



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

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

NOTICE INVITING GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF ENHANCE OIL RECOVERY (EOR) PILOT PLANT CHEMICALS & CHEMICAL SUPPLY CHAIN MANAGEMENT SERVICES

Cairn Energy India Pty Ltd. ("CEIL") is the Operator, on behalf of the Joint Venture partners Cairn Energy Hydrocarbons Limited and ONGC in Contract Area RJ-ON-90/1 in the State of Rajasthan, India. Production activities from this area have commenced with the Mangala Field development.

Mangala field development envisages development of its multi-layered reservoir through secondary recovery using hot water injection. On a prudent note, Cairn is looking at implementing enhanced oil recovery measures very early in the field life. Early application of EOR would be designed to extend the crude oil production plateau periods, reduce water production, mitigate future decline rates and potentially accelerate crude oil production.

CEIL seeks an Global Expression of Interest under International Competitive Bidding Process ("ICB") from suitably experienced Contractors (Indian and International both) who wish to receive bids to provide the supply of EOR Pilot Plant Chemicals and Chemical Supply Chain Management Services for EOR chemicals as stated below in support of activities during the Production and Development phase in RJ-ON-90/1 Contract Area.

I. Supply of Chemicals :

Category –A : Polymer & other associated Chemicals

- # Polymer (Partially Hydrolyzed Polyacrylamide Powder (MW18-20 m Daltons; Active Matter > 89%) along with following chemicals-
- # Compatible Biocide.
- # Compatible Oxygen Scavenger.
- # Compatible Corrosion Inhibitor.
- # EOR –Lab Chemicals.

II. Chemical Supply Chain Management:

The scope of work shall include complete responsibility for the entire Supply Chain Management (SCM) of all chemicals and laboratory for the EOR pilot plant.

The responsibility of the SCM Provider shall include:

1. Supply planning and forecasting inline with requirements.
2. Sourcing (Direct from their own manufacturing plant or other manufacturer).
3. Procurement & transportation to CIL's EOR Pilot plant.
4. Logistics and Handling (manufacturing plant to the EOR pilot Plant).
5. Storage and Inventory Risk- Aim to have minimum required inventory.
6. Quality Control & Maintenance.
7. Returns and Handling including wastes.
8. Min / Max estimations and Surplus Disposal.
9. Assistance in setting up EOR lab at EOR pilot plant.
10. Assistance in purchasing quality lab chemicals.

CEIL seeks Expression of Interest (EOI) from reputed Contractors with proven quality and delivery capability are requested to respond to this EOI to meet business objectives of the EOR Pilot Project. Tendering will be done separately for Category A, B and C chemicals. The Companies are requested, as a minimum, to submit the following documents and details which will serve as techno-commercial pre-bid qualification criteria:

1. HSE Systems:
 - a. For all projects executed in last 5 years.
 - b. HSE Manual/Policy/Procedures.
 - c. Project specific HSE Plan for similar project.
 - d. HSE Performance covering the last 4 years.
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/e-mail of all Joint Venture partners.
 - d. Organization structure.
 - e. Size of Departments.
 - f. Procurement system & Procedure.
 - g. Material Control System.
 - h. Supply Chain Management System & Procedures.
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 currency under execution.
 - b. Detail of orders (minimum 3) executed for more than USD 2 Million recently.
 - c. Details of current commitments.
5. 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.
 - d. Quality Certifications.

CEIL requests interested bidders to submit their Expression of Interest along with pre-qualification documents to the below address within fourteen (14) days of publication of this EOI by e-mail as attached PDF file and via courier to:

Director – P&SCM
Cairn Energy India Pty Ltd
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