



# **Business Partnership Proposal**

Nano-Petroleum Nigeria Limited

**Company Name**

**Company Address**

**Company Address**

## **Re: Proposal for acquiring LNG License**

Dear Managing Director:

**Nano-Petroleum Nigeria Limited**, an independent services and energy consulting company with headquarter (Nanodata Intelligence Management) in Sheffield, United Kingdom, specializing in facilitating and coordinating oil and gas transactions between international dealers, is pleased to present this Proposal to **{Your Company Name}** to enable {Company Name} to obtain a certified license to purchase LNG from Nigeria Liquefied Natural Gas Company .

With our company's partners being an oil and gas dealer for the past ten years after developing strong and reliable contacts and relationship with key players within the Nigerian NLGC, {Company Name} will purchase LNG directly from the Nigeria Liquefied Natural Gas Company at the discounted rate set by the Federal Government of Nigeria and we will ensure you have international best practices for your operations. {CompanyName} will have a competitive edge over her competitors and will be able to meet the demand of her clients since {Company Name} will be able to buy at very large quantity on monthly bases. The life span of duration of the license will be for a year and can be renewed depending on {Company Name} performance and meeting of any future requirements that may be required. A licensed company with larger storage capacity tends to benefit more than those who don't and while the contract is an FOB agreement, companies with larger vessels than the NLNG vessel can use their vessel. Above all the question of meeting required local content pre-requisite for dealers will be met by your company by this partnership.

In partnering with {Company Name}, we will ensure that the procedures set below will ease through in no time because we work closely with other partners that are involve in the decision making processes to help NLNG to meet it strategic goals :

### **“NLNG STRATEGIC GOAL**

To fulfil NLNG's mission which is “To market, produce and deliver liquefied natural gas and natural gas liquids to buyers safely, reliably and profitably, growing our company and its people to their full potential, and being a trusted partner with all our stakeholders in the sustainable development of Nigeria's gas industry and of NLNG's host communities”.

### **OUR PRODUCTS**

Product	Cargo Lot	Mode of Delivery	Destination	Mode of Sale
LNG	138,000m3	FOB	Export	Competitive Tender
LPG (Propane/	45,000mt	FOB	Export	Competitive Tender Annual Tender
Condensate	30,000mt	FOB	Export	Competitive Tender Annual Tender
Domestic LPG	500-12,000mt	DES	Nigeria	Monthly Nominations

### **HOW TO BE BUYER OF NLNG PRODUCTS**

Parties interested in buying products from NLNG are encouraged to take the following step. First, send in a formal letter of interest addressed to the Managing Director, Nigeria LNG Limited containing the relevant information from any of categories below:

### **PREQUALIFICATION REQUIREMENTS FOR SPOT (FOB) LNG MASTER AGREEMENT**

#### **1. Organization**

- Valid Certificate of Incorporation
- Adequate proof of experienced key officers in LNG Trade (personnel profile or CVs)
- Evidence of presence in the key (LNG Trade) markets (registered office addresses in Europe, North America, Middle East and Asia)
- Evidence of presence in Nigeria (registered company office address or affiliate in Nigeria)

- Evidence of trading in LNG and/or other products (volumes lifted, date, sources and destinations)

## **2. Shipping Capability**

- Adequate proof of affiliation with ship owners or brokers (agreements/ MOU)
- Shipping Quality Assurance HSE & Ship Management Systems and Policies (documents)

Shipping Operations Contingency Plans & Risk Mitigation (documents)

## **3. Financials**

- Three (3) years Audited Financial Statement

Availability of Financial Support (parent company guarantee or bank guarantee)”

If {Company Name} decides to partner with us, we will invite the managing director of {Company Name} to Nigeria for a face to face meeting. The first phase of our meeting will be to iron-out our partnership agreement details to ensure a smooth working relationship is put in place and our legal team can begin all the incorporation process of ensuring you have evidence of presence in Nigeria as stated in the requirements above. Secondly, there will be another meeting with LNG Director and other interested partners required for a hitch free start-up.

Thank you for giving Nanodata Petroleum the opportunity to work with you on this project. If you have any questions or require any additional information, please contact me at (+234)8144955629, or via email at [edwin.etefia@gmail.com](mailto:edwin.etefia@gmail.com), [edwin.etefia@nanodata-intelligence-management.com](mailto:edwin.etefia@nanodata-intelligence-management.com)

Sincerely,

Edwin Etefia  
Managing Director