



**PUBLIC POWER CORPORATION S.A.**

**REQUEST FOR PROPOSALS**

FOR CONCLUDING THREE-YEARS-TERM

**“MASTER DES LNG SALE AND PURCHASE AGREEMENTS (MSAs)”**

**INQUIRY N°: GASD 6072003/2020**

Athens, 18.03.2020

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- 2.** TERMS AND PROCEDURES



**PUBLIC POWER CORPORATION S.A.**  
THERMAL & HYDRO GENERATION BUSINESS UNIT  
Generation Activities Support Department  
7, 3rd Septemvriou Street, GR-104 32 Athens

**INQUIRY N°: GASD 6072003/2020**

**SUBJECT: "PROPOSALS FOR CONCLUDING THREE-YEARS-TERM MASTER DAP LNG SALE AGREEMENTS"**

**Document #1**

**REQUEST FOR PROPOSALS**

Public Power Corporation S.A. (PPC S.A.), 30 Chalkokondili Street, Athens, GREECE, launches an international Call for Expression of Interest for concluding and signing three-years-term "MASTER DAP LNG SALE AGREEMENTS".

Within the context of the present call for proposals, the eligible suppliers of LNG will be selected and PPC will proceed into negotiations with them for concluding "MASTER DAP LNG SALE AGREEMENTS" (in the following referred to as "MSAs"). Provided that relevant negotiations shall conclude successfully, PPC will sign three-year-term MSAs with each one of the successful eligible suppliers.

**1. Time and Place for Proposals – Responsible Department.**

1.1. The Department responsible for all issues related to the present Request for Proposals is the "Generation Activities Support Department" of PPC S.A. (7, 3rd Septemvriou Street, GR-104 32 Athens).

For further information potential participants are kindly requested to contact:

- Mr. I. Lysaridis, Tel. +30-210-5283608, [i.lysaridis@dei.com.gr](mailto:i.lysaridis@dei.com.gr)
- Mr. S. Kopelias Tel. +30-210-5283605, [s.kopelias@dei.com.gr](mailto:s.kopelias@dei.com.gr)
- Mr. I. Mavroeidis, Tel. +30-210-5283603, [i.mavroeidis@dei.com.gr](mailto:i.mavroeidis@dei.com.gr)

## **1.2. Electronic Procedure :**

The Request for Proposals shall take place through the electronic platform of Cosmo-One.

For gaining access to the Cosmo-One electronic platform for the Request all companies interested in participation are kindly requested to contact:

- Mr. Christos Rakovitis, Tel.: +30-210-2723810/Mob.:+30-6937290980
- The Cosmo-One HelpDesk, Tel.:+30-2102723810

The electronic procedure shall be carried out in one Stage where all data and documents are to be submitted.

Detailed description of the above stage is included in "Terms and Procedures" (Document 2) of this Request.

The electronic platform of Cosmo-One shall be open for the submission of all Documentation pertaining to the herein above stage from Wednesday, 18.03.2020, 09:00 a.m Athens local time (GMT+2) to Friday, 20.03.2020 16:00 Athens local time (GMT+2).

## **2. PPC Presentation.**

2.1. PPC S.A., the largest power utility in Greece, is currently the largest natural gas consumer in the country, using it for power generation.

2.2. In the years 2010-2011 PPC S.A. imported about 0.9 bcm and 0.3 bcm in the year of 2019 of natural gas in the form of LNG through the LNG Terminal at "Revithoussa".

## **3. Eligibility for Participation**

The present Request for Proposals is open to all companies, groups of companies, consortia and joint-ventures, having a track record and experience in the natural gas market as suppliers and/or traders, having concluded and successfully completed within the last five (5) years contracts/cargoes, of total delivered quantity of LNG measuring up to at least 2.5 bcm of natural gas.

## **4. Signing MSA's Procedure.**

- 4.1. During the present International Request For Proposals which is considered the first stage of the LNG contracting procedure, a three-year-term "MASTER DAP LNG SALE AGREEMENTS", will be agreed and signed upon.
- 4.2. Proposals submitted shall be evaluated according to the terms of the present "Request of Proposals" in order to expand the list of the already existing eligible suppliers. With the new eligible suppliers PPC will proceed into negotiations for concluding "MSAs".
- 4.3. Following the above, PPC shall enter into negotiations with all eligible potential suppliers, on the basis of the draft MSA proposed by each one of them, in order to -potentially- reach an agreement concerning the terms thereof. Provided that relevant negotiations will conclude successfully, PPC will sign three-years-term MSAs with each one of the successful eligible suppliers.

#### **5. Supply of LNG Cargoes.**

From 2020, PPC plans to proceed with the supply of LNG amongst those having signed an MSA with PPC. Throughout the year 2020 PPC plans to import at least 0.5 bcm of natural gas.

For the upcoming years the quantity shall depend on PPC's business plan. And in any case it will be at least at the same level as described above.



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**Document #2**

**TERMS AND PROCEDURES**

**1. Parts and Documents of Request for Proposals.**

**1.1.** The present Request for Proposals comprises of all and only of the following Parts (Documents):

- Request for Proposals (Document #1)
- Terms and Procedures (Document #2)

**2. Electronic Procedure.**

**2.1. General provisions.**

- The Request shall be carried out through the electronic platform of Cosmo-One.
- The whole electronic platform setup of the Request including questionnaire to be answered, data fields to be filled in, instructions /remarks / comments given on the various screens etc. constitutes integral part of the present RFP.
- All questions included in the electronic platform are to be answered, all data fields to be filled in, as applicable, and all required documents are to be submitted in accordance with the instructions /remarks / comments given on the various screens.
- All documents required within the context of the present RFP shall be submitted in electronic "portable document format" through the electronic platform of Cosmo-One.

- In case of documents that are required to be duly signed by the Participant's authorized official(s), those will be scanned and uploaded in "portable document format" to the electronic platform.
- Instructions on gaining access to Cosmo-One electronic platform may be found in paragraph 1.2 of "Request for Proposals" (Document 1).
- PPC reserves the right to ask for further data and/or explanations from the Participants, should such a request be deemed necessary at any stage in the course of the offers evaluation process.
- Proposals may be submitted only in the English language. Any documents / certificates pertaining to the Supplier's status and/or validation may be submitted either in the English or the Greek language; documents / certificates issued in any other language must be accompanied by a certified translation into the English Language.
- Please note that all data submitted within the context of the present Request for Proposals through the electronic platform of Cosmo-One are accessible to nobody, including Cosmo-One electronic platform operators, while the platform is still open. Upon closure of the platform the data shall be retrieved from the platform by Cosmo-One and shall be dispatched, as elaborated in the following paragraphs, to PPC and the participants.

## **2.2. Stage 1a.**

Documents and Data required within the context of Stage 1a pertain to the:

- Participant's Identification Sheet.
- Participant's legal status.
- Participant's financial status.
- Participant's past experience / eligibility for participation in accordance to ARTICLE 3 of the "Request for Proposals" (Document 1).
- Acceptance by the participants of the conformity of their Proposals with the present Request.

Submission and evaluation of data within the context of Stage 1 shall be made as follows:

The electronic platform of Cosmo-One shall be open for the submission of Documentation pertaining to Stage 1a of the tender from Wednesday, 18.03.2020, 09:00 a.m Athens local time (GMT+2) to Friday, 20.03.2020 16:00 Athens local time (GMT+2).

The following documents shall be available to participants through the electronic platform of Cosmo-One:

- The full text of the "REQUEST FOR PROPOSALS FOR CONCLUDING THREE-YEARS-TERM MASTER DES LNG SALE AGREEMENTS (MSAs)" in non-editable, portable document format.
- Specimen A.1 (declaration of unreserved acceptance of all Terms and Conditions set forth by PPC for the present Request), in editable format.

The following documents and data are to be submitted:

- Participant's Identification Sheet, bearing information as to the corporate name, organization, address, contact numbers etc. as well as the Participant's legal status and VAT number.
- Proof of Participant's legal existence and status: Official documentation regarding the Participant's legal status (e.g. Articles of Association, Country of Establishment, Authorized Representatives etc.).
- Official documentation proving the authority of the company official(s) to sign the documents submitted in the context of the present RFP.
- Experience references: Data must be furnished by the participants substantiating their experience in the natural gas market according to paragraph 3.1. of Document #1 ("Request for Proposals"). For this purpose, any type of official data from the public domain may be used (such as company's annual reports, data from independent analysts, etc.).
- Official financial documentation for the last three years, proving the Participant's financial capability to fulfill the obligations arising from his proposal; such documentation may include the Participant's annual financial statements (Balance Sheet, Profit and Loss Account) or any other data that might serve towards this end. The above information may be submitted either as "portable document format" files or a URL link (along with necessary authorization codes, if any).
- A draft "MSA", to be used as the starting point for negotiations with PPC.
- Any additional information, as deemed necessary by the Participants, may be included in their proposals. Upon closure of the platform, Cosmo-One will be able to retrieve from the Server all data and documents submitted; a list of all participating companies will be sent by Cosmo-One to all participants.



Note: For the present stage of this Request for Proposals ***No Financial offer / proposal*** is needed.

All data and documents submitted within the context of Stage 1a shall be checked by PPC as regards conformity in every respect with the terms and requirements of the present RfP. Based on the results of the aforementioned procedure a list of any documents and/or data and/or clarifications required within the context of Stage 1 shall be sent through Cosmo-One to each participant.

### **2.3. Stage 1b.**

Consequently, the electronic platform of Cosmo-One shall be opened for a period of two full Greek working days in order for the participants to submit any documents and/or data and/or clarifications required, as above.

All participants shall be timely notified by Cosmo-One through e-mail about the exact opening and closing times of the electronic platform for Stage 1b of the RFP.

Following closure of the platform upon completion of Stage 1b, any documents and/or data and/or clarifications submitted shall be retrieved by Cosmo-One and shall be sent to PPC. The full set of documents and/or data and/or clarifications, submitted by each Participant within the context of Stages 1a and 1b of the RfP shall be evaluated by PPC against the provisions of the present RFP as regards their conformity in every respect with the terms and requirements thereof.

### **3. Evaluation of Proposals.**

**3.1.** Evaluation shall include the following:

**3.1.1.** The contents of each of the Proposals shall be checked against the provisions of paragraph 3 of Document #1 ("Request for Proposals") & paragraph 2 of Document #2 ("Terms and Procedures").

**3.1.2.** The Participant has the experience as well as financial capability necessary to perform the work according to paragraph 2 of Document #2 ("Terms and Procedures").

**3.2.** According to the results of the evaluation procedure, successful participants shall be officially notified of PPC's decision to enter into negotiations towards concluding an MSA, as outlined below.

**3.3.** PPC shall then enter into negotiations with all successful potential suppliers on the basis of the draft MSA proposed by each one of them, in order to reach an agreement concerning the terms thereof.

**3.4.** Three-years-term MSA shall be signed with all eligible suppliers, with whom negotiations shall have been successfully concluded.

**4. PPC's Reservations and Rights**

**4.1.** By participating in the present Request For Proposals, the Participant unreservedly declares that he is fully aware of the terms as well as of all the data and parts of the RFP.

**4.2.** PPC reserves the right to postpone the closing date and time of Stage 1a of the herein above electronic procedure. Such an extension shall be in time and officially announced through the electronic platform and shall be included in a relevant Supplement issued soon thereafter.

**4.3.** PPC shall in no case be responsible or liable to indemnify Participants for any expense or cost Participants may have sustained for the preparation and submission of their Proposals, particularly in case their Proposal is not accepted or the Procedure is cancelled or postponed or transferred at any stage and time and for any reason or cause thereof. Consequently, those who participate in the present procedure and submit the Proposal, independently of whether they have been finally accepted or not, do not acquire any right at all against PPC from this procedure and their participation to it.

**4.4.** Any Proposal, submitted according to the terms of the Present RFP, is considered as proposal to PPC and not as an acceptance of PPC's proposal.

**4.5.** No Participant is entitled to invoke any omissions in the submission of the offer or in signing of any document in order to be exempted from or diminish his liabilities.

**4.6.** The terms and restrictions concerning the submission of Proposals are to PPC's benefit, which has the right to waive them, without such an action however providing any right to the Participant's.

## **5. Procedure cancellation.**

PPC reserves the right to cancel the Procedure initiated by the present Request For Proposals according to the following:

- In case of breach of the rules of the Procedure, if the result of the Procedure is influenced by such a breach.
- In case the result of the Procedure is considered justifiably not satisfactory for PPC.
- In case competition was inadequate, or if there is serious evidence that there has been an agreement between the Participants to avoid real competition.

**APPENDIX**

**SPECIMEN A.1**

**DECLARATION OF ACCEPTANCE  
OF ALL TERMS AND CONDITIONS**

The herein below signed ..... lawfully  
representing the Firm.....  
....., bidding against Public Power Corporation's Tender  
Inquiry GASD 6072003/2020, I declare that I took cognizance of all Bidding Terms  
and Conditions enunciated in the respective Tender, I studied and accept same  
irrevocably and unreservedly in the name of said firm.

Authorized Signature(s) ..... ..

Name(s) and Title(s) ..... ..

Date .....