



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR SUPPLY & APPLY OF HYDROGEN SULPHIDE (H₂S) SCAVENGER LIQUID CHEMICAL FOR OIL FIELD APPLICATION CONTRACT FOR THE RAJASTHAN BLOCK

Cairn India Ltd. ("CIL") is the Operator on behalf of Joint Venture partners CIL and Oil and Natural Gas Corporation, of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwarya. Cairn India Ltd in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nagana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from its eighteen nos of well pads, Bhagyam & Aishwarya (developing) well pads. Rageshwari gas terminal (RGT) is deep gas processing terminal and located at around 80 Km from Mangala processing terminal (MPT).

CIL seeks specific Expression of Interest (EOI) for prequalification from suitable bidders for supply of Oil Field H₂S Scavenger liquid chemical for effective scavenging of H₂S generated from wells. To this effect CIL seeks Expressions of Interest (EOI) for supply & application services of H₂S Scavenger chemical for two years.

The details of the requirement that the Company envisages to Contract are mentioned below.

Contractor shall supply H₂S scavenger on continuous and uninterrupted supply chain basis to Barmer which will be applied by the same contractor crew at Cairn Rajasthan BARMER oil field facilities, for effective H₂S scavenging mitigation at an effective dose rate. Contractor shall set up the supply chain required for continuous supply of around 12 to 15KL/Day (8-10KL for Mangala & 4-5 KL for Bhagyam) and can move up to 20KL/Day depending upon field demands.

The proposed scavenger(s) shall be:

- H₂S scavenger to be liquid chemical.
- H₂S scavenger should be with minimum 55% active hexahydro-1,3,5-triazine-1,3,5-triyl)2,2',2" triethanol triazine active component. The scavenger also shall have between 5 to 10% of scale inhibitor as active component.
- It is identified that, Triazine can cause scaling and in order prevent the scaling proposed product shall have scale inhibitor adequately blended to ensure zero scaling in the system.
- It shall be non-oxidizing type and water soluble or can have both water & oil dual solubility.
- It shall not get influenced by other oil field chemicals, biocides, corrosion inhibitors etc. and, shall be compatible and vice versa.
- It shall be suitable for both continuous and batch applications in oil-water streams both surface and down holes.
- All logistics, import, handling, safety and delivery management up to Barmer site will be in Contractor's scope

Company intent to have contract for H₂S Scavenger for 2 year. Chemicals to be used in its MPT asset in Rajasthan block. Only those companies possessing substantial and proven record meeting below criteria need to apply:

Financial Go / No-Go :



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- Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- Positive net worth in each of the immediately preceding two financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60

Technical Go / No -Go

- Bidder should have relevant experience of 2 years in supply of effective H2S Scavenger Liquid Chemical for Oil Field Applications.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest along with company/consortium information detailing their nominated management, staff, and business process support to carry out a multi-year, major services campaign for all types of operating facilities.
2. To demonstrate Bidder's Financial capability, bidder is required to submit it's (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) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest.
3. Documents w r t technical GO/No-GO criteria as mentioned above. Bidder to submit Copies of POs/LOIs/Contracts to be submitted in support of technical requirement.
4. H2S Scavenger Product data sheet & MSDS.
5. Lists of similar work successfully executed in the last THREE years and similar projects/agreements currently under execution. (With particular emphasis on work carried out with Oil and Gas Operators). Contact details from the earlier projects shall be provided by the bidders.
6. Details of manufacturing capacity or Outsourced manufacturing capacity – clearly indicating the source of product and Supply chain from manufacturing facility to Barmer Site. Contractor shall also indicate the maximum quantity they can supply on an ongoing basis; based on their manufacturing capacity & existing commitments.
7. List of current contracts of similar nature with contact details.
8. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL's programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
9. Details of Management, Operating and Maintenance schemes with copies of certification.
10. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
11. Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 2 years.
12. Contractor's adherence to legal statutory requirement & corporate financial details for last 2 years.
13. Copies of ISO & OSHAS certifications of manufacturing plant.

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.



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- 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.
- 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.