



CAIRN INDIA LIMITED

(Incorporated in Mumbai, India – L11101MH2006PLC163934)

Global Expression of Interest under International Competitive Bidding (ICB) For Engineering Services for Rajasthan Block (RJ-ON-90/1)

Cairn India Ltd (“CIL”) is the Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The RJ-ON-90/1 Block contains oil discoveries namely Mangala, Bhagyam, & Aishwarya, other Satellite fields and gas discoveries namely Rageshwari. In addition to these fields, various other discoveries would be developed over a period of time.

CIL on behalf of itself and its joint venture partners invites Expression of Interest under International Competitive Bidding (“ICB”) process from reputed Engineering Consultants (Indian and International) with demonstrated capability in engineering design and consultancy for upcoming Oil & Gas projects and ongoing operations in Rajasthan block.

The scope of work shall primarily include FEED / Basic engineering and Detailed engineering. It would involve activities such as adequacy / optimization studies, techno commercial and feasibility studies, FEED and basic engineering studies, cost estimation, assessment of new / alternative technologies, design of packages, process simulations and any other engineering related works for both Oil and Gas fields of Rajasthan Block, both in brown-field and green-field environment as applicable.

The engineering services are required for various upcoming Oil & Gas development activities including upgrade of existing facilities and development of new facilities viz. Oil / Gas Processing Terminal, Well-Pads, Water Treatment, Power Systems, Export Pipeline, Gas pipeline, Infield Pipeline Works, Enhanced Oil Recovery related activities etc., all of which are geographically widespread across Rajasthan and Gujarat. CIL shall enter into Master Services Agreement with multiple Engineering firms/consultants for a period of two years with an extension option for further one year. The awards of contracts would be made on project by project basis.

Only those entities who meet the “Specific Pre-Qualification Criteria” as mentioned below are requested to respond to this EOI. The selected consultants would not be permitted to sub-contract the awarded jobs / sections of the job without CIL’s explicit approval.

Specific Pre-Qualification Criteria (Go/No Go Criteria):

1. The respondent should have carried out at least one (1) FEED/ Detailed Engineering services for Oil & Gas project with billing of at least 75,000 Man-hours in the last five years or at least two (2) FEED/ Detailed Engineering services for Oil & Gas project with billing of at least 50,000 Man-hours in the last five years

Fully owned Indian subsidiaries/Indian subsidiaries of Foreign Companies can also express their Interest based on the credentials of their Parent Company subject to submission of Parent Company Guarantee along with the EOI submission.

2. Net Worth – Positive net-worth in each of the immediately preceding two financial years
3. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60

Documents to be furnished as a response to EOI for Pre-Qualification

Interested consultants seeking pre-qualification for aforementioned works are requested to submit the following documents and details as a minimum, for evaluation by CIL:

- 3.1 Letter of interest clearly indicating the Project reference
- 3.2 Detailed company information including office details, Number of current personnel on discipline basis as well as the CV's of the key nominated personnel for all disciplines who would be assigned to this work. Also details of organizational chart / structure, support agencies and other facilities and resources.
- 3.3 The details of high value contracts for similar work done with Oil & Gas Companies in last 5 years. The past experience shall be tabulated with following information as a minimum:-
 - a) Name of the Project
 - b) Brief Scope of Work
 - c) Name of the Client
 - d) Contact details of the Client (CIL may approach the client directly for the feedback)
 - e) Month/Year of Award
 - f) Month/Year of Completion
 - g) Phase of the Project (FEED/DE)
 - h) Total Man-hours spent / project
 - i) Contract Value in INR
 - j) Project Value in INR
 - k) Copies of Letter of Award & Completion Certificates
 - l) Safety Certification
 - h) HSE statistics, LTI graph etc.

Only the completed projects, on or before EoI submission date shall be considered for evaluation

- 3.4 Details of software available, management of change systems, project controls systems and procedures, quality systems etc.
- 3.5 Typical Project Planning and Execution methodology. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
- 3.6 Reference list of relevant facilities experience for onshore oil and gas projects including processing facilities, pipelines, terminals, gathering systems / field production, brown field/ green field.
- 3.7 List of all jobs under execution with the value of the Job and percentage completion (With particular emphasis on project of similar nature carried out in Oil and Gas Sector).
- 3.8 HSE policy and implementation procedures in line with internationally accepted practices with statistics for last five years. All relevant HSE and QA/ QC certification, qualifications and performance records
- 3.9 Quality assurance & Quality control practices currently in place for the execution of similar work /services.
- 3.10 Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (EoI). The Consultants not meeting the financial criteria mentioned below in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process
 - a. Turnover –Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value

Also, note -

- i. Normally standalone financials of the bidding entity will be considered. However, if available, consolidated financials at the group level can be considered.
- ii. Parent company or Affiliate's financials can be considered, subject to submission of Parent/ Affiliate company guarantee as per CIL's format.
- iii. 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

- iv. If Consultant is submitting unaudited statements as there is no audit requirements in the country of residence, then the financials should 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.

The interested Consultants 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 Consultants would be invited to submit their response via Smart Source (Cairn’s e Sourcing Platform). The consultants would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fourteen (14) days of this publication seeking of Expression of Interest.