



## **CAIRN ENERGY INDIA PTY LIMITED**

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

### **GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR SUPPLY**

**OF**

### **ALKALI FOR ENHANCE OIL RECOVERY (EOR)**

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, Bhagyam and Aishwariya Fields.

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 (EOR) measures very early in the field life. To this end, extensive screening studies, laboratory studies and numerical evaluations have been carried out, which have established that chemical methods of EOR are suitable for Mangala and other fields.

Chemical EOR methods using polymer and alkali-surfactant-polymer have a significant potential for increasing recovery. Ahead of the full scale implementation of chemical EOR, CEIL intends to set up a pilot facility for field application of the EOR (Polymer /ASP) technique, as part of the Mangala field development. EOR Pilot Project is aimed at studying the phased and early application of these aqueous-based chemical flooding EOR techniques at Mangala. Successful EOR Pilot implementation will be followed by full-field implementation of EOR.

CEIL intends to award a contract for the supply of Alkali (soda-Ash). To this effect, CEIL seeks Expressions of Interest (EOI) for short term (2-3 years) supply of Alkali.

The main criteria for pre-qualification shall be as follows:

- Proven experience in manufacturing and supplying these chemicals to other chemical flood EOR projects
- Quality and safety management systems.
- Reference of previous similar contracts
- Delivery timelines

- Regional/Service capability
- Sound financials

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
  - 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/e-mail of all Joint Venture partners
  - d. Organisation 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
  - b. 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

The envelope should be subscribed with “CEIL/C&P/EOI/EOR PILOT PLANT CHEMICALS - ALKALI”. 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:

Director – P&SCM

Cairn Energy India Pty Ltd

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