

# TANZANIA PETROLEUM DEVELOPMENT CORPORATION (TPDC)



## Expression of Interest (EOI)

From

**ENTREPRENEURS / SOLE PROPRIETORSHIPS / TECHNOLOGY PROVIDERS  
PARTNERSHIPS / COMPANIES**

For

**INVESTING INTO CONSTRUCTION OF COMPRESSED NATURAL GAS (CNG)  
REFUELING STATIONS TO SUPPLY CNG FOR VEHICLES**

**Ref.: TPDC-EOI-CNGV-STATIONS**

**Date: 17/07/2019**

1. TPDC is the National Oil Company of Tanzania and the largest Natural Gas Transmission and Marketing Company in Tanzania. Further, TPDC is engaged in the development of City Gas Distribution (CGD) business to supply Gas to various sectors i.e. Compressed Natural Gas (CNG) for transport sector and Piped Natural Gas (PNG) for domestic, commercial and industrial sector in Tanzania. Currently, TPDC is developing gas supply infrastructures in Dar es Salaam, Mtwara and Coast Region. Specifically, during the Financial Year 2019/2020 which starts July 1st 2019, TPDC will construct two large CNG mother stations in Dar es Salaam which can support trucking supply of CNG to retail daughter stations located far from pipeline infrastructure. This provides opportunity for other participants in the natural gas value chain to buy CNG from TPDC at wholesale price, add regulated margin depending on EWURA Acts and Regulations and resell to end users specifically vehicle owners.
2. Now TPDC invites Expression of Interest (EOI) from **Entrepreneurs / Sole Proprietorships / Technology Providers/ Partnerships / Companies**

(hereinafter called **APPLICANT**), investing into scaling up of the CNG refueling stations for supply of CNG for vehicles as retailers. Bulk CNG will be bought from TPDC for stations that will be built far from currently operating pipes or piped natural gas may be extended to locations where the stations will be built if the location will be in proximity to the current pipeline infrastructure.

3. The purpose of inviting this EOI is to encourage the APPLICANT to set up CNG refueling stations and enable scaling up of the gas utilization potential in the transport sector by replacing costly and environmentally unfriendly diesel and petrol which are 100% imported.
4. EOI submission shall be open for a time period of 30 days. The EOI submission date shall open on 19.07.2019 and will get closed on 19.08.2019. Subsequently, received EOI shall be submitted to EWURA for purposes of scrutiny in order to start the process of licensing.
5. **Queries:** APPLICANT to note that any queries related to this EOI are to be submitted online only at Email ID [cng@tpdc.co.tz](mailto:cng@tpdc.co.tz) and Queries/clarifications received in any other form are liable to be unanswered.
7. This EOI does not intend to initiate a process of competitive bidding (tendering). Therefore, there is no detailed EOI document to be shared with the APPLICANT. Interested APPLICANTS are only required to show their interest with evidence of experiences and capabilities to engage in this business in order for them to be considered to be issued with appropriate license as per EWURA Act and Regulations. At a minimum, APPLICANT shall provide the following information:
  - i. General Information of APPLICANT,
  - ii. Past experience of the APPLICANT,
  - iii. References of similar undertakings, and
  - iv. Organization structure and brief details of key personnel.
8. APPLICANT shall be responsible for planning, preparation, engineering and execution of the project, including CNG compression and storage facilities for online stations (those supplied with natural gas through pipeline) as well as virtual pipeline network (CNG transportation trucks to enable moving CNG from Mother CNG Stations to daughter stations/CNG refueling stations for those stations located far away from gas pipeline). In addition, the APPLICANT shall be responsible for full operation and maintenance of the stations as well as maintaining the final product output quantity and quality. Prices of wholesale CNG from TPDC's CNG mother stations and final CNG retail prices at the station shall be as per EWURA Regulation as this is regulated activity.

9. APPLICANT shall demonstrate to have the following:
  - i. Financial capacity or arrangement to carry out such investment;
  - ii. To ensure public safety, the investor should demonstrate to have knowledge of health safety and Environment issues related to Petroleum Industries
  - iii. Readiness to implement the local content plan and other regulatory issues which include decommissioning of the facility;
10. TPDC shall, upon receipt of the particulars of the APPLICANT, organise a meeting with all interested parties before involving EWURA for the purpose of licensing processing for those who will meet minimum requirement by EWURA to construct, own and operate CNG retail stations.
11. Setting-up and commissioning of CNG refueling stations and its continuous operation is the complete responsibility of the APPLICANT including arranging the entire land and finance.
12. APPLICANT who possess liquid petroleum product stations are highly encouraged to apply as the CNG refueling stations can be integrated at the existing petroleum product stations and make the implementation time and investment cost to be minimized.
13. APPLICANT should indicate locations where they intend to set up the CNG refueling stations.