



WE FUEL AMAZING

CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROCUREMENT OF FLUSHING OIL FOR MANGLA DEVELOPMENT PIPELINE OPERATIONS

Cairn India Ltd. ("CIL") is the operator of block RJ-ON-90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partner Oil and Natural Gas Corporation (ONGC). The Block Contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. 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.

The SPM facility at Bhogat is located approximately 60 km north of Porbunder under jurisdiction of Tehsil Kalyanpur, District Jamnagar, Gujarat and comes under the jurisdiction of Okha port Officer, Gujarat Maritime Board. The onshore and offshore area adjacent to the SPM facility has been declared as Bhogat port under Indian port act 1908 by Government of Gujarat.

Marine facility consists of a SPM, two buried 24" sub sea Pipelines, PLEM and two sub sea hoses, two floating hoses (length 230m and 240m of 20" pipe tapering to 16" at tanker manifold. SPM (turret type, by Blue water) system comprises a Catenary Anchor Leg Mooring (CALM) buoy to moor and off load tankers up to 120,000 DWT certified by American Bureau of Shipping (ABS). The SPM is located at the following co-ordinates in depth of approx. 30 m.

Co ordinates of LFP: 21 deg 58.4 min N, 069 deg 12.3 min E

Co ordinates of SPM: 21 deg 56.0 min N. 069 deg 9.9 min E

The crude oil flowing through the pipeline is waxy crude with wax appearance temperature (WAT) of ~ 65 deg C. As such crude oil temperature is maintained above 65 deg C by continuously heating the Pipeline with SEHMS (Skin Effect Heat Management System) technology. The crude pipeline from onshore terminal at Bhogat to SPM and subsea/ floating hoses needs to be flushed with suitable flushing oil after every export operation, in order to prevent congealing of crude in the system.

CIL intends to enter into a contract with experienced & reputed suppliers for supply of ~ 100,000 - 125,000 BBLS of flushing oil at its Bhogat SPM on CIF (Cost, Insurance and Freight) Basis with custom clearance at the nearest Indian western port along with coastal sailing to Bhogat SPM for delivery as a "restriction-free" item/goods as per Indian Customs. The product on offer should possess following properties:

Density	820-880 Kg/m ³
Viscosity	2-12 cP @ 30 °C



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Pour Point	< 10 °C
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Additionally the product offered should be stable even at heated temperature conditions upto 75 °C.

CIL on behalf of its joint venture partners invites global suppliers possessing substantial and proven track record of performance in supply of petroleum products to express their interest to participate in pre qualification as bidders and to participate in International Competitive Bidding (ICB) process. In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI.

- Possessing the proven record of performance and minimum three (03) years experience in supply of Petroleum Products
- Proven record of performance in executing similar contracts- at least 01 contract of 15 MMUSD ongoing or in past 05 years (or) 02 contracts of 7.5 MMUSD each in past 05 years or 03 contracts of 4.5 MMUSD each in past 05 years
- Annual average turnover should be \geq 30 MM USD in each of the immediately preceding two financial years.
- Positive net worth of at least 3 MM USD in each of the immediately preceding 2 financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.75.

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 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 following documents and details for prequalification via Smart Source:

1. Letter of interest clearly indicating the project reference
2. Detailed Company information
3. List/ Details of similar type of supply contracts successfully executed in the last three years and similar contracts/agreements currently under execution
4. Confirmation of capability to supply flushing oil to meet CIL schedule. Health, Safety and Environment (HSE) policies, procedures, manual in line with internationally accepted practices and HSE statistics covering the last 3 years
5. 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
6. Company’s financial details for last 3 years (Including JV Partner’s financial , if proposed) i.e. Audited balance sheets, Profit and Loss Account & cash flow statement for last 3 years & following details separately.
 - a) Company Turnover based on last 3 audited/Financial statements.
 - b) Company’s Net Worth based on last 3 audited/Financial statements.
 - c) Working Capital based on last 3 audited/financial statements.



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- d) State the banker's name, address and Solvency certificate from bank indicating the credibility limit in financial terms

The interested bidders should evince interest to participate in EoI within 7 days of publication of Expression of Interest.