

**FINANCIAL BID FORM**  
(As per Part-II of Schedule-B)

AUTHORIZATION FOR LAYING, BUILDING, OPERATING OR EXPANDING PETROLEUM AND PETROLEUM PRODUCTS PIPELINE  
AS DEPICTED IN THE MAP  
FINANCIAL BID (TO BE SUBMITTED IN A SEPARATE EARMARKED SEALED ENVELOPE)

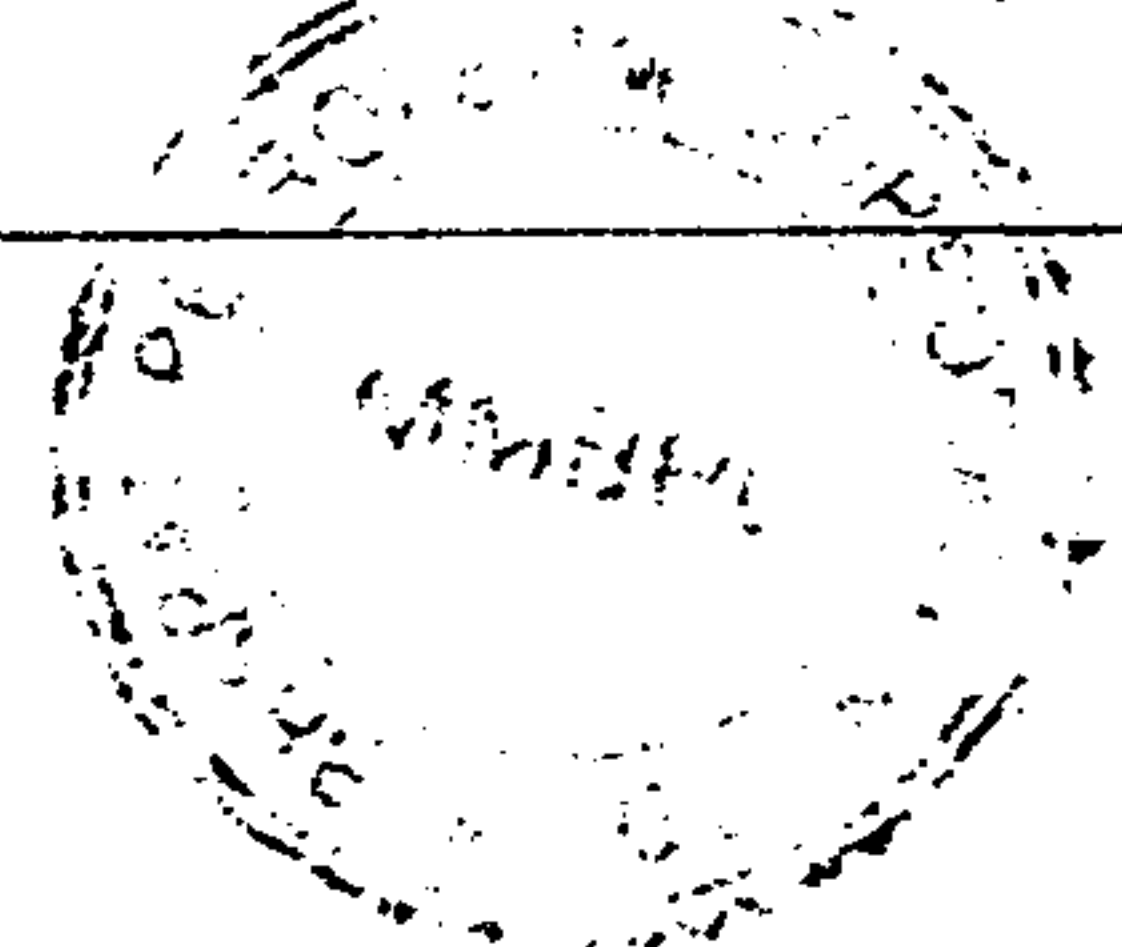
**A** Present value (PV) of the fixed unit petroleum and petroleum products pipeline tariff bid for the petroleum and petroleum products pipeline (Rs/MT) [Fixed Petroleum and Petroleum Products pipeline tariff bid shall be for a period of initial ten years]  
*Note#1: Year 1 tariff bid as quoted shall be applicable from the 1st year of operation of the pipeline. The Board shall review the tariff after ten years of operation and fix for a block of five years thereafter on prospective basis.*  
*Note#2: Year 1 value for tariff to be quoted by the bidder shall not be discounted @ 12% while calculating the respective Present Value i.e. discount factor for 1st year shall thus be taken as unity*  
*Note#3: Negative and Zero tariffs shall not be accepted and would lead to the rejection of the bid.*

Present value (PV) of the fixed unit petroleum and petroleum products pipeline tariff bid for each year of the initial ten years using the discount rate of 12% is Rs.<1852.46> per MT  
Year-wise fixed unit petroleum and petroleum products pipeline tariff:

	Rs. Per MT	
	Figure	Words
Year 1	262.40	Two hundred sixty two and forty paise
Year 2	270.27	Two hundred seventy and twenty seven paise only
Year 3	278.38	Two hundred seventy eight and thirty eight paise
Year 4	286.73	Two hundred eighty six and seventy three paise
Year 5	295.33	Two hundred ninety five and thirty three paise
Year 6	304.19	Three hundred four and nineteen paise
Year 7	313.32	Three hundred thirteen and thirty two paise
Year 8	322.72	Three hundred twenty two and seventy two paise
Year 9	332.40	Three hundred thirty two and forty paise only
Year 10	342.37	Three hundred forty two and thirty seven paise only.

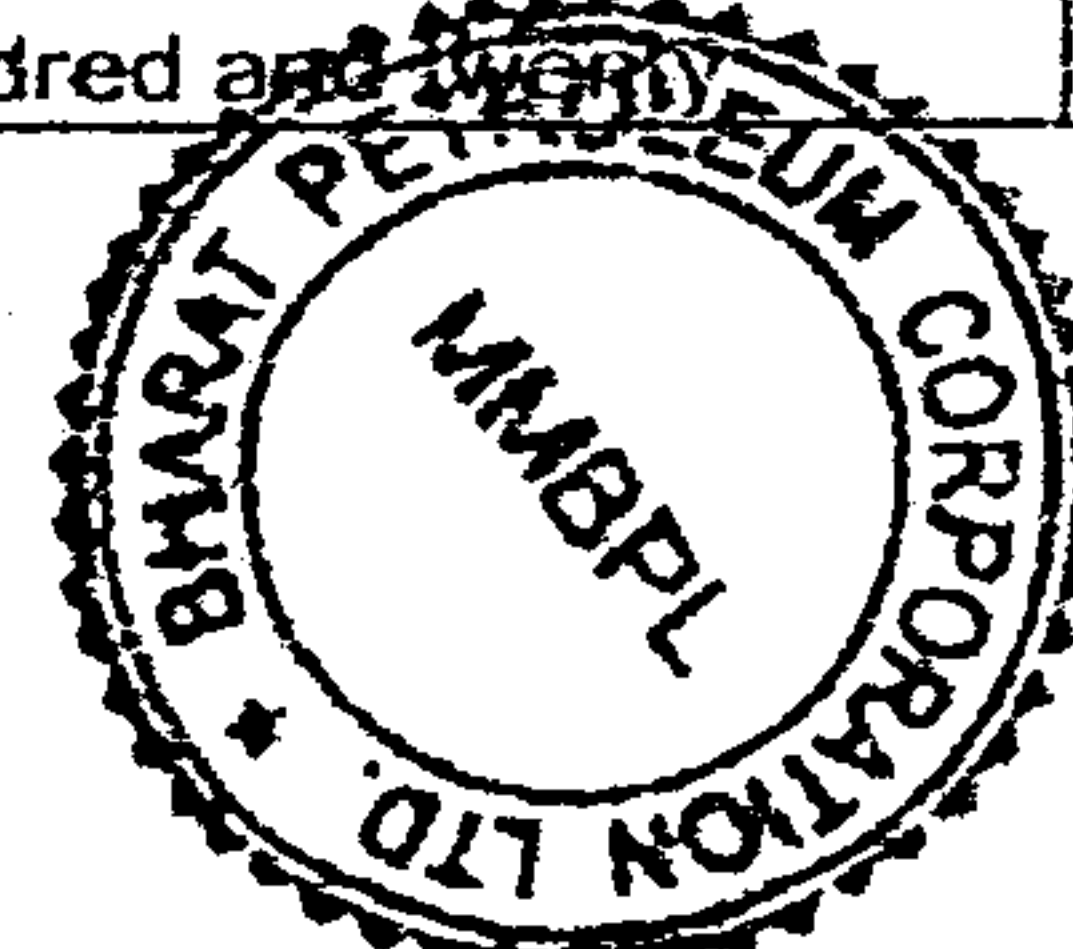
*No cutting no overwriting*

*Deepak*  
**ANURAG DEEPAK**  
Executive Director (Pipelines)



<p>B Present value (PV) of the variable unit petroleum and petroleum products pipeline tariff bid for the petroleum and petroleum products pipeline (Rs/MT/KM) [Variable Petroleum and Petroleum Products pipeline tariff bid shall be for a period of initial ten years]</p> <p><b>Note#1:</b> Year 1 tariff bid as quoted shall be applicable from the 1st year of operation of the pipeline.. The Board shall review the tariff after ten years of operation and fix for a block of five years thereafter on prospective basis.</p> <p><b>Note#2:</b> Year 1 value for tariff to be quoted by the bidder shall not be discounted @ 12% while calculating the respective Present Value i.e. discount factor for 1<sup>st</sup> year shall thus be taken as unity</p> <p><b>Note#3:</b> Negative and Zero tariffs shall not be accepted and would lead to the rejection of the bid.</p>	<p>Present value (PV) of the variable unit petroleum and petroleum products pipeline tariff bid for each year of the initial ten years using the discount rate of 12% is Rs.&lt;2.21&gt; per MT per KM</p> <p>Year-wise variable unit petroleum and petroleum products pipeline tariff:</p> <table border="1" data-bbox="1064 852 1702 1308"> <thead> <tr> <th></th> <th colspan="2">Rs. Per MT Per KM</th> </tr> <tr> <th></th> <th>Figure</th> <th>Words</th> </tr> </thead> <tbody> <tr><td>Year 1</td><td>0.31</td><td>Thirty one paisa</td></tr> <tr><td>Year 2</td><td>0.32</td><td>Thirty two p</td></tr> <tr><td>Year 3</td><td>0.33</td><td>Thirty three paisa</td></tr> <tr><td>Year 4</td><td>0.34</td><td>Thirty four paisa</td></tr> <tr><td>Year 5</td><td>0.35</td><td>Thirty five paisa</td></tr> <tr><td>Year 6</td><td>0.36</td><td>Thirty six paisa</td></tr> <tr><td>Year 7</td><td>0.37</td><td>Thirty seven paisa</td></tr> <tr><td>Year 8</td><td>0.38</td><td>Thirty eight paisa</td></tr> <tr><td>Year 9</td><td>0.40</td><td>Forty paisa</td></tr> <tr><td>Year 10</td><td>0.41</td><td>Forty one paisa</td></tr> </tbody> </table> <p style="text-align: center;">Nothing no overwriting</p>		Rs. Per MT Per KM			Figure	Words	Year 1	0.31	Thirty one paisa	Year 2	0.32	Thirty two p	Year 3	0.33	Thirty three paisa	Year 4	0.34	Thirty four paisa	Year 5	0.35	Thirty five paisa	Year 6	0.36	Thirty six paisa	Year 7	0.37	Thirty seven paisa	Year 8	0.38	Thirty eight paisa	Year 9	0.40	Forty paisa	Year 10	0.41	Forty one paisa
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<p>Present value (PV) of the petroleum products pipeline capacity (in million tons per annum) proposed to be created for transporting in the petroleum and petroleum products pipeline over the economic life of the project. [Petroleum products pipeline capacity created for transporting in the petroleum and petroleum products pipeline shall be for each year of the economic life of the project].</p> <p><b>Note#1:</b> Year 1 capacity bid as quoted shall be applicable from the 1st year of operation of the pipeline.</p> <p><b>Note#2:</b> Year 1 value for capacity to be quoted by the bidder shall not be discounted @ 12% while calculating the respective Present Value i.e. discount factor for 1<sup>st</sup> year shall thus be taken as unity.</p>	<p>PV of the petroleum products pipeline capacity bid proposed to be created in the petroleum and petroleum products pipeline for each of the year of the economic life of the project discounted at twelve percent is &lt;10.57&gt; million tons per annum (MMTPA).</p> <p>Year-wise capacity bid –</p> <table border="1" data-bbox="1064 1925 1808 2499"> <thead> <tr> <th></th> <th>Figure (MMTPA)</th> <th>Words (TMTPA)</th> </tr> </thead> <tbody> <tr><td>Year 1</td><td>0.70</td><td>Seven Hundred</td></tr> <tr><td>Year 2</td><td>0.76</td><td>Seven Hundred Sixty</td></tr> <tr><td>Year 3</td><td>0.82</td><td>Eight Hundred Twenty</td></tr> <tr><td>Year 4</td><td>0.88</td><td>Eight Hundred Eighty</td></tr> <tr><td>Year 5</td><td>0.96</td><td>Nine Hundred Sixty</td></tr> <tr><td>Year 6</td><td>1.02</td><td>One thousand and Twenty</td></tr> <tr><td>Year 7</td><td>1.08</td><td>One thousand and Eighty</td></tr> <tr><td>Year 8</td><td>1.15</td><td>One thousand and one hundred fifty</td></tr> <tr><td>Year 9</td><td>1.22</td><td>One thousand and Two hundred and twenty</td></tr> </tbody> </table> <p style="text-align: center;">Nothing no overwriting</p>		Figure (MMTPA)	Words (TMTPA)	Year 1	0.70	Seven Hundred	Year 2	0.76	Seven Hundred Sixty	Year 3	0.82	Eight Hundred Twenty	Year 4	0.88	Eight Hundred Eighty	Year 5	0.96	Nine Hundred Sixty	Year 6	1.02	One thousand and Twenty	Year 7	1.08	One thousand and Eighty	Year 8	1.15	One thousand and one hundred fifty	Year 9	1.22	One thousand and Two hundred and twenty						
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S. SURAG DEEPAK  
Executive Director (Pipelines)



e/c

	Year 10	1.30	One thousand and three hundred
	Year 11	1.38	One thousand and three hundred and eighty
	Year 12	1.47	One thousand and four hundred and seventy
	Year 13	1.56	One thousand and five Hundred and sixty
	Year 14	1.66	One thousand and six hundred and sixty
	Year 15	1.77	One thousand and seven hundred and seventy
	Year 16	1.88	One thousand and eight hundred and eighty
	Year 17	2.01	Two thousand and ten
	Year 18	2.14	Two thousand and one hundred and forty
	Year 19	2.27	Two thousand and two hundred and seventy
	Year 20	2.42	Two thousand and four hundred and twenty
	Year 21	2.58	Two thousand and five hundred and eighty
	Year 22	2.75	Two thousand and seven hundred and fifty
	Year 23	2.75	Two thousand and seven hundred and fifty
	Year 24	2.75	Two thousand and seven hundred and fifty
	Year 25	2.75	Two thousand and seven hundred and fifty


No cutting no overwriting

Notes:

1. All quotes should be both in figures as well as words in the space as provided.
2. All values quoted above under A, B & C should be up to 2 (two) decimal places only. In case any quoted figure is more than two decimal places the same shall not be considered beyond second decimal point.

Date: 06.08.2012

Place: Mumbai

  
Name and Signature of Bidder / Authorized Signatory  
Official seal

ANURAG BHATTARAK  
Executive Director (Business)



SUMMARY SHEET OF FEASIBILITY REPORT

BID / PPL / 04 / 2012 / 1 / KJPL

Description	1st Yr	2nd Yr	3rd Yr	4th Yr	5th Yr	6th Yr	7th Yr	8th Yr	9th Yr	10th Yr	11th Yr	12th Yr	13th Yr	14th Yr	15th Yr	16th Yr	17th Yr	18th Yr	19th Yr	20th Yr	21st Yr	22nd Yr	23rd Yr	24th Yr	25th Yr
1 Segment-wise demand for Petroleum and Petroleum Products (MMTPA)																									
a. Motor Spirit	0.15	0.16	0.18	0.20	0.22	0.23	0.25	0.27	0.30	0.32	0.34	0.37	0.40	0.43	0.47	0.51	0.55	0.59	0.64	0.69	0.74	0.80	0.87	0.94	1.01
b. High Speed Diesel	0.52	0.56	0.61	0.66	0.71	0.75	0.80	0.85	0.90	0.95	1.01	1.07	1.13	1.20	1.27	1.35	1.43	1.52	1.61	1.71	1.81	1.92	2.03	2.15	2.28
c. Superior Kerosene Oil	0.03	0.03	0.04	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03
d. Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2 Volume of Petroleum and Petroleum Products to be transported in the pipeline (MMTPA)	0.70	0.76	0.81	0.88	0.96	1.02	1.08	1.15	1.22	1.30	1.38	1.47	1.56	1.66	1.77	1.88	2.01	2.14	2.27	2.42	2.58	2.75	2.95	3.15	
3 System Capacity of Pipeline as per relevant Regulation (MMTPA)	0.87	0.94	1.02	1.10	1.19	1.27	1.35	1.44	1.53	1.62	1.73	1.84	1.95	2.08	2.21	2.36	2.51	2.67	2.84	3.03	3.22	3.43	3.63	3.83	
4 Tariff from Petroleum and Petroleum Products Pipeline Transportation																									
4.1 Fixed Unit Tariff (Rs./MT)	262.40	270.27	278.38	286.73	295.33	304.19	313.32	322.72	332.40	342.37	352.49	377.47	398.34	416.16	436.86	469.74	504.97	542.84	583.55	627.32	674.37	724.94	779.32	837.76	900.60
4.2 Variable Unit Tariff (Rs./MT/KM)	0.31	0.32	0.33	0.34	0.35	0.36	0.37	0.38	0.40	0.41	0.43	0.45	0.47	0.50	0.52	0.56	0.60	0.65	0.69	0.75	0.80	0.86	0.93	1.00	1.07
5 Total Cash Outflow (Rs. in Lacs)																									
a. CAPEX																									
b. OPEX	600.28	697.05	792.49	918.32	1051.60	1188.72	1339.20	1515.36	1709.40	1921.04	2168.17	2453.73	2766.51	3126.44	3527.30	3975.24	4493.44	5081.30	5730.48	6428.28	7324.36	8268.47	9390.40	9889.20	
6 Total Cash Inflows (Rs. in Lacs)																									
a. Tariff	2289.44	2550.68	2842.96	3164.80	3529.24	3863.26	4229.81	4631.02	5073.26	5554.99	6055.72	6631.21	7243.47	8650.84	9667.82	11062.28	12662.03	14487.01	16587.45	18984.21	21739.90	24892.77	26759.73	28766.71	30924.21
7 Pre-Tax IRR on Total capital employed based on above project cash flow	12.27%																								

CAPEX	2012-13	2013-14	2014-15	TOTAL
INVESTMENT		104.91	157.36	262.27
IDC		6.00	8.00	14
				276.27

- Note 1: As the Item Number 3 & 4 are with respect to biddable items, corresponding quotes given in the financial bid for respective years are to be used for this FR summary sheet.
- Note 2: The Board shall review the tariff after ten years and fix for a block of five years thereafter on prospective basis. As the tariff numbers for Year-11 onwards are not biddable items and are required only for indicative purpose, the bidder is required to provide the complete basis for tariff numbers for Year-11 to Year-25. An appropriate view would be taken by the Board in due course of time on the computation methodology for the transportation tariff from Year -11 onwards.
- Note 3: All cells in each row/column has to be filled in, corresponding to the FR submitted.
- Note 4: Above year-wise volume of Petroleum and Petroleum Products quoted at Item number 2.0 shall be referred by PNGRB for the purpose of compliance of Service Obligations as specified in Regulation 14(1) of the PNGRB (Authorizing Entities to Lay, Build, Operate or Expand Petroleum and Petroleum Products Pipelines) Regulations, 2010

Date: 06/08/2012  
Place: Mumbai

*[Signature]*  
Name and Signature of bidder or authorised signatory  
Official Seal

