



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 PROVISION OF UPSTREAM OIL FIELD CHEMICALS.

Cairn Energy India Pty Ltd (CEIL) is the Operator of the Ravva offshore block located on the east coast of India. CEIL is planning to engage a suitable contractor for provision of Upstream Oil Field Chemicals in the Ravva Block.

CEIL intends to award a contract for the supply of Upstream Chemicals and associated services through an International Competitive Bidding Process. To this effect CEIL seeks Expressions of Interest (EOI) for 2-3 years supply of chemicals and associated services as stated below-

I. Supply of Chemicals :

To Maintain the required specification of produced oil and gas, injection water and disposed water, with effective use of proven oilfield production chemicals and quality monitoring in order to meet sales, injection and disposal specifications.

Monitor and correct the corrosion process of production facilities due to corrosive material and environment, manage effectively by the appropriate application of chemicals and monitoring programme in order to achieve uninterrupted operation and extend the life cycle of the facilities.

List of Chemicals:

- 1) Pour Point Depressant (PPD)
- 2) Oil Corrosion Inhibitor
- 3) Gas Corrosion Inhibitor
- 4) Water Corrosion Inhibitor
- 5) Water Scale Inhibitor
- 6) Biocide (THPS)
- 7) Biocide (Gluteraldehyde)
- 8) Scale Inhibitor
- 9) Oxygen Scavenger
- 10) Demulsifier
- 11) H2S Scavenger

II. Associated Services

A. Implementation support

B. Assistance in solving production related issues

C. Assistance in lab set-up & training of staff in lab procedures

As the quality and precise supply of these chemicals is very critical to the success of this project; 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.

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. Company credentials & 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
 - i. Technical Services Support Strength
3. Experience
 - a. Lists of similar projects successfully executed
 - b. Details of current commitments
4. R & D facilities details and availability of lab facilities
5. 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 statements. Bidder total turnover shall be at least US \$ 3.0 MM for any of the last three financial year. (i.e. 2010-11, 2009-10, 2008-09).
 - b. Bidder must have executed a single contract value of US \$ 1.5 million during any of the last Three years for similar chemical supply.
 - c. Company's Net Worth 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
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
 - d. Bidder shall have availability of latest testing and research facilities with experienced technical specialists.

The envelope should be subscribed with "Reference No. CEIL/PSCM/EOI/Upstream Chemicals/Ravva/ EOI#1000021908 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:

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