

## **GUIDELINE FOR SUBMISSION OF DIRECT PROPOSALS TO SUPPLY OF PETROLEUM PRODUCTS**

- 1) Name of Supplier / Permanent Address / Contact Details: -  
(If the beneficiary is different from the supplier, please specify)
- 2) Details of the Local Agent (if any):-
- 3) Products that you can supply to Ceylon Petroleum Corporation (CPC):-

### **CRUDE OIL TYPES**

**(per Shipment Quantity for Crude Oil 700,000 Bbls (+/-5%))**

- Murban Crude Oil
- DAS Blend Crude Oil
- Siberian Light Crude Oil
- EL Sharara Crude Oil
- Saharan Blend Crude Oil
- Crude Blend (46% SARB + 44% Umm Lulu + 10% Satah)
- Brega Crude Oil
- ULL Blend (70% SARB + 30% ULL)Crude Oil
- WTI Midland Sweet Crude Oil

**(For Crude Oil, please specify the type. Also, share with us a detailed assay for respective Crude Oil type)**

### **REFINED PETROLEUM PRODUCTS**

• <b><u>Products Type (Single Cargo)</u></b>	<b><u>Per Shipment Quantity</u></b>
Gas Oil (0.05% M.S.)	280,000 Bbls (+/-5%)
Gasoline 92 UNL	300,000 Bbls (+/-5%)
Jet A-1	300,000 Bbls (+/-5%)
Fuel Oil	30,000 MT (+/-10%)
• <b><u>Products Type (Combined Cargo)</u></b>	<b><u>Per Shipment Quantity</u></b>
Gas Oil (0.05% M.S.)	242,500 Bbls (+/-5%)
Gas Oil (0.001% M.S.)	37,500 Bbls (+/-5%)
Gasoline 92 UNL	257,500 Bbls (+/-5%)
Gasoline 95 UNL	42,500 Bbls (+/-5%)

### **Important notes for Refined Petroleum Products :**

Please note that Ceylon Petroleum Corporation (CPC) shall consider the **preferred delivery laycan** for refined petroleum products commencing from 30 April 2026 onwards.

- 4) CPC Terms & Conditions: - **As per ANNEX -1**  
(Attached the CPC Terms & Conditions for each product and please comply with CPC Terms & Conditions is sharing herewith the respective products)
- 5) Product Specifications: - **As per ANNEX – 2**  
(Attached the Specifications for each product and please comply CPC is sharing herewith the Standard Specifications for respective products)
- 6) Source of Supply: -  
(i.e. Direct refinery/Terminal/Oil Major/NOCs etc.)
- 7) County of origin for each product: -  
Please ensure that products offered do not originate from sanctions imposed by UN/US/EU.
- 8) The port of shipment for each product type: -
- 9) Delivery Term: -  
CPC requires DAP Colombo Basis - Incoterms 2010
- 10) Price Base
  - **Refined Products**:- Price base offered shall be based on means of Platts Singapore (MOPS) plus premium or minus discount, please mention the respective Platts Code for your price base.
  - **Crude Oil** :- Price base for each type of Crude Oil - **As per ANNEX – 1**
- 11) Payment Method:-
  - Option 1 – Payment in 30 days L/C through BOC LC after the first day of the two day delivery laycan
  - Option 2 – Payment prior to the date of quantity drawn (100% Ex- Storage Modality)

#### **For Jet A-1**

- Option 1 – Payment and invoicing under Jet A-1 Supply Modality.
- Option 2 – Payment in 30 days L/C through Sampath Bank LC after the first day of the two day delivery laycan
- Option 3 – Payment prior to the date of quantity drawn (100% Ex- Storage Modality)

12. Vessel Requirement for Refined Petroleum Products and Crude Oil:- **As per ANNEX – 3**

13. Documentary Proof:-

(Please submit below documents along with the comprehensive direct proposal to complete KYB process)

- Business Registration / Certificate of Incorporation
- Valid Trading License
- Bank Reference Letter (issued within the past 06 months)
- Contact details of directors and shareholders/beneficial owners, with passport copies
- Any valid document confirming the company's registered address
- Audited financial statements for the last three (3) years
- Memorandum & Articles of Association
- Authorized Contact Person details, supported by a Board Resolution/Power of equivalent, authorizing representation of the company

14. Direct Proposal Validity Period:-

Each direct proposal valid for three (03) working days, commencing from the date of receipt of the direct proposal to the Ministry of Energy, Sri Lanka.

15. Dedicated address and e-mail which the direct proposals to be submitted by hand or e-mail.

Ministry of Energy  
No.437,  
Galle Road,  
Colombo 03,  
Sri Lanka.

E-mail: To :- [secretary@energymin.gov.lk](mailto:secretary@energymin.gov.lk)  
Copy To :- [pro.com@ceypetco.gov.lk](mailto:pro.com@ceypetco.gov.lk)

16. Mandatory Security Requirements:-

All direct proposals must be accompanied by the following:-

- Bid Security Guarantee: LKR 100,000.00 (Refundable)
- Performance Security Guarantee: USD 1,000,000 (required from the successful supplier upon the award)
- Both guarantees must be submitted in accordance with the formats and conditions stipulated in the CPC Terms & Conditions.
- Format of Bid Security Guarantee & Performance Security Guarantee:- **ANNEX – 4**

#### 17. Mandatory Requirements:-

All participating suppliers must explicitly agree to the CPC Terms & Conditions. Submission of a direct proposals will be deemed as full acceptance of these terms.

Please submit a comprehensive/corporate direct proposals incorporating all of the above criteria in a company letter head.

#### 18. Important :-

- All suppliers who submit direct proposals are required to explicitly agree to the Terms & Conditions attached hereto.
- Submission of direct proposals shall be deemed as full and unconditional acceptance of these Terms & Conditions.
- All submissions must strictly conform to CPC's specified procurement, quality, and contractual requirements.
- The Ministry of Energy reserves the right to accept or reject any proposal, at Ministry's sole discretion, without assigning any reason.

Issued By  
Ceylon Petroleum Corporation