



WE FUEL AMAZING

CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EOI) FOR ANNUAL RATE CONTRACT FOR FABRICATION AND ERECTION OF PIPING & STRUCTURES AND OTHER MECHANICAL MAINTENANCE ACTIVITIES

Cairn India Ltd. ("CIL") is the operator of RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and the Oil and Natural Gas Corporation (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. The 'Expression of Interest' is sought for developments in Rajasthan Block, where Cairn India Ltd ("CIL") is the Operator.

CIL on behalf of its joint venture partner's invites Expression of Interest under National Competitive Bidding ("NCB") process from reputed Contractors with demonstrated HSE performance and proven track record for Fabrication and Erection of Piping & Structures and other Mechanical Maintenance activities.

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 a coastal terminal & Single Point Mooring (SPM) loading facility in Arabian Sea near Bhogat, Gujarat in India.

CIL have set up and commissioned a 600 km long pipeline, pumping stations, terminals and related facilities for the transportation of 1,50,000 to 2,00,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat in Jamnagar District.

The scope of work/ services for this EOI is limited to Terminals at Viramgam, Radhanpur & 36 AGI stations spread over Rajasthan & Gujarat along the Pipe line. The scope of services would broadly consist of the following:

- Services of Fabrication and Erection of piping & structures at terminals & 36 AGI Locations(within Gujarat & Rajasthan)
- All associated jobs like NDT inspection, scaffolding erection & painting etc

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

1. Annual Average Turnover of \geq INR 3.68 Crore in immediately preceding 2 financial years.
2. Positive net worth of at least INR 0.368 Crore in each of the immediately preceding 2 financial years.
3. Minimum 5 years' experience in providing services of Fabrication and Erection work in Oil & Gas Industries.



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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
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) HSE statistics, LTI graph etc.
4. Details of machineries and equipment owned by the company relevant to execution of advertised EOI and their availability.
5. Experience of working in similar terrain. Evidence supporting successful completion of Major fabrication/erection jobs with Oil & Gas companies.
6. Details of capability to mobilize and commence work to meet CIL's schedule. The Contractor's experience in mobilizing on schedule should be clearly stated.
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 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.



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- 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.