



CAIRN INDIA LIMITED

**EXPRESSION OF INTEREST (EOI) FOR SEA PORT FACILITIES AND SERVICES
FOR RAVVA BLOCK FOR A PERIOD OF THREE (03) YEARS**

Cairn India Limited ("CIL") is the Operator of the Offshore Ravva Oil and Gas Field (Ravva), and operates the Block on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Limited (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL on behalf of itself and its Joint Venture partners invites Expression of Interest (EOI) under National Competitive Bidding ("NCB") process from reputed and experienced contractors with demonstrated Health, Safety and Environment (HSE) performance, possessing the requisite and proven record of performance in providing Sea Port Facilities and Services.

The scope of work for this EOI shall basically include but not limited to the following:

- The contractor shall provide vessel berthing, loading, unloading, storage, movement, handling, bulk material (Liquid & Solid chemicals, Water, Fuel) mixing, pumping and back-loading and Offshore Emergency Management support for Ravva Offshore Operations.
- The contractor shall also provide piloting, berthing, un-berthing, associated port facilities, utilities and other services.

In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

- Turnover in each of the immediately preceding two (02) 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 (02) financial years.
- Liquidity ratio in each of the preceding two (02) financial years shall not be less than 0.60.



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

1. Letter of Interest on the Letter Head.
2. Detailed Company Information with Organization structure and Parent company.
3. Details of Infra-structure / Technical capabilities such as:
 - a. Details of Infra-structure available to provide vessel berthing, loading / unloading materials from / to vessels (AHT / PSV / OSV).
 - b. Details of Utilities available such as power, water, diesel etc.
 - c. Details of Space available within customs bonded Warehouse.
4. Intent to develop a close long term relationship with CIL.
5. Details of Health, Safety and Environment (HSE) Management system, HSE Manual, Policy and Procedures, Valid HSE Certifications / Accreditations and Implementation procedures in line with internationally accepted practices.
6. Quality Assurance and Quality Control Manual, Plan and Procedures in place for the execution of similar type of work along with copy of ISO or any other certification as applicable.
7. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & Cash Flow statements, Auditor's Report and Notes to Accounts etc.) for last two (02) years. Latest audited financial statement should not be older than 12 months on the date of Expression of Interest.

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.
- 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 such 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 Account 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.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.



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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.