



WE FUEL AMAZING

CAIRN INDIA LIMITED

**EXPRESSION OF INTEREST FOR TRANSPORTATION OF CRUDE OIL BY ROAD TANKERS AT
CB/OS-2 ONSHORE FACILITY**

Cairn India Ltd (CIL) is the Operator of CB/OS-2 block located on the west coast of India on behalf of its joint venture partners ONGC Limited, Tata Petrodyne Limited & CIL. CIL invites expression of interest from interested parties for Transportation of Crude Oil by Road Tankers of 20/24/25KL capacity.

The scope of work under this contract is the provision of road tankers on call out basis for transportation of crude oil from Suvali to Hazira Port and/or other locations on a daily basis to ensure maximum daily off-take of ~ 5000 barrels per Transporter without any interruptions in Tankers of 20/24/25 KL capacity.

Only those bidders possessing substantial and proven record in executing similar jobs shall submit their expression of interest along with the following pre-qualifications documents.

1. Letter of interest with detailed company information.
2. Details of Organogram along with managerial, supervisory, and available other staff to manage the contract.
3. Proven track record in of more than 5 years safe transportation of Crude oil/Petroleum products through road tankers.
4. Valid license from the Chief Controller of Explosives (Petroleum Explosive Safety Organization) to transport Petroleum Class A liquid
5. The tankers to be supplied shall not be more than 5 years old
6. Details of head office and local branch offices
7. HSE policies and procedure and driver selection and vehicle maintenance system
8. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
 - a. Net Worth – Positive net worth of at least INR 0.63 Cr.in each of the immediately preceding two financial years
 - b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be approx. INR 6.3 Cr.
 - c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

Also, note -

- i. Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, if available, can also be submitted. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- ii. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- iii. Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- iv. In case of unaudited statements (if there are no audit requirements for auditing of financials as per the local law), the financials shall be accompanied by a certificate from a Certified Accountant. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the "**Evince Interest**" link against the corresponding EOI listing on the Cairn India website and submit their contact details online. Further to this, interested suppliers would be invited to submit their response via *Smart Source* (Cairn's e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via *Smart Source*

The interested suppliers should evince interest to participate in EOI within 14 days of publication of Expression of Interest.