

PETROPERU S.A.

ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE 05 CARGAMENTOS DE GLP DURANTE FEBERO - JUNIO 2022 PARA CALLAO

FECHA RECEPCIÓN: 05/01/2022		N° CONCURSO: SSVI-0181-2021 / TENDER-083-2021		
HORA INICIO : 10:00:00		HORA TÉRMINO : 11:00:00		
No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
1	ARCADIA PETROLEUM LTD. / ARCADIA ENERGY(SUISSE) S.A			No se presenta
2	ASTRA OIL COMPANY, INC.			No se presenta
3	ATLANTIC TRADING & MARKETING, INC.			No se presenta
4	B.B. ENERGY (GULF) DMCC			No se presenta
5	B.B. ENERGY USA LLC. / Esteban Muñoz			No se presenta
6	BGN INT DMCC			No se presenta

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Paula Uda Velasquez			
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	2 COMPAÑIAS	NO COTIZA:	2 COMPAÑIAS

COMENTARIOS *Se folio documentos del 1 (uno) al 10 (diez)*

Day fe.

Sub Gerente Suministro y Ventas Internacionales

Paula Uda Velasquez

Paula Uda Velasquez

ABOGADA
NOTARIA DE LIMA

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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
7	BP PRODUCTS NORTH AMERICA, INC / BP OIL SUPPLY COMPANY / BP WEST COAST PRODUCT,LLC			No se presenta
8	CAMAC INTERNATIONAL LTD.			No se presenta
9	CARGILL, INCORPORATED / CARGILL INTERNATIONAL SA (CISA) / CARGILL INTERNATIONAL SA / CAI TRADING LLC			No se presenta
10	CASTLETON COMMODITIES INTERNATIONAL LLC / CASTLETON COMMODITIES MERCHANT TRADING L.P / LDH ENERGY SOUTH AMÉRICA S.A			No se presenta
11	CHEVRON PRODUCTS COMPANY (A DIVISION OF CHEVRON U.S.A. INC.)		10:55:00	No Cotiza por Fax <i>Correo</i> ✓
12	CINQUE TERRE FINANCIAL GROUP LTD.			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
		<i>RVC</i>		<i>[Firma]</i>	
<i>NOTARIA</i>		<i>Rebecca Jela Jelasquez</i>		<i>[Firma]</i>	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

<i>[Firma]</i>		<i>[Firma]</i>	
Sub Gerente Suministro y Ventas Internacional		<i>Rebecca Jela Jelasquez</i>	
		NOTARIA DE LIMA	



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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
13	CITIZENS RESOURCES LLC			No se presenta
14	ECOPETROL S.A. / REFINERIA DE CARTAGENA S.A			No se presenta
15	ELEMENTO LTD			No se presenta
16	EMPRESA PÚBLICA DE HIDROCARBUROS DEL ECUADOR, EP PETROECUADOR			No se presenta
17	ENAP / ENAP REFINERÍAS S.A. / SOCIEDAD INTERNACIONAL PETROLERA S.A.-SIPETROL Colombia			No se presenta
18	ENEOS CORPORATION / SERGIO DEL CASTILLO			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
		RVC			
NOTARIA		Paula Vela Velasquez		Paula Vela Velasquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales

Paula Vela Velasquez

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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
19	EXXON MOBIL CORPORATION / EXXON MOBIL REFINING & SUPPLY CORPORATION / EXXON MOBIL SALES AND SUPPLY LLC / EXXON MOBIL ECUADOR CIA. LTDA.			No se presenta
20	FREEPOINT COMMODITIES LLC		10:02:53	No Cotiza ✓
21	GEOGAS TRADING S.A		10:49:00	Cotiza por Fax <i>coned</i>
22	GEORGE E. WARREN CORPORATION		10:54:10	No Cotiza ✓
23	GETTY PETROLEUM			No se presenta
24	GLENCORE LTD / GLENCORE AG		10:59:45	No Cotiza ✓

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
		<i>RVC</i>		<i>[Firma]</i>	
<i>NOTARIA</i>		<i>Rubén Jela Velasquez</i>		<i>[Firma]</i>	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

[Firma]

Sub Gerente Suministro y Ventas Internacional

[Firma]

RUBÉN JELA VELASQUEZ
ABOGADO
NOTARIA DE LIMA



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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
25	HELSINGE INC			No se presenta
26	HENGLI OILCHEM PTE LTD			No se presenta
27	HESS ENERGY TRADING COMPANY LCC-HETCO			No se presenta
28	ITOCHU PETROLEUM CO. PTE. LTD.			No se presenta
29	KOCH REFINING INTERNATIONAL PTE. LTD.			No se presenta
30	KOLMAR GROUP AG			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Paula Vela Velásquez		Paula Vela Velásquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	2 COMPAÑIAS	NO COTIZA :	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales



Notario
PAULA VELA VELÁSQUEZ
ABOGADA
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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
31	LIPIGAS S.A.			No se presenta
32	MACQUARIE BANK LIMITED			No se presenta
33	MACQUARIE COMMODITY TRADING US LLC		10:00:54	No Cotiza ✓
34	MARATHON PETROLEUM CORP / MARATHON PETROLEUM SUPPLY LLC			No se presenta
35	MARUBENI CORPORATION / MIECO INC / PASTERNAK BAUM & CO. INC		10:03:26	No Cotiza ✓
36	MERCURIA PACIFIC. LTD. / MERCURIA ENERGY TRADING S.A.			No se presenta

SUB GERENCIA		SEÑORES		FIRMAS	
					
NOTARIA		Paulbi Vela Velasquez		Paulbi Vela Velasquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

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RUBI VELA DELASQUEZ
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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
37	MITSUBISHI INTERNATIONAL CORPORATION			No se presenta
38	MITSUBISHI SHOJI CHEMICAL CORP.- MSC / Dario Alcalá			No se presenta
39	MITSUMI & CO. ENERGY MARKETING AND SERVICES (USA), INC		10:00:15	No Cotiza ✓
40	MOTIVA ENTERPRISES LLC			No se presenta
41	MOTIVA TRADING LLC / MOTIVA			No se presenta
42	NOBLE GROUP LIMIED / NOBLE AMERICAS CORP.			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Rubén Sela Selaquez		Rubén Sela Selaquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA :	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales

Notario Público
RUBÉN SELA SELAQUEZ
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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
43	NOVUM ENERGY TRADING CORP.			No se presenta
44	OCCIDENTAL ENERGY MARKETING INC.			No se presenta
45	PBF HOLDING COMPANY LLC			No se presenta
46	PDVSA PETRÓLEO S.A.			No se presenta
47	PETRACO OIL COMPANY LLP			No se presenta
48	PETREDEC LIMITED			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		RUBEN VELA VELASQUEZ		RUBEN VELA VELASQUEZ	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	9 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales

NOTARIO PÚBLICO
RUBEN VELA VELASQUEZ
ABOGADA
NOTARIA DE LIMA

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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
49	PETROCHINA INTERNATIONAL (AMERICA), INC. / PETROCHINA AMERICA			No se presenta
50	PETROCHINA INTERNATIONAL CO., LTD			No se presenta
51	PETRO ENERGIA INDUSTRIA E COMERCIO LTDA			No se presenta
52	PETROLEO BRASILEIRO S.A.-PETROBRAS / PETROBRAS GLOBAL TRADING B.V			No se presenta
53	PETROQUIM S.A.			No se presenta
54	PHILLIPS 66			No se presenta

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Rubén Sela Selaque		Rubén Sela Selaque	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS



Escudo Nacional de México. El escudo muestra un libro con la letra 'M' en la portada, rodeado por una guirnalda de laurel. Debajo del libro, una cinta con el lema 'MMXXI' y 'FIDELITY - FIDELITY - FIDELITY'. El escudo está rodeado por un círculo con el texto 'ESTADOS UNIDOS MEXICANOS' y '1821'.

ABOGADA
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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
55	REPSOL TRADING S.A. / REPSOL TRADING PERÚ S.A.C			No se presenta
56	RIO ENERGY INTERNATIONAL INC. / RAUL ABELLO			No se presenta
57	SARAS TRADING S.A. / DANILO DRAGONETTI			No se presenta
58	SHELL TRADING (US) COMPANY			No se presenta
59	SINOCHEN INTERNATIONAL OIL PTE LTD			No se presenta
60	SOCAR TRADING		10:36:26	No Cotiza ✓

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Paula Vela Velazquez		Paula Vela Velazquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales

Paula Vela Velazquez

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HORA INICIO : 10:00:00		HORA TÉRMINO : 11:00:00		
No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
61	STATOIL ASA / STATOIL MARKETING & TRADING (US) INC.			No se presenta
62	SUCDEN GENEVA S.A.			No se presenta
63	SUPPLIES UNLIMITED ENTERPRISES INC.			No se presenta
64	TAUBER OIL COMPANY			No se presenta
65	TAURUS PETROLEUM LIMITED			No se presenta
66	TESORO REFINING & MARKETING COMPANY LLC / TESORO PANMÁ COMPANY S.A / TESORO REFINING & MARKETING COMPANY LLC.			No se presenta

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

SUB GERENCIA		SEÑORES		FIRMAS	
NOTARIA		Paula Tola Velasquez		Paula Tola Velasquez	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

Sub Gerente Suministro y Ventas Internacion



Notario Público
RULBI VELA VELASQUEZ
ABOGADA
NOTARIA DE LIMA

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No.	EMPRESAS INVITADAS	NÚMERO ASIGNADO	HORA DE LLEGADA	OBSERVACIONES
67	TRAFIGURA PTE. LTD. / TRAFIGURA BEHEER B.V. / TRAFIGURA AG		10:55:00	Cotiza por Fax Fax <i>correo</i>
68	TRANS-TEC INTERNATIONAL S.R.L.		10:00:44	No Cotiza
69	UCL ENERGY MIDDLE EAST DMCC			No se presenta
70	VALERO MARKETING & SUPPLY CO.			No se presenta

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

SUB GERENCIA		SEÑORES		FIRMAS	
		<i>[Firma]</i>		<i>[Firma]</i>	
<i>NOTARIA</i>		<i>Paula Tola Velasquez</i>		<i>[Firma]</i>	
COTIZA :	2 COMPAÑIAS	NO SE PRESENTA :	59 COMPAÑIAS	NO COTIZA:	9 COMPAÑIAS

COMENTARIOS

[Firma]
Sub Gerente Suministro y Ventas Internacionales



[Firma]
ABOGADA
NOTARIA DE LIMA

<< Responder a todos ✕ Eliminar No deseado Bloquear ...

Deep for comes

RE: TENDER FIVE CARGOES OF LPG DURING FEBRUARY - JUNE 2022 // GEOGAS OFFER

GR GEOGAS / RV <Vardon@geogas.com>
Mié 05/01/2022 10:49
Para: Tenders Petroperu
CC: GEOGAS / JWL <Lugtmeijer@geogas.com>; GVA INC <gvainc@geogas.com>

👍 ↶ ↷ → ...

PETROPERU TENDER SU...
720 KB

Good evening dear Roger, dear Renzo,

Once again, we are pleased to present our firm offer for subject tender valid until JANUARY 10, 2022, UNTIL 19:00 HOURS (LIMA TIME: UTC-05:00).

We had the chance to serve Messrs. Petroperu's import requirements for some time now, through most of the recent tenders issued and we trust that you had the opportunity during this period to observe our consistency in a timely performance (never outside delivery window). In past supply, our flexibility was also displayed when needs to adjust the quantity or timing of our cargoes aroused, even with less than 10 days' notice sometimes.

We continued in January this timely service to you in Talara and it is our pledge to hopefully continue thereafter into 2022 this healthy relationship that goes beyond the strict contract wording and extend into a true cooperation between our companies.

As you know, Geogas have been a very consistent supplier of Peru in various ports over the past ten years. Given the profile demand we observed; and the frequency of deliveries, we believe that one of the biggest difficulty is the round trip time. Indeed, while the vessel leaves Peru, there will be no other supply so, factoring in bad weather (assume 13knots speed), 2 days waiting at Panama each way (it is frequently more) and 2 days loading in USG (achieved only in case of meeting the loading window, and no congestion, no fog, no hurricane), the vessel would only return in Callao after 26 days. If the windows of Panama Canal (2 times) and loading in USG are not perfectly aligned or in case congestion/delay is faced at any step along the road, this time could further increase.

Meanwhile, we employ an MGC fleet of 10 to 14 vessels on a permanent basis which allows to reschedule and swap vessels so as to compensate for all the uncertainties and delays that occur along the way, and a handysize fleet of 6 ships. We have term supply contracts in all of the USG and USEC export terminals. As such, these broad sources of product should give us the flexibility to be as close as possible to your needs and should your requirements change after the contractual deadlines, we are confident that we could still provide a great flexibility in swapping things around.

More importantly, we have just secured an FOB contract in Chile which bears the significant benefit for the security of your supply of not being exposed neither to Panama canal delays nor to the issues faced in US terminals (fog, congestion, hurricane, freezing events), while being at a sailing distance of only 7 days, and where we are the only party lifting from.

We strongly believe that the offer presented herein to Messrs. Petroperu has a unique edge over security of supply, timely arrival and cost effectiveness.

Best regards,

Romain Vardon & Jan Willem Lugtmeijer

De : tenderspetroperu@petroperu.com.pe <tenderspetroperu@petroperu.com.pe>
Envoyé : mercredi, 29 décembre 2021 16:58
À : GEOGAS / RV <Vardon@geogas.com>
Objet : TENDER FIVE CARGOES OF LPG DURING FEBRUARY - JUNE 2022

SSVI-0181-2021
TENDER-083-2021
DECEMBER 29, 2021

GEOGAS TRADING S.A
Romain Vardon

DEAR SIR / MADAM,





GEOGAS TRADING S.A.
28, bd du Pont d'Arve
1205 Geneva
Switzerland

TELEPHONE: + 41 22 809 19 19
TELEFAX: + 41 22 809 19 99
E-MAIL: 2geneva@geogas.com

TO: PETROPERU S.A.
FROM: GEOGAS TRADING S.A.
RE: TENDER 083-2021 – SUPPLY OF LPG DURING FEBRUARY-JUNE 2022

Geneva, January 05th, 2022

Dear Sir / Madam,

We are pleased to submit our firm offer valid until JANUARY 10, 2022, UNTIL 19:00 HOURS (LIMA TIME: UTC-05:00).

1) Seller:

Geogas Trading SA

2) Buyer:

PetroPeru SA

3) Product:

COMMERCIAL PROPANE AND BUTANE, FULLY REFRIGERATED, NOT ODORIZED, SEGREGATED, OR MIXED AND IN A RATIO BETWEEN 70/30%W AND 60/40%W, RESPECTIVELY, (SELLERS' OPTION).

USA ORIGIN OR CHILE ORIGIN, OR ARGENTINA ORIGIN OR ANY OTHER ORIGIN IN SELLER'S OPTION (EXCLUDING PRODUCT ORIGINATING FROM COUNTRIES UNDER UN SANCTIONS).

4) Cargoes:

EITHER Alternative A: DAP DELIVERY AT OSP/B CALLAO PORT FACILITIES:
DURING FEBRUARY TO JUNE, ONE CARGO PER MONTH OF 10'000 MT MIN AND 11'000 MT MAX EACH.



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FIRST DELIVERY WINDOW:
FEBRUARY 06TH – 10TH 2022

THE FOLLOWING FOUR CARGOES OF 10'000 MT MIN AND 11'000 MT MAX EACH WILL BE NOMINATED AS PER TENDER *CLAUSE 2. QUANTITY NOMINATION PROCEDURE*.

OR Alternative B: DAP DELIVERY AT OSP/B CALLAO PORT FACILITIES:
ONE CARGO OF 10'000 MT MIN AND 11'000 MT MAX DELIVERED DURING WINDOW
FEBRUARY 06TH – 10TH 2022

FOLLOWED BY FOUR CARGOES OF 6'000MT 0/-5% AT SELLER'S OPTION WHICH WILL BE NOMINATED AS PER TENDER *CLAUSE 2. QUANTITY NOMINATION PROCEDURE*.

Discharge temperature between -10°C and + 2.0 °C

5) Penalties:

IN CASES OF UNJUSTIFIED DELAYS IMPUTABLE TO THE SELLER, WHICH CANNOT QUALIFY AS FORCE MAJEURE, PETROPERU S.A. WILL INVOICE THE SELLER FOR THE EQUIVALENT 0.2% OF THE CARGO VALUE IN AMERICAN DOLLARS PER DAY PRO-RATA. THIS AMOUNT WILL NOT EXCEED 6% OF THE CARGO VALUE.

FOR PENALTY TIME CALCULATION PURPOSES, THE HOURS DECLARED AT NOR WILL BE ROUNDED TO THE NEXT EXACT HOUR, I.E., IF THE VESSEL ARRIVES AT 10:42 HRS, IT WILL BE CONSIDERED 11:00 HRS.

ON DAP SALES, THE DAILY PENALTY CALCULATION WILL START AT 00:00 HOURS OF THE NEXT DAY AFTER THE LAST DATE OF THE AGREED AND CONFIRMED DELIVERY WINDOW. THE PENALTY WILL END WITH THE NOR TENDERING AT THE DISCHARGE PORT OR LIGHTERING AREA INDICATED BY PETROPERU.

IF THE SAME VESSEL IS PERFORMING TWO OR MORE CONSECUTIVE DELIVERIES IN CALLAO, THEN IF THE VESSEL IS DELAYED DURING ONE DELIVERY IN CALLAO, PENALTY CLAUSE SHALL NOT APPLY ON THE SUBSEQUENT DELIVERY.

THE ABOVE SHALL ONLY APPLY PROVIDED THAT THE VOYAGE PLANNED FOR THIS VESSEL WOULD HAVE REASONABLY ALLOWED TO BE BACK ON TIME FOR THE NEXT DELIVERY IF THERE HAVE BEEN NO DELAY AT THE PREVIOUS DELIVERY IN CALLAO.

FIRST DELIVERY WILL BE PERFORMED BY IRMGARD SCHULTE AFTER HER CURRENT DISCHARGE IN TALARA. HER ARRIVAL AT CALLAO WITHIN WINDOW [06-10] FEBRUARY IS CONDITIONED TO DISCHARGING WITHIN THE TIME ALLOWED FOR BOTH THE DELIVERIES IN TALARA.

SHOULD DELAY OCCUR IN TALARA, FIRST DELIVERY WINDOW [06-10] FEBRUARY SHOULD BE ADJUSTED BY THE SAME NUMBER OF DAYS.

6) Quality:



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COMMERCIAL PROPANE AND BUTANE, FULLY REFRIGERATED, NOT ODORIZED, SEGREGATED, OR MIXED (FOR DAP TALARA ONLY) AND IN A RATIO BETWEEN 70/30%W AND 60/40%W, RESPECTIVELY, (SELLERS' OPTION).

As per Clause 9. of the tender.

7) Laytime:

175MT/H +6H NOR SHINC

8) Demurrage:

Demurrage rate: USD 25'000.00 PDPR.

As per item 6.5 of Petroperu's general terms and conditions for FOB exports and CFR/DAP/DPU/ FOB imports of crude oil, petroleum products, and biofuels.

Any delay arising out of/or in connection with adverse weather or sea state must count as one-half laytime or at one-half demurrage rate as per charter party for the first 2 days when such weather conditions and/or sea state are faced, thereafter as full laytime or at full demurrage rate.

If such delays arising out of/or in connection with adverse weather or sea state materialize while laytime has already elapsed and the vessel is under demurrage, then time shall nevertheless continue to count in full at demurrage rate.

Demurrage and post-deal expense claims, please contact petroperu's demurrage team with subject line to read: type of claim, e.g., Petroperu demurrage, deviation claim. Vessel name/ B/L date/ loadport and/or disport.

Email

Demurrage1@petroperu.com.pe

Demurrage claims must be replied to latest 60 days after being presented by the seller to the buyer.

Note: claims will not be valid if sent to another email address.

9) Price and Pricing: ✓

PROPANE

THE PRICE OFFERED FOR EACH ALTERNATIVE SHALL BE EXPRESSED IN US DOLLARS (USD) PER MT (USD/MT) FOR THE PRODUCT PURCHASED AND SOLD UNDER THE TERM SET FORTH HEREIN UNDER SHALL BE CALCULATED AND SET USING THE FOLLOWING FORMULA: (C3 + X) USD/MT.

WHERE:

C3: THE SIMPLE AVERAGE OF ALL DAILY VALID MEAN QUOTATIONS DURING THE MONTH OF DELIVERY FOR PROPANE, PUBLISHED BY PLATT'S US MARKETSCAN ("PLATT'S") IN THE SECTION "GAS LIQUIDS" UNDER THE HEADING "NON-LST MONT BELVIEU" (DATA CODE: PMAAY00) MULTIPLIED BY A FACTOR OF 5.21 TO CONVERT FROM C/GAL TO US\$/MT.



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X: PRICE EXPRESSED IN US\$/MT TO BE OFFERED.

BUTANE

THE PRICE OFFERED FOR EACH ALTERNATIVE SHALL BE EXPRESSED IN US DOLLARS (USD) PER MT (USD/MT) FOR THE PRODUCT PURCHASED AND SOLD UNDER THE TERM SET FORTH HEREIN UNDER SHALL BE CALCULATED AND SET USING THE FOLLOWING FORMULA: (C4 + Y) USD/MT.

WHERE:

C4: THE SIMPLE AVERAGE OF ALL DAILY VALID MEAN QUOTATIONS DURING THE MONTH DELIVERY FOR NORMAL BUTANE, PUBLISHED BY PLATT'S US MARKETSCAN IN THE SECTION "GAS LIQUIDS" UNDER THE HEADING "NON-LST MONT BELVIEU" (DATA CODE: PMAAI00) MULTIPLIED BY A FACTOR OF 4.53 TO CONVERT FROM C/GAL TO US\$/MT.

Y: PRICE EXPRESSED IN US\$/MT TO BE OFFERED.

FOR PRICING CALCULATION PURPOSES BUYER HAS THE OPTION, DECLARABLE AT THE TIME OF THE AWARD, TO PRICE BASIS THE MONTH OF NOR AT DISCHARGE PORT OR TO PRICE BASIS THE MONTH OF BL, AS PER BELOW TABLE:

PREMIUM X AND Y AS PER BELOW TABLES:

Cargoes	Delivery	Port	Alternative	GLP	Differential - Payment 30 Days (US\$/MT)
5	10 to 11kt lot size First delivery [06-10] February 2022 Thereafter one delivery per month of 10 to 11kt	Callao	A - Pricing BL Month	Propane X	144.5
				Butane Y	144.5
		Callao	A - Pricing Month of NOR	Propane X	159.5
				Butane Y	159.5
5	First cargo 10 to 11kt lot size First delivery [06-10] February 2022 Thereafter one delivery per month of 6kt 0/-5%	Callao	B - Pricing BL Month	Propane X	197.5
				Butane Y	197.5
		Callao	B - Pricing Month of NOR	Propane X	212.5
				Butane Y	212.5

COST FOR EACH ADDITIONAL 30 DAYS OF PAYMENT AFTER NOR DATE (US\$/MT) UP TO A MAXIMUM OF 60 OR 90 OR 120 OR 150 OR 180 DAYS AS PER BELOW TABLE:

DAYS	US\$/MT
30 to 60	2.00
30 to 90	4.00
30 to 120	5.00
30 to 150	7.00
30 to 180	9.00

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e

COST OF ODORIZING THE PRODUCT (US\$/TM) AND PERFORMANCE A SECOND ENTRY IN CALLAO (1.A, 2.A, 3A AND 4.A).

	US\$/MT
COST OF ODORIZING	\$4/MT
2ND ENTRY CALLAO	\$30'000

10) Payment:

Option "A" Confirmed Documentary LC in a format acceptable to seller with payment in US dollars by telegraphic transfer at **30 days after NOR** at discharge port.
Longer payment terms as per table above.

OR

Option "B" Open credit with payment in US dollars by telegraphic transfer at **30 days after NOR** at discharge.

Option A or option B can be elected by buyer on a cargo-by-cargo basis throughout the contract duration.

11) COVID 19:

SELLERS ARE RESPONSIBLE FOR THE GOOD HEALTH CONDITION OF THE OFFICERS, CREW OF THEIR VESSELS. ALSO, SELLERS ARE RESPONSIBLE FOR TAKING THE MEASURES NEEDED TO PREVENT THE CORONAVIRUS'S PROPAGATION THROUGH THEIR OWN OR CHARTERED VESSELS. SO, ANY DELAY, COSTS, OR EXPENSES DIRECTLY CAUSED OR INCURRED CONCERNING CORONAVIRUS, ONBOARD THE VESSEL SHALL BE FOR THE OWNER'S / SELLERS ACCOUNT, WITH EXCEPTION TO A LOCAL PORT/FACILITIES CLOSURE BY THE PERUVIAN HEALTH AUTHORITY.

12) Marine Terms:

Asbatankvoy Charter Party amended for LPG as applicable where not in contradiction with any other terms of this offer.

In case of contradiction, the terms of this offer will prevail.

13) Commercial Terms:

Incoterms 2010 + subsequent amendments for DAP Sales to apply.

14) General Terms and Conditions and Other terms:

Tender Terms where not in conflict with other terms of this offer and PETROPERU General Terms and Conditions where not in conflict with tender terms and other terms of this offer.

In case of contradiction, the terms of this offer will prevail.



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Thank you for this opportunity to participate in this Tender.

Best regards,

Romain Vardon
+41 79 823 38 00
Email: vardon@geogas.com

Jan Willem Lugtmeijer
+1 829 447 3473
lugtmeijer@geogas.com



Algo por coner 8

 Responder a todos  Eliminar  No deseado Bloquear 

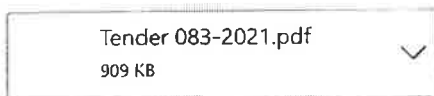
Tender 083-2021 // Trafigura Offers

JY

Juan Martin Yanson <Juan.Yanson@trafigura.com>

Mié 05/01/2022 10:55

Para: Tenders Petroperu



DOCUMENTO VISADO
ACTO PÚBLICO
RULBI VELA VELASQUEZ
ABOGADA - NOTARIA DE LIMA

Good Morning

Please find attached our offer for the LPG term mentoned in the subject

Thanks

Juan Martin Yanson

Trader

Direct: +598 2518 8100 Ext 34122

Mobile: +598 97 350 151

E-mail: juan.yanson@trafigura.com

ICE: jmyanson

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Responder | Reenviar





I ADJUNTO

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DOCUMENTO VISADO
ACTO PUBLICO
RULBI VELA VELASQUEZ
ABOGADA - NOTARIA DE LIMA

To: PetroPeru

Attn: Ramon Pinedo Ramirez

Date: 5 January 2022

Ref: Your tender invitation 083-2021 – Dated December 29th, 2021

Dear Sirs,

We are pleased to present you the following 2 alternatives for the LPG to be delivered into Callao

OPTION 1 = Basis Alternative A of published tender. With validity till Jan 10th

Cargo	Delivery	Qty (tons)	Tolerance	Port	GLP	Offer Basis 30 days payment (usd/mt)
1	Feb 8/ 12, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 168
					Butane	C4 + 168
2	Mar-22	11,000.00	0/-5%	Callao	Propane	C3+ 168
					Butane	C4 + 168
3	Apr-22	11,000.00	0/-5%	Callao	Propane	C3+ 168
					Butane	C4 + 168
4	May-22	11,000.00	0/-5%	Callao	Propane	C3+ 168
					Butane	C4 + 168
5	Jun-22	11,000.00	0/-5%	Callao	Propane	C3+ 168
					Butane	C4 + 168

OPTION 2 = Feb delivery 8/12 , balance months deliveries to be done every 2nd half of each month. Validity of the offer till Jan 10th

Cargo	Delivery	Qty (tons)	Tolerance	Port	GLP	Offer Basis 30 days payment (usd/mt)
1	Feb 8/ 12, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 162
					Butane	C4 + 162
2	15/30 March, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 162
					Butane	C4 + 162
3	15/30 April, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 162
					Butane	C4 + 162
4	15/30 May, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 162
					Butane	C4 + 162
5	15/30 June, 2022	11,000.00	0/-5%	Callao	Propane	C3+ 162
					Butane	C4 + 162

TRAFIGURA PTE. LTD.

REGISTERED OFFICE: 1 MARINA BOULEVARD, #28-00, ONE MARINA BOULEVARD, SINGAPORE (018969)
WWW.TRAFIGURA.COM



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DOCUMENTO VISADO
NOTARIO PUBLICO
RULBI VELA VELASQUEZ
ABOGADA - NOTARIA DE LIMA

	USD/MT
SECOND ENTRY	4

Financing

DAYS	USD/ MT
30 to 60	1.22
30 to 90	2.44
30 to 120	3.66
30 to 150	4.88
30 to 180	6.1

For ALL OPTIONS:

Payment Conditions: If Payment after 30days, Open account to apply. If 31 or more, basis LC.

Other terms and Conditions: As per your above-mentioned tender invitation and Incoterms latest edition.



Best Regards
Juan Martin Yanson



PETROPERU S.A.
 REPORTE DE DISCULPAS

DOCUMENTO VISADO
 ACTO PUBLICO
 RULBI VELA VELASQUEZ
 ABOGADA - NOTARIA DE LIMA

FECHA RECEPCIÓN:	05/01/2022	N° CONCURSO: SSVI- 0181-2021	TENDER- 083-2021
HORA INICIO:	10:00:00	HORA FIN:	11:00:00

Participante	Fecha	Comentario
MITSUI & CO. ENERGY MARKETING AND SERVICES (USA), INC	05/01/2022 10:00:15	SIRS, WE REGRET WE ARE UNABLE TO MAKE AN OFFER DUE TO LACK OF LPG AVAILABLE FOR EXPORT. WE LOOK FORWARD TO BID IN YOUR FUTURE TENDERS. BEST REGARDS,
TRANS-TEC INTERNATIONAL S.R.L.	05/01/2022 10:00:44	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS
MACQUARIE COMMODITY TRADING US LLC	05/01/2022 10:00:54	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS
FREEPOINT COMMODITIES LLC	05/01/2022 10:02:53	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS FREEPOINT COMMODITIES LLC



FECHA RECEPCIÓN:	05/01/2022	N° CONCURSO: SSVI- 0181-2021	TENDER- 083-2021
HORA INICIO:	10:00:00	HORA FIN:	11:00:00

DOCUMENTO VISADO
ACTO PÚBLICO

RULBI VELA VELASQUEZ
ABOGADA - NOTARIA DE LIMA

Participante	Fecha	Comentario
MARUBENI CORPORATION	05/01/2022 10:03:26	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS
SOCAR TRADING	05/01/2022 10:36:26	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS
GEORGE E. WARREN CORPORATION	05/01/2022 10:54:10	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS
GLENCORE LTD	05/01/2022 10:59:45	DEAR SIR/MADAM, WE REGRET THAT AT THIS TIME WE ARE UNABLE TO MAKE A COMPETITIVE OFFER/BID. WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR NEXT TENDER AND WE LOOK FORWARD TO YOUR FUTURE REQUIREMENTS. BEST REGARDS,



FECHA RECEPCIÓN:	05/01/2022	N° CONCURSO: SSVI- 0181-2021	TENDER- 083-2021
HORA INICIO:	10:00:00	HORA FIN:	11:00:00

DOCUMENTO VISADO
ACTO PÚBLICO
RULBI VELA VELASQUEZ
AROGADA - NOTARIA DE LIMA

Participante	Fecha	Comentario
CHEVRON PRODUCTS COMPANY (A DIVISION OF CHEVRON U.S.A. INC.)	05/01/2022 10:55:00	Se disculpa por FAX.

