



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) FOR SUPPLY OF NITROGEN GENERATOR PACKAGE AT RADHANPUR AND VIRAMGAM TERMINALS, GUJARAT, INDIA BLOCK RJ-ON-90/1

Cairn India Ltd. ("CIL") is the main operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. CIL 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 coastal terminal facility in Gujarat. CIL Operations involves transportation of processed Crude oil from Mangala Process terminal (MPT) in Barmer, Rajasthan to its various customers in State of Gujarat through approximately 600 km long 24" heated, insulated and underground pipeline. Heated Crude oil tanks are installed at its crude oil terminals installed at Radhanpur and Viramgam terminals.

CIL on behalf of itself and its joint venture partners invites Expression of Interest under International Competitive Bidding ("ICB") process from reputed Suppliers (Indian and International) with demonstrated HSE/Quality performance and proven track record with capabilities in Engineering, Procurement, Fabrication, Inspection & Testing, Supply and commissioning of Nitrogen Generation packages which can supply 98 percent pure nitrogen for crude oil tank blanketing.

Radhanpur Terminal (RDT) located ~2 km from Radhanpur Town in the Gujarat state, designed on Indian seismic Code IS 1893 is classified as seismic zone IV primarily consists of two buffer storage tanks which provide a buffer between Mangala and IOCL crude pipelines.

Viramgam Terminal (VGT), located ~48 kms from Ahmedabad in the state of Gujarat, has been designed to handle Mangala crude with three buffer storage tanks to export crude to IOCL's Gujarat refinery.

CIL intends for providing Nitrogen Blanketing on Crude Storage Tanks at Radhanpur and Viramgam Terminal.

The scope of work for this EOI will basically include design, engineering, fabrication, manufacture, material procurement, inspection, testing, painting, packing and forwarding, transportation up to site, supply, storage, supervision of installation and commissioning including system integration and providing mechanical and performance guarantee for Nitrogen generation packages along with buffer storage vessels as per the following:

- Nitrogen Generation Package of 361 Nm³/hr at Radhanpur Terminal
- Nitrogen Generation Package of 1146 Nm³/hr at Viramgam Terminal



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In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

- Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- Positive net worth in each of the immediately preceding two financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60.
- Minimum 3 years' experience in provisioning nitrogen generation package (PSA / Membrane) services to oil and gas industries

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organization structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations), Parent company, support agencies and other facilities and resources along with Procurement system & procedure and Material control system.
3. Details of completion of similar type of contracts in the last five years and similar contracts/agreements currently under execution under headings:
 - a) Brief scope of work
 - b) Value of work in INR/USD
 - c) Contractual Duration
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CIL may approach the client directly for the feedback)
 - g) HSE statistics, LTI graph etc.
 - g) Average lead time of nitrogen generation package.
4. Details of nitrogen generation packages along with buffer vessels supplied by the company relevant to advertised EOI and their availability
5. Experience in providing similar supplies to major oil and gas industries. Evidence supporting successful completion of similar major projects must be submitted.
6. Details of capability to supply and installation of packages on schedule/delivery duration to be indicated.
7. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
8. Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
9. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. Following additional points will be considered for evaluation of financial performance:
 - a) 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



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- submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- b) 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.
 - c) 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.
 - d) 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.
 - e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested bidders 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 i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders 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 above documents and details for prequalification via **Smart Source** within Fourteen (14) days of publication of Expression of Interest.