will also be in the scope of the Dealer including arrangement of Transportation & related equipment. Online Station may be considered by the Green Gas Limited in case the required length of steel pipeline (from the main pipeline network till the proposed retail outlet site) is up to 1 KM and laying of such pipeline is found feasible.
- 5) Green Gas Limited to provide natural gas through CGD network (in case of Online Station) or in the form of CNG (In the case of DBS/DS) for supplying CNG to Green Gas Limited's end-consumers i.e., end consumer vehicles only for which the Dealer shall be entitled for Service Charges for the necessary services including but not limited to Compression/O&M Charges/Forecourt Operations.

- 6) Any operational gas loss beyond reasonable Industry norms and as being historically noted by Green Gas Limited in the subject GA to be borne by the Dealer.
- 7) Dealer shall be paid Dealer Service Charges on Rs. /Kg basis for CNG sold from the CNG station. Any subsequent revision shall be notified by Green Gas Limited on time to time.
- 8) The dealer shall ensure that the gas provided by GGL is exclusively sold for the Transport Segment only and the same shall be reconciled on fortnightly basis through suitable metering system. Ownership of the gas shall always remain with Green Gas and Invoicing to the end-consumers shall be done in the name of Green Gas only.
- 9) The dealer shall take necessary Insurance policies covering risks associated with storage, transportation & dispensation of gas. The Insurance policies should cover not only product insurance but also loss to equipment and accessories and also public liabilities.
- 10) Viability of the business of the Full DODO model will not be the responsibility of Green Gas. Viability of the CNG station is to be assessed by applicant. Green Gas Limited will only suggest probable model of CNG station (DBS, DS or Online) on the basis of land offered by the respective applicant.
- 11) The entire responsibility towards operations, safety, delivery (towards weights and measurements), requirements of statutory authorities including PNGRB Compliances, permissions, approvals and other business-related requirements will be in the scope of the applicant and an indemnity bond shall be submitted by the Applicant in this regard along with the Dealership Agreement.
- 12) All periodic and break down maintenance of CNG equipment will be in the scope of Dealer. Dealer shall carry out this responsibility either on its own or through OEMs or hiring a third party with Comprehensive Annual Maintenance contract including the supply of the spares for the routine and breakdown maintenance of the equipment's such as Compressors, Dispensers, and Gas Generators, etc., on the basis of various relevant factors including cost economics.
- 13) For the land plots from others (other than government / government agencies) for Full DODO model, the locations/area identified as above will be advertised in at least three newspapers, one national English, One

national Hindi and one local/ vernacular newspaper, having wide circulation in the area where location falls and in one State level Newspaper, having wide circulation in the State. The standard advertisement for open land plot on Full DODO model shall be put-up separately to the competent authority for approval.

**Further, addition of Specific Procedure is also proposed to be considered for Full DODO model**

- i. A GA specific advertisement (with priority District/ Charge Area/ Stretch details specifying locations within the GA) for appointment of dealers for CNG Full DODO stations along with all the modalities, will be published in newspaper. Through the said advertisement, applicants will be informed to visit website of the Green Gas for further detail and application procedure. Also, although priority locations will be provided at the time of advertisement, other locations also may be given a chance from case-to-case basis.
- ii. If the applicant is meeting eligibility criteria, Letter of Intent will be issued to the applicant on submission of security deposit. The selected applicant shall have to deposit an interest free security deposit (SD) of Rs 5 lakh at the time of issuance of LOI in the form of NEFT/ RTGS or other online modes as per the bank account particulars of Green Gas Limited mentioned in the advertisement. Green Gas shall reserve the right to adjust any dues to it from this amount at the time of resignation/ termination. However, in case of termination of the dealership on account of proven adulteration/ malpractice, the said security deposit shall be forfeited. SD would also be forfeited in the following cases: -
  - Where the applicant/LOI holder withdraws candidature for any reason.
  - Where LOI is cancelled for non-compliance of LOI conditions and cancellation of selection for any reason attributable to the applicant selected.
  - Where the dealer resigns from the operations of the CNG Station.
- iii. The LOI holder, after receipt of LOI, is required to arrange for necessary funds/ financial closure within 6 months and submit requisite documents to the Green Gas Limited. An applicant who has been given the LOI would be required to fulfil the terms and

conditions as contained therein, so as to commission the dealership and obtain all the licenses and approvals from the statutory authorities.

- iv. After successful completion of financial closure and title verification of land, Letter of Acceptance (LOA) will be issued to LOI holder based on which the applicant shall obtain all the statutory permissions and approvals for setting up CNG Station, make the offered land available in developed condition as per design and specifications specified by the Green Gas Limited along with the installation of all the equipment from the approved vendors as per list provided by the Green Gas Limited and will take final approvals/ permissions from the statutory authorities. After intimation of the above compliance to the Green Gas Limited by the applicant, the Committee will then verify the entire setup as per specifications and designs provided earlier. In case of proper compliance, Dealership Agreement will be signed before commissioning.
- v. The tenure of the dealership shall be for a minimum initial period of 10 years and thereafter renewable for every 5 years, subject to satisfactory performance of the standalone Dealership on mutual consent or as advertised by Green Gas. At the time of signing of dealership agreement, the LOI holder shall submit a payment security in the form of Bank Guarantee for an amount equivalent to average seven days sales of the CNG Station initially, calculated at the rate of 2000 KG per day which will be reviewed periodically.
- vi. The applicant shall be given a time of 6 months from the date of issue of LOI for arrangement of necessary funds/Financial Closure failing which LOI shall stand cancelled and 10% amount towards security deposit shall be forfeited. Also, the applicant shall be given a timeline of 24 months from the date of issue of LOI to commission the CNG Station, failing which the LOI shall stand cancelled, and the security deposit shall be forfeited. An extension may however be sought by the applicant from the Green Gas Limited, and the Green Gas Limited may accept/ reject the extension request on case-to-case basis. viii. The dealer shall ensure that the gas provided by Green Gas is exclusively sold for the Transport Segment only and the same shall be reconciled on fortnightly basis through suitable metering system. Ownership of the gas shall always remain with Green Gas and

Invoicing to the end-consumers shall be done in the name of Green Gas only. The dealer shall take necessary Insurance policies covering risks associated with storage, transportation & dispensation of gas. The Insurance policies should cover not only product insurance but also loss to equipment and accessories and also public liabilities.

- vii. Viability of the business of the Full DODO model will not be the responsibility of Green Gas. Viability of the CNG station is to be assessed by applicant. Green Gas Limited will only suggest probable model of CNG station (DBS or Online) on the basis of land offered by the respective applicant. The entire responsibility towards operations, safety, delivery (towards weights and measurements), requirements of statutory authorities including PNGRB Compliances, permissions, approvals, and other business-related requirements will be in the scope of the applicant and an indemnity bond shall be submitted by the Applicant in this regard along with the Dealership Agreement.
- viii. Stipulations not referred above related with mode of selection of dealership, interview, norms for evaluating the candidates, etc. and constitution, role, responsibility, etc. of Working and Selection Committee etc., as prescribed in GGL RO Policy for DODO model duly approved by the Board in its 47<sup>th</sup> Board Meeting of GGL shall be followed for Full DODO model.

## 1.2 Scope Matrix

Sl. No.	Particulars	Scope	
		GGL	Dealer
1.	To provide Natural Gas through CGD network (in case of Online Station) or in the form of CNG (In the case of DBS/DS) for supplying CNG to Green Gas Limited's end-consumers i.e. end consumer vehicles only	Applicable	Not Applicable
2.	Arrangement of Land & all the land related permissions such as Urban Land sealing, CLU, applicable clearances from tax departments, No Objection Certificate from Owner / Co-Owners of	Not Applicable	Applicable

	Land for setting up CNG Station as per terms of dealership etc.		
3.	All Civil/Mechanical/Electrical Works for setting up the CNG Station	<b>Not Applicable</b>	<b>Applicable</b>
4.	Procurement & installation of all required CNG Equipment such as Compressor, Cascade, CNG Dispensers, SS Tubing etc. and all associated facilities (including electrical items) to run CNG equipment for CNG dispensation as per design and specifications given by Green Gas Limited/ applicable PESO/PNGRB/OISD guidelines and standards	<b>Not Applicable</b>	<b>Applicable</b>
5.	All Statutory Permissions related to Construction of CNG station, CNG Equipment & Dispensation	<b>Not Applicable</b>	<b>Applicable</b>
6.	Day-to-day operations of CNG Station i.e., Forecourt Management, Collection of Sale proceeds, Deposit of Sale proceeds into Green Gas account	<b>Not Applicable</b>	<b>Applicable</b>
7.	Operation and Maintenance (O&M) Arrangement of CNG Equipment, CNG Stations installations and all associated facilities	<b>Not Applicable</b>	<b>Applicable</b>
8.	Transportation of CNG through LCV/HCV Cascades in case of Daughter Booster Station (DBS)	<b>Not Applicable</b>	<b>Applicable</b>
9.	Arrangement of required Electrical System e.g. taking Electrical Connection, Electrical Cabling & Earthing, UPS, Power Backup system, Arrangement of Transformers, installation of Electric Meters, Lighting Poles etc.	<b>Not Applicable</b>	<b>Applicable</b>
10.	Payment of Electricity Charges	<b>Not Applicable</b>	<b>Applicable</b>
11.	Arrangement of Canopy, Station lighting, Flooring, General Upkeep of Station including Dispenser Area etc. for better visibility of Green Gas CNG branding	<b>Not Applicable</b>	<b>Applicable</b>

<b>12.</b>	Supply & Maintenance of Fire Fighting Equipment	<b>Not Applicable</b>	<b>Applicable</b>
<b>13</b>	Fixation of Retail Selling Price of CNG	<b>Applicable</b>	<b>Not Applicable</b>
<b>14</b>	Tax/Duties related registration/payments/obligations	<b>As per prevailing statutory obligation</b>	<b>As per prevailing statutory obligation</b>
<b>15</b>	Promotional Activities for Increasing CNG sale	<b>Not Applicable</b>	<b>Applicable</b>
<b>16</b>	Various audits including safety audits and technical audits	<b>Applicable</b>	<b>Not Applicable</b>