

**PUBLIC PROCUREMENT REGULATORY AUTHORITY
(PPRA)**

CONTRACT AWARD PROFORMA – I

To Be Filled And Uploaded On PPRA Website in Respect of All Public Contracts of Works,
Services and Goods Worth Fifty Million Rupees or More

- > NAME OF THE ORGANIZATION / DEPTT PSO/SUPPLY
- > FEDERAL / PROVINCIAL GOVT FEDERAL
- > TITLE OF CONTRACT SUPPLY OF MOGAS 92 RON
- > TENDER NUMBER PSO/MG92RON/IMPORTS/072/2017
- > BRIEF DESCRIPTION OF CONTRACT INVITATION TO BID FOR SUPPLY OF MOGAS.
- > TENDER VALUE MORE THAN PKR 50 MILLION
- > ENGINEER'S ESTIMATE -
(for civil works only)
- > ESTIMATED COMPLETION PERIOD MARCH 2017
- > WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL
PROCUREMENT PLAN? YES Yes/No
- > ADVERTISEMENT:
 - (i) PPRA Website TS301003E Yes/No
(Federal Agencies) (If yes give date and PPRA's tender number)
 - (ii) Newspaper YES 1) BUSINESS RECORDER, 2) DAWN, 3) DAILY JUNG, 4) EXPRESS.
(31-12-2016) Yes/No
(If yes give names of newspapers and dates)
- > TENDER OPENED ON (DATE AND TIME) 31/01/2017 10:30 AM
- > NATURE OF PURCHASE INTERNATIONAL Local/International
- > EXTENSION IN DUE DATE (If any) NO Yes/No
- > NUMBER OF TENDER DOCUMENTS SOLD 16 (SEE ANNEXURE-A ATTACHED)
(Attach list of buyers)
- > WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING /
TENDER DOCUMENTS YES (SEE ANNEXURE B) Yes/No
(If yes enclose a copy)

PUBLIC PROCUREMENT REGULATIONS, 2009

- WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS NO (Lowest evaluated unconditional basis) Yes/No
(If yes enclose a copy)

- WHICH METHOD OF PROCUREMENT WAS USED:- (Tick one)

- (a) SINGLE STAGE – ONE ENVELOPE PROCEDURE _____
- (b) SINGLE STAGE – TWO ENVELOPE PROCEDURE _____
- (c) TWO STAGE BIDDING PROCEDURE _____
- (d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE _____

Please specify if any other method of procurement was adopted with brief reasons (i.e. Emergency, Direct Contracting, Negotiated Tendering etc.)

- WHO IS THE APPROVING AUTHORITY PSO MANAGEMENT COMMITTEE
- WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING
Not applicable as open competitive bidding method was adopted.

- NUMBER OF BIDS RECEIVED 07
- WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER YES Yes/No
- WHETHER INTEGRITY PACT WAS SIGNED YES (Part of tender document & Contract) Yes/No

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CONTRACT AWARD PROFORMA – II

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Services and Goods Worth Fifty Million Rupees or More

- > NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS 07
- > NAME AND ADDRESS OF THE SUCCESSFUL BIDDER 1) GUNVOR
SINGAPORE Pte
- > RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT _____
(i.e. 1st, 2nd, 3rd EVALUATED BID)
SEE ANNEXURE C ATTACHED
- > NEED ANALYSIS (Why procurement was necessary?) TO FULFILL PETROLEUM
REQUIREMENT OF COUNTRY.
- > IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE
REASONS (Briefly describe) N/A
- > WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ
OUT AT THE TIME OF OPENING OF BIDS YES Yes/No
- > DATE OF CONTRACT SIGNING 08/02/2017
(Attach a copy of agreement)
- > CONTRACT AWARD PRICE (AS PER ANNEXURE D ATTACHED)
- > WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL
BIDDERS
NO (Result announced publically during bids opening) Yes/No
(Attach copy of the bid evaluation report)
- > ANY COMPLAINTS RECEIVED NO Yes/No
(If yes result thereof)

PUBLIC PROCUREMENT REGULATIONS, 2009

> ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/
DOCUMENTS NO Yes/No
(If yes give details)

> DEVIATION FROM QUALIFICATION CRITERIA NO Yes/No
(If yes give details)

> SPECIAL CONDITIONS, IF ANY NO
(Give brief description)

[F.No.2/1/2008/PPRA-RA.III]

ANNEXURE A

| LIST OF TENDER DOCUMENTS SOLD | |
|--------------------------------------|----------------------------|
| PSO/MG92RON/IMPORTS/072/2017 | |
| <u>S.NO</u> | <u>Company Name</u> |
| 1 | Sahara Energy |
| 2 | Vitol |
| 3 | OTI |
| 4 | Golden Crown |
| 5 | Glencore |
| 6 | Petrochina |
| 7 | ENOC |
| 8 | Total Totsa |
| 9 | Gunvor |
| 10 | Litasco |
| 11 | Swiss Singapore |
| 12 | Trafigura |
| 13 | Gulf Petrochem |
| 14 | Renish Petrochem |
| 15 | Socar |
| 16 | BB Energy |

ANNEXURE B

Tender Technical Evaluation Sheet

| Tender # | | 072/2017 | | Product | MOGASIKRON | | | Tender Opening Date | 31-Jan-17 | |
|---------------------|---------------|--|--|--|---|-----------------------------|---|--|-----------------------|--------------------|
| Evaluation Criteria | | | | | | | | | | |
| S.N | BIDDER | Bid Cover Letter | Technical Information Cover Letter | Bidder Corporate Authority Letter | Bid Bond | | | Bid Documents | Technically Qualified | Comments / Remarks |
| | | Letter signed by Bidder authorized signatory | Letter signed by Bidder authorized signatory | Copy of Bidder's Corporate Authority Letter exhibiting signatories of tender documents | Original Bid Bond from first class scheduled bank | Bid Bond Amount USD 300,000 | Valid for 30 days from last day of bid validity | original or copy of signed & stamped Bid Documents # 1 & 2 (without deviation) | | |
| 1 | ENOC | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 2 | Vitol | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 3 | Petro China | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 4 | OTI | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 5 | Total Tekun | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 6 | Gunvor | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 7 | Glencore | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | OK | |
| 8 | Golden Cross | ————— | | | Regretted | | | ————— | | |
| 9 | Litasca | ————— | | | Regretted | | | ————— | | |
| 10 | Sahand Energy | ————— | | | Regretted | | | ————— | | |
| 11 | | | | | | | | | | |
| 12 | | | | | | | | | | |
| 13 | | | | | | | | | | |
| 14 | | | | | | | | | | |
| 15 | | | | | | | | | | |
| 16 | | | | | | | | | | |
| | | | | | | | | 31/01/2017 Internal Audit | | |

BID EVALUATION SUMMARY- C&F

C&F Premiums in USD/BBL

| Period | | March , 2017 | | | |
|--------|-------------|--------------|------|------|------|
| S.NO | PRINCIPAL | 1 | 2 | 3 | 4 |
| 1 | ENOC | 2.97 | - | - | - |
| 2 | Vitol | 3.10 | 3.30 | 3.35 | 3.40 |
| 3 | OTI | 2.14 | 2.49 | 2.79 | 2.99 |
| 4 | Glencore | - | - | 3.65 | 3.95 |
| 5 | Petrochina | 2.48 | - | - | - |
| 6 | Total Tetsa | 2.29 | 2.39 | - | - |
| 7 | Gunvor | 1.38 | 1.73 | 1.98 | 2.18 |

Pakistan State Oil Company Limited



ANNEXURE C2

List Of Awards

| No | Supplier | Period | Quantity MT | Quantity in BBL 1MT=8.5 BBL | Firm/ Optional | C&F PREMIUM (USD per BBLs) | Platts as on Tender Opening Date (USD per BBLs) | Estimated Contract Price (USD) |
|----|---------------------|----------|----------------|-----------------------------------|-------------------|-------------------------------------|--|--------------------------------------|
| 1 | Gunvor Singapore | March-17 | 55,000.00 | 467,500.00 | Firm | 1.38 | 64.54 | 30,817,600 |
| 2 | Gunvor Singapore | | 55,000.00 | 467,500.00 | | 1.73 | 64.54 | 30,981,225 |
| 2 | Gunvor Singapore | | 55,000.00 | 467,500.00 | | 1.98 | 64.54 | 31,098,100 |

ANNEXURE D

Pakistan State Oil Company Limited



PSO House, Khayaban-e-Iqbal, Clifton, Karachi-75600, Pakistan.
 HAN: 111111-PSO (776), Website: www.psopk.com

“LETTER OF AWARD”

Feb 08, 2017

REF: PSO/MOGAS92/IMPORTS/072/2017(01)

M/s. Gunvor Singapore Pte. Ltd
 12 Marina Boulevard # 35-02
 Marina Bay Financial Center Tower 3
 018982 Singapore

Attn: Henri Philippe ELINK-SCHURMAN

SUBJECT: SUPPLY OF MOGAS 92 RON BY GUNVOR DURING MARCH 2017 UNDER CONTRACT NO.: PSO/MOGAS92/IMPORTS/072/2017(01).

Dear Sir,
 Reference your offer for the supply of Mogas 92 RON vide your letter dated January 31, 2017 during March, 2017. The offer has been accepted for supply of following cargo of MOGAS 92 RON at Keamari/Port Qasim, Karachi on the terms and conditions set out in the Bid documents of the tender opened on January 31, 2017 to be construed as contract at the following C&F prices:

| S.No | Period | Firm / Optional | Quantity MT | Product Grade | C & F Price (MOPAG + Premium) USD/BBLs | Discharge-Port |
|------|------------|-----------------|-------------|---------------|--|------------------------------------|
| 1 | March 2017 | FIRM | 1 x 55,000 | MOGAS 92 RON | MOPAG + 1.38 | KEAMARI/ PORT QASIM, Karachi |
| 2 | | | 1 x 55,000 | | MOPAG + 1.73 | |
| 3 | | | 1 x 55,000 | | MOPAG + 1.98 | |

The Component “A” of the price is required to be based only on the mean of five days high and low quotations centered on the relevant Bill of Lading (“B/L”) date as published in Platt’s Asia-Pacific/Arab Gulf Marketscan (APAG) under heading “FoB Arab Gulf” for “Gasoline 92”. If there is no publication of Platts under the heading “FoB Arab Gulf” for ‘Gasoline 92’ on the relevant applicable Bill of Lading date then 2 (two) effective quotations immediately before the relevant applicable Bill of Lading and 3 (three) effective quotations after the relevant applicable Bill of Lading date shall apply.

Notwithstanding anything contained herein or anywhere else, this letter of award, constitute your acceptance of the terms and conditions of Bid Document # 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

Please arrange substitution of Bid Bond with an unconditional and irrevocable Performance Bond for an amount of 5% of the total C&F value of the contract as per the terms and conditions of Bid Document No. 1.

This letter signifies acceptance of your offer and formation of legal contractual relationship between the parties as per terms and conditions in Bid Documents No. 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

For
PAKISTAN STATE OIL COMPANY LIMITED

Zia Mohiuddin
 Zia Mohiuddin
 Deputy General Manager – Imports
 Cc: M/S Sphinx Trading, Karachi

Asad Raza Faiz
 Asad Raza Faiz
 General Manager – Supply