



CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EoI) FOR “INTEGRATED EXPLORATION, APPRAISAL AND DEVELOPMENT SERVICES IN KG-OSN-2009/3”

Cairn India Ltd. (“CIL”) is India’s largest private upstream O&G company with operating interest in several producing fields in India contributing ~27% of India’s domestic production. The company holds 100% participating interest in shallow water offshore block KG-OSN-2009/3. The block is currently in the initial exploration stage. The offshore ‘KG-OSN-2009/3’ block is located within Krishna sub-basin of the prolific Krishna-Godavari Basin in East Coast of India, with adjacent proven oil discoveries. The block has a resource potential of over 1 billion barrels of oil in-place.

Brief History

The offshore ‘KG-OSN-2009/3’ block (~1288 sq. km area) is located within the Krishna sub-basin of the prolific Krishna-Godavari Basin in East Coast of India, with adjacent proven oil discoveries. 3-D and 2-D seismic campaign has been conducted in the block and detailed seismic interpretation and prospect evaluation has also been matured. Robust structural and stratigraphic traps having a resource potential of greater than 1 billion barrels in-place have been identified based on 2-D seismic data and broadband processed 3-D seismic data. No wells are drilled in the block area.

Brief Scope of Work and Bids

CIL has aggressive exploration and development plans to commence hydrocarbon resource establishment and exploitation activities from the KG-Offshore license area in a fast track timeline. To achieve these objectives, CIL invites global Oil & Gas Service companies and/or consortiums preferably with end-to-end capabilities in the domains of E&A activities leading up to commercial reserves establishment and followed by offshore field development(including evacuation) for meeting the requisite production targets, to express their interest for pre-qualification to participate in the International Competitive Bidding Process.

The activities under E&A and subsequent development stages would include technical evaluations, geophysical/geotechnical surveys, data processing and interpretation, integrated well construction (including drilling, formation evaluation, fracking, well testing, well completion) and offshore / surface and evacuation facilities development. Interested parties/consortiums would preferably need to demonstrate strong and integrated capabilities across the upstream value chain as well as past experience of executing similar projects successfully. The commercial terms would be based on benchmarks or project goals/targets.

Vendor/Consortiums that are in a position to deliver end to end proposition would be preferred. In case vendors/consortiums interested in delivering integrated value chain areas during E&A and/or development stage (Integrated well construction, Offshore Facilities development etc) should mention the same.

“SPECIFIC PRE-QUALIFICATION CRITERIA

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services Company itself (in case the bidder applies as an individual company). **APPLICANT** will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn India.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in each **preceding 3 financial years** should be **USD 1 Billion** with positive net worth in each of those financial years.

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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
 - In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
 - 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
 - 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
2. **End-to-end E&P delivery capabilities:** The **APPLICANT** must demonstrate following end-to-end E&P delivery capabilities (directly or as a part of the **CONSORTIUM**) or a significant part of the E&P delivery set:
 - I. **Geosciences & sub-surface:** Seismic evaluation, G&G capabilities, resource and reserve evaluation and certification, other sub-surface evaluation
 - II. **Offshore Integrated Well construction:** Drilling , formation evaluation, testing, fracking and well completion (platform/sub-sea) and all associated marine services

- III. **Engineering and Field development planning:** Facilities design and engineering; field development planning(offshore development preferred)
- IV. **Offshore processing and evacuation facilities:** Development of the facilities including platforms/floating units, storage facilities, sub-sea facilities, sub-sea pipelines, installation and commissioning capabilities etc.
- V. **Reservoir Management / Production Optimization:** Capabilities required to ensure productions targets are met (including interventions, work over, etc.)

Please mention the following details against each capability:

- a) Whether the **APPLICANT** has the capability? (Yes / No)
- b) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
- c) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
- e) If capability addressed by subcontractors, name(s) of finalized/likely subcontractors

For each of the above capabilities, please separately submit details of completed / on-going medium to large scale projects **in last 5 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the respective capability in the offshore context. Please submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, please clearly state the same.

- 3. **Health, Safety and Environment (HSE): APPLICANT (Bidder/all members of the consortium)** must have a comprehensive Health, Safety and Environmental Management system in place.

APPLICANTS are requested to submit the following documents related to HSE:

- a) HSE Management System/ HSE Policy, HSE Manuals and Procedures
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, etc.)
- d) Number of Trained resources for HSE in last 3 years

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for an offshore project completed / on-going from the last 5 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Capability demonstrated
- b) Client Name with Address
- c) Existing client situation / client context
- d) Name of the **APPLICANT / CONSORTIUM MEMBER** who was involved in this project
- e) Project description done by **APPLICANT / CONSORTIUM MEMBER** (mention project name and details)
- f) **APPLICANT** or **CONSORTIUM MEMBERS** role & responsibilities in the project
- g) Assignment start & completion date

- h) Assignment Value in INR and USD
- i) Contact person of client along with contact no. & e-mail id
- j) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
- k) Outcomes (e.g. Exploration outcome, Greenfield developments, etc.)
- l) Other remarks (eg- contractual details, partnerships, sub-contractors, etc.)
- m) Technical/Managerial capabilities deployed
- n) Local base for support/service etc.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Technical capabilities details as listed in Pre-qualification criteria 2 (End-to-end E&P delivery capabilities)
4. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
5. Details of relevant projects, for each capability, as requested in Pre-qualification criteria 2 (End-to-end E&P delivery capabilities) in last 5 years (format as per Annexure 1)
6. HSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (HSE)
7. Valid Quality Certifications / Accreditations
8. Quality Manual, Policy & procedures
9. Detailed company information with organizational structure, list of manpower with CVs of key personnel, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources.
10. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
11. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
12. List of current contracts under execution with value of contracts and percentage completion
13. Experience of working in offshore locations
14. Support base in India/ Asia for future service requirements
15. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
16. List of proprietary / patented technologies in Oil & gas domain developed and implemented
17. List of litigations in last 5 years, if any
18. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
19. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to CAIRN opportunity areas

No changes to the structure of the bidding entity deemed successful during the pre-qualification stage shall be entertained at the tendering/execution stage.

The interested bidders/consortium 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. 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 pre-qualification via smart source with twenty one (21) days of publication of Expression of Interest.