



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia – ACN 002 066 784)

Reference No. - CEIL/C&P/EOI/MDPP/P&C-BT/09

GLOBAL EXPRESSION OF INTEREST (EOI) FOR CONSTRUCTION CONTRACT OF BHOGAT TERMINAL (JAMNAGAR, GUJARAT) FOR MANGALA DEVELOPMENT PIPELINE PROJECT

Cairn Energy India Pty Ltd. ("CEIL") is the operator of block RJ-ON-90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and Oil and Natural Gas Corporation (ONGC). The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. CEIL and its JV partners have approval from Government of India (GoI) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to a coastal terminal facility in Gujarat.

The pipeline project involves an Oil Evacuation Pipeline and Gas Pipeline of approximately 670 km, pumping / terminals and related facilities for the transportation of 1,50,000 to 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District. The pipeline laying work in Barmer – Salaya section is in advance stage of completion.

CEIL is in the process of awarding a contract for the Detailed Engineering for Bhogat Terminal. Subsequently CEIL intends to award a contract for Construction of Bhogat Terminal through an International Competitive Bidding process. The Construction Contractor's scope shall include:

- Supply, Construction & Installation of
 - Piping, civil, electrical mechanical and instrumentation bulks
 - Fiscal Metering & Other Package Items
 - Installation of tanker loading pump (3X50% each 300,000 barrels per day capacity for Bhogat Terminal only).
 - Buildings – Control Room, Administration building, canteen, laboratory, workshop, warehouse, fire house, security rooms, watch towers, sub-stations, local equipment room etc for Bhogat Terminal.
 - Detail fabrication drawings and residual engineering
- Pre-commissioning
- Commissioning assistance

CEIL seeks Expression of Interest (EOI) from reputed Contractors for the above mentioned works. Only those companies possessing substantial and proven record of performance in executing similar jobs of this magnitude should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

1. HSE systems:
 - a. HSE Statics for all projects executed in last 5 years
 - b. HSE Manual/Policy
 - c. Project specific HSE Plan for similar project
2. Letter of interest with detailed company information as follows:
 - a. State the name of the parent Company.
 - b. State the Name/Address/Phone/E-mail of the company that would execute the Contract.
 - c. If a Joint venture to be proposed, state the name/address/phone/email of all joint venture partners.
 - d. Organization structure
 - e. Size of Departments
 - f. Procurement system & procedure
 - g. Material control system.

3. Company's financial performance documents (including JV Partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 3 years & following details separately:
 - a. Company Turnover based on last 3 audited/Financial statement
 - b. Company's Net Worth based on last 3 audited/Financial statement
 - c. Return on Equity based on last 3 audited/Financial statement
 - d. Working Capital based on last 3 audited/Financial statement
 - e. State the banker's name, address and Solvency certificate from the bank indicating the credibility limit in financial terms.

4. Experience:
 - a. Lists of similar projects successfully executed with detail facility in the last five years in India or abroad with completion Certificate and those of currently under execution in Oil & Gas sector with large construction & procurement of onshore terminal.
 - b. Detail of procurement and construction of terminals executed wholly by the Company or joint venture with scope split.
 - c. Detail of orders (minimum 3) executed for more than INR 75 crores recently.
 - d. Detail of current commitments.
 - e. List of previous project with specific experience in Terminal Building, Equipment Installation & Heated, Insulated Piping etc.
 - f. List of Large Onshore Terminal Material Procurement Experience

5. Manpower & Equipment Details:
 - a. Discipline and geographical location wise company's permanent manpower strengths for providing the similar type of services.
 - b. Detail of equipment owned by Company.

6. Quality Systems:
 - a. Copy of current ISO Certificate provided
 - b. Certification of the Companies QA system by an accredited certification body
 - c. QMS of the Company.

The envelope should be subscribed with "**Reference No. CEIL/C&P/EOI/MDPP/P&C-BT/09**". All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail as attached PDF file and via courier to:

General Manager – Contracts & Procurement

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