

**GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROCUREMENT OF
FLUSHING OIL/ LIGHT CRUDE OIL FOR MANGLA DEVELOPMENT PIPELINE
OPERATIONS**

Cairn India Limited now merged with Vedanta Limited is the operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. A pipeline is laid to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat and to sell crude oil to coastal customers through Single Point Mooring (SPM) system installed in Arabian Sea near Bhogat, Gujarat in India.

The SPM facility at Bhogat is located approximately 60 km north of Porbander in Tehsil Kalyanpur, District Dwarka Gujarat and comes under the jurisdiction of Okha port Officer, Gujarat maritime Board. The onshore and offshore area adjacent to the SPM facility has been declared as Bhogat port under Indian port act 1908 by Government of Gujarat.

The crude oil flowing through the pipeline is waxy crude with wax appearance temperature (WAT) of ~ 65 deg C. As such crude oil temperature is maintained above 65 deg C by continuously heating the Pipeline with SEHMS (Skin Effect Heat Management System) technology. The crude pipeline from onshore terminal at Bhogat to SPM and subsea/ floating hoses needs to be flushed with suitable flushing oil after every export operation, in order to prevent congealing of crude in the system.

Operator on behalf of its joint venture partner's invites Expression of Interest under International Competitive Bidding ("ICB") process from reputed Suppliers (Indian and International) for supply of approx. 100,000 BBLS of light crude oil (LCO) for Bhogat. The product on offer shall possess following properties as a minimum:

Properties	Range
Liquid density at 15°C {Kg/m3}	820-880
Viscosity at 30°C (cp)	2 - 12
Pour Point °C	< 10
H2S (PPM)	<50 ppmw
Sulphur (%wt.)	<1%

Operator seeks unpriced techno-commercial bids and priced commercial bids from reputed Suppliers (Indian and International) for supply of approx. 100,000 BBLs of light crude oil (LCO) for its operational use at Bhogat SPM.

Interested parties meeting following criteria should respond to this EoI:

- Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to estimated Average Contract Value.
- Positive Net Worth in each of the immediately preceding two (2) financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6.
- Minimum three (03) years' experience in supply of Petroleum Products.

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.
3. List/Details of similar types of supply contracts executed in last 3 years, along with details of past experience to supply petroleum products in Indian Ports.
4. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 12 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 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 contractors should evince interest to participate in an 'Open Tender' by clicking on the "Evince Interest" link for the corresponding EOI listing on the website <http://www.cairnindia.com> and submit their contact details online within 14 days of this publication. Further to this, interested contractors would be invited to submit their techno-commercial bids (Priced and Unpriced) for evaluation and qualification via Smart Source RFP (Cairn's eSourcing Platform).