



CAIRN INDIA LIMITED

## EXPRESSION OF INTEREST (EOI) FOR PROVISION OF ROAD TANKERS ON CALL-OUT FOR CRUDE OIL TRANSPORTATION FOR THREE (03) YEARS

Cairn India Ltd. ("CIL") is the Operator of the Offshore CB/OS-2 block, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC) and Tata Petrodyne Limited, located off the west coast of the state of Gujarat, India.

CIL on behalf of itself and its Joint Venture partners invites Expression of Interest under National Competitive Bidding ("NCB") process from interested parties for Transportation of Crude Oil by Road Tankers of 20/24/25/29 KL capacity.

The scope of work under this contract is the provision of road tankers on call out basis for transportation of crude oil from Suvali to Hazira Port and/or other locations on a daily basis without any interruptions in Tankers of 20/24/25/29 KL capacity.

The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via *Smart Source*

1. Letter of interest with detailed company information.
2. Details of Organogram along with managerial, supervisory, and available other staff to manage the contract.
3. Proven track record in last 5 years of transportation of Crude oil/Petroleum products/Hazardous Chemicals through road tankers.
4. Valid license from the Chief Controller of Explosives (Petroleum Explosive Safety Organization) to transport Petroleum Class A liquid
5. The age of the Tankers shall not exceed 10 years at the end of the Contract. Bidders to submit the details of the Tankers.
6. Details of head office and local branch offices
7. HSE policies and procedure and driver selection and vehicle maintenance system

Company's financial performance documents (Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –

### Financial GO/NO-GO Criteria

- a. Turnover - Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value.
- b. Net Worth - Positive net worth in each of the immediately preceding two (02) financial years.
- c. Liquidity Ratio - Liquidity ratio in each of the preceding two (02) financial years should not be less than 0.60.



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Also, note -

- i. 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.
- ii. 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.
- 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.
- iv. 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.

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 the Expression of Interest by clicking on the "**Evince Interest**" link for the corresponding EOI listing on the Cairn India Limited website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors 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 this EOI.

**Website Media**