



## BRIEFING

### LNG import facility services - Phase One procurement documents

|                                 |                   |                         |                      |
|---------------------------------|-------------------|-------------------------|----------------------|
| <b>Date:</b>                    | 26 September 2025 | <b>Priority:</b>        | High                 |
| <b>Security classification:</b> | Sensitive         | <b>Tracking number:</b> | BRIEFING-REQ-0021520 |

| Action sought   |   |                   |
|---|---|-------------------|
|   | Action sought   | Deadline          |
| Hon Simon Watts<br><b>Minister for Energy</b>           | <b>Provide feedback</b> on the attached procurement documents.<br><br><b>Agree</b> for MBIE to release these documents following the announcement on the procurement process. | 29 September 2025 |
| Hon Shane Jones<br><b>Associate Minister for Energy</b> | <b>Note</b> the contents of this briefing.  | 29 September 2025 |

| Contact for telephone discussion (if required) |                                 |                            |             |
|--|---------------------------------|----------------------------|-------------|
| Name   | Position                        | Telephone                  | 1st contact |
| Justine Cannon                                 | General Manager, Energy Markets | Privacy of natural persons |             |
| John Scott                                     | Policy Director, Energy Markets |                            | ✓           |

| The following departments/agencies have been consulted |
|--|
|  |

Minister's office to complete:

☐ Approved

☐ Declined

☐ Noted

☐ Needs change

☐ Seen

☐ Overtaken by Events

☐ See Minister's Notes

☐ Withdrawn

Comments



# BRIEFING

## Title

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## Purpose

To seek your feedback on two draft documents to be released as part of Phase One of the procurement process for LNG import facility services. The documents are the Project Information Memorandum (**PIM**) and the Registration of Interest (**ROI**).

## Executive summary

On Monday 22 September, the Cabinet Business Committee (**CBC**) agreed to recommend to Cabinet to commence Phase One of the procurement process. Phase One is seeking proposals for LNG import facility services. The facility services include LNG receipt, LNG storage, LNG regasification and gas send-out. It does not include procurement of the LNG molecules.

CBC recommended to Cabinet to delegate authority to the Minister for Energy to release the procurement documentation.

The PIM is an introductory document, providing high-level context on New Zealand and why we are commencing the procurement process. The ROI is a more technical procurement document which sets out the pre-conditions that the respondents must meet to be able to submit a proposal. It also sets out the submission process for Accelerated Delivery Solutions.

We will release these documents on GETS following your announcement of the procurement process.

## Recommended action

The Ministry of Business, Innovation and Employment recommends that the Minister for Energy:

- a **Note** that on Monday 22 September, the Cabinet Business Committee (CBC) agreed to recommend to Cabinet:
- to commence Phase One of a procurement process for a Liquefied Natural Gas import facility to provide reliable dry-year fuel supply
  - for the Ministry of Business, Innovation and Employment (MBIE) to issue a Registration of Interest to test market interest, capability and potential proposals for rapid delivery options
  - to delegate authority to the Minister for Energy to release the procurement documentation for Phase One of the procurement exercise.
- Noted*
- b **Note** that Cabinet will be considering the CBC paper on Monday 29 September.

*Noted*

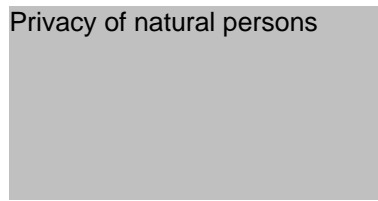
- c **Note** that MBIE has developed two documents for the procurement process: the Project Information Memorandum (**PIM**) and Registration of Interest (**ROI**) to be provided to potential respondents.

*Noted*

- d **Provide any feedback** on the draft PIM and ROI.

*Feedback provided*

Privacy of natural persons



Justine Cannon  
**General Manager**  
Energy Markets, MBIE

.26. / 03. / 2025.....

Hon Simon Watts  
**Minister For Energy**

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Hon Shane Jones  
**Associate Minister for Energy**

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## Background

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1. On 22 September, the Cabinet Business Committee (**CBC**) agreed to commence Phase One of a procurement process for a Liquefied Natural Gas (**LNG**) import facility to provide reliable dry-year fuel supply [CBC-25-MIN-0054 refers].
2. Phase One of the procurement process is seeking proposals for LNG import facility services: this includes LNG receipt, LNG storage, LNG regasification and gas send-out. Any ownership or lease of infrastructure will be by the successful bidder. The Crown does not anticipate owning or operating the LNG import infrastructure.
3. CBC also agreed:
  - a. for the Ministry of Business, Innovation and Employment (MBIE) to issue a Registration of Interest to test market interest, capability and potential proposals for rapid delivery options
  - b. to delegate authority to the Minister for Energy to release the procurement documentation for Phase One of the procurement exercise.
4. We have developed two procurement documents for release following the announcement of the procurement process (these are standard documents in LNG procurement):
  - a. **Project Information Memorandum (PIM)**: a marketing document containing a high-level description of New Zealand, the policy context and the rationale for procuring LNG. This is attached at **Annex One**.
  - b. **Registration of Interest (ROI)**: a procurement document setting out the process and calling for registrations of interest from potential bidders. It also sets out the process for respondents to submit accelerated proposals. This is attached at **Annex Two**.
5. Cabinet is due to consider the CBC paper on Monday 29 September.
6. This briefing provides background information on these documents and seeks your feedback. Typically, officials would release these types of documents under delegated authority. However, it is appropriate for there to be Ministerial visibility of these particular documents due to the significance of the procurement process. Note that these documents are essentially final drafts at this point (they are yet to be fully checked). Important in this regard is that the diagrams are not yet developed to final publication standard; this will be rectified prior to publication.

## We are seeking your feedback on the draft PIM and ROI

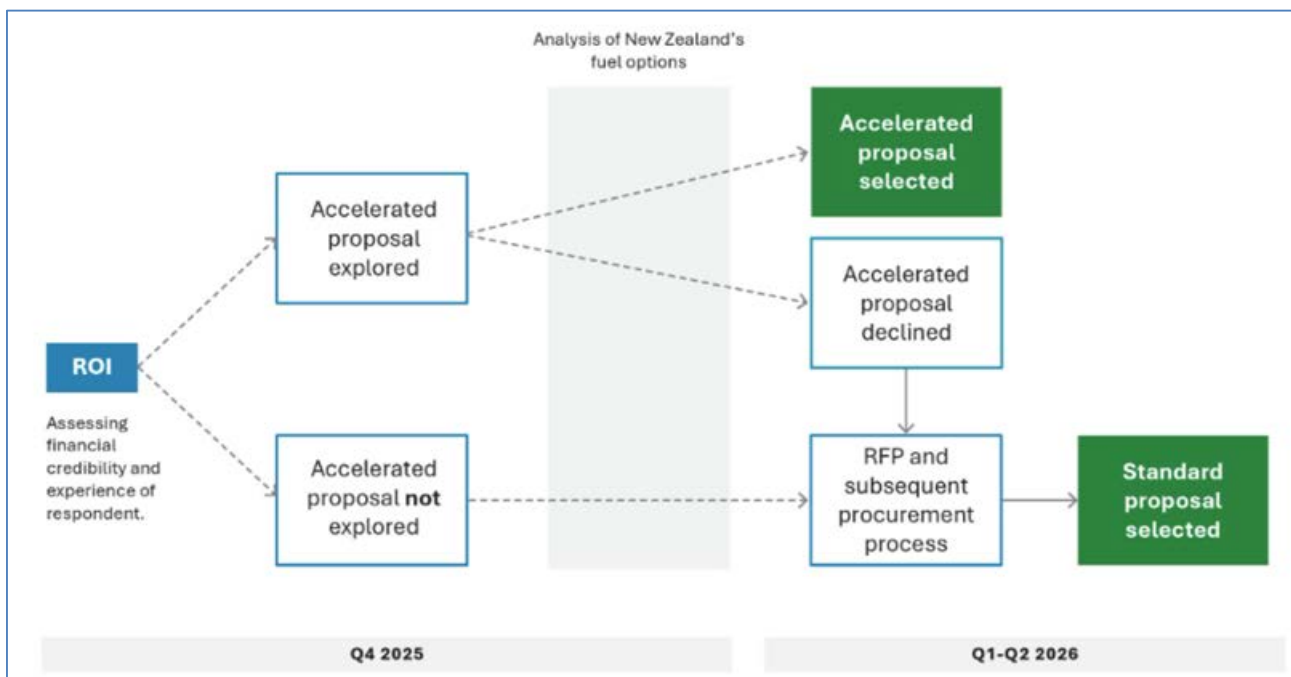
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7. The PIM and the ROI have been developed by MBIE, with support from external contractors (an LNG engineering expert and LNG legal expert). The external contractors have provided direction on industry standards and how we can best position New Zealand to procure the facility services.

### ***Key features of the Project Information Memorandum***

8. The PIM is a standard document which is provided as part of the LNG import facility procurement process. It is an expected part of any LNG procurement process.
9. The purpose of the PIM is to introduce potential bidders to New Zealand, provide background for the procurement process, and to establish the New Zealand Government as a credible contractual partner. The PIM assumes that the reader has little to no knowledge of New Zealand.

10. The PIM provides potential bidders with an overview of:
  - a. New Zealand
  - b. The policy context
  - c. New Zealand's gas and electricity systems
  - d. The LNG import facility services potentially being procured
  - e. Matters within scope of the project
  - f. Potential commercial structure
  - g. Governance of the electricity system and the regulatory framework
11. The PIM does not commit the Government to procuring LNG import facility services. It explicitly sets out that the Government will be conducting analysis to determine the appropriate fuel mix to address New Zealand's dry year problem. It also outlines (at a high level) that we are seeking accelerated proposals which could have an LNG import facility in place for winter 2027.
12. The PIM is deliberately broad in its approach to the commercial arrangements as this is subject to further decisions. It also highlights that LNG molecules would be procured as part of a separate process.
13. The PIM provides indicative timeframes for the process and decision points:



14. The PIM does not seek any actions – its role is simply to provide information. It refers readers to the ROI for more details on the procurement process.

### **Key features of the Registration of Interest**

*The ROI sets out minimum requirements for respondents*

15. The ROI calls for potential bidders to register their interest in the procurement process. It seeks registrations from respondents who can meet the pre-conditions:

- a. demonstrate capability and relevant experience in the development, ownership and operation of LNG import infrastructure
  - b. demonstrate sufficient financial capability to deliver an LNG import facility
  - c. demonstrate the ability to support credible project financing and structural solutions
  - d. demonstrate ability to operate in New Zealand.
16. The ROI encourages respondents to create consortia (if necessary) to meet the minimum requirements of the process.
17. Unless a respondent meets all of the pre-conditions they will not be able to proceed further in the procurement process.

*The ROI also seeks indicative submissions for an Accelerated Delivery Solution*

18. The ROI sets out the process for submitting an indicative Accelerated Delivery Solution (ADS). An ADS submission must:
- a. be able to establish an LNG import facility by 1 June 2027
  - b. be able to receive, store and regasify a minimum of 12 PJ of LNG, and be able to send out this gas into the transmission system over a 3-month period during the New Zealand winter (this is considered a necessary amount to fill our dry year fuel gap)
  - c. demonstrate ability to supply LNG at other times of the year
  - d. demonstrate that the proposed ADS uses commercially proven technology.
19. ADS submissions will be assessed against qualitative criteria.
20. The purpose of allowing ADS submissions is to inform Government's understanding of the credible accelerated pathways. Any submissions received will inform the wider Government analysis on the fuel options to address dry year risk.

## **Communications approach**

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21. We will work with your office and the MBIE Communications team on the timing for releasing the procurement documentation on GETS. We are also developing a plan to market the procurement opportunity to the international LNG audience.

## **Annexes**

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Annex One: Draft Project Information Memorandum

Annex Two: Draft Registration of Interest

**Annex One: Draft Project Information Memorandum**

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**Annex Two: Draft Registration of Interest**

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