



CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia – ACN 002 066 784)

GLOBAL EXPRESSION OF INTEREST / PRE-QUALIFICATION FOR PROVISION OF EQUIPMENT AND SERVICES FOR THE INSTALLATION OF DOWNHOLE HEATER CABLE IN RJ-ON-90/1 BLOCK

Introduction

Cairn Energy India Pty Ltd. (“CEIL”) is the Operator of the Rajasthan block RJ-ON-90/1, on behalf of the Joint Venture partners Cairn India and ONGC. CEIL is planning to commence further field development activities in the Rajasthan Block RJ-ON-90/1 onshore block by September 2010.

CEIL seeks an Expression Of Interest from suitably experienced Manufacture ,Supply & Services Contractors to provide equipment and services for downhole heater cable to support the field developments in this onshore block. The use of downhole heater cable is being considered as one of the alternative methods of downhole heating for the wells in RJ-ON-90/1 block. Only Contractors who have a minimum of five years experience in providing the below mentioned Equipment supply and services, any or a combination of, in support of a field development campaign shall be considered. The potential work scope covers 50 or more number of wells.

Specifics

Only those Contractors who can comply with all of the following and can, by their submission, demonstrate a successful track record, listing previous projects, current Services projects in progress, clients, and client key contacts who may be approached, in each of the areas below should respond to this Notice. The Contractor must submit details for the following:

- Organisational outline proposal detailing their nominated management, staff, and business process support to carry out the installation of single “Downhole Heater Cable” for all oil producer wells.
- A demonstrable capability to mobilise and commence work to meet CEIL’s schedule. The Contractor’s experience in mobilising on schedule shall be clearly stated.
- Particular experience of providing Services in installation of single “Downhole Heater Cable” and flexibility to accommodate CEIL’s programme is paramount.
- The Contractor shall submit details of his Management, Operating and Maintenance schemes with copies of their certification.
- Design and manufacturing capability as per standard specification.
- Regional capability
- Willingness to develop an operational and logistic base near Cairn fields in Rajasthan and to develop a close long term relationship with CEIL.
- The Contractor must demonstrate that they have sufficient financial standing to commence and continue an operation of this magnitude.

- Have an appropriate comprehensive Health, Safety and Environmental management system in place which promotes, aligns with and upholds CEIL's and the Contractor's HSE commitments. Details and copies of their certification must be submitted.

Services Details

The Contractor shall submit his response to this Expression of Interest stating which of the following Services he wishes to be considered for inclusion on the bid list(s).

Services comprise, inter alia, the following:

1. Design supply and installation of Downhole heater cable, cable clamps on production tubing
2. Demonstrate heater cable selection and application by extensive thermal modeling
3. Validation of thermal modeling results by Cairn third party consultants
4. Wellhead Penetrator design and supply
5. Supply and installation of all surface equipment (surface cables, junction box, transformer, surface panel)
6. Surface electrical connections and cables shall have Directorate General of Mines Safety (DGMS) approval. All local approvals as per Indian regulations.
7. All surface electrical connection (Junction Box etc.) for cable shall be of explosion proof construction certified for use in ATEX gas group IIA/B T3 in Zone2 as per IEC 60079-10
8. The surface cable used shall be made of copper with Flame Retardant Low Smoke (FRLS) Category AF as per Bureau of Indian Standard (IS) 10810 or International Electro-technical Commission (IEC) Standard 60332-3-21. The cables shall have minimum oxygen index of 29. The cable shall also be hydrocarbon, moisture and UV resistant
9. Engineering quality control on the manufacturing procedures
10. Tools and tackles
11. Installation and supervision

Interested Contractors who can fulfil all of the Specifics listed above must submit their response including the details and references stated above, in writing and by e-mail not later than 10 (ten) days from the date of this publication. The envelope shall be superscribed with **“Provision of equipment and services for the installation of single Downhole Heater Cable – RJ-ON-90/1 - Prequalification 2010”** and shall be addressed to:

Director – P&SCM
Cairn Energy India Pty. Limited
Ground Floor, Paras Twin Tower, Sector 54, Gurgaon 122 002 Haryana India
Ph: +91 124 459 3000 Fax: +91 124 476 4568
E-mail: rjnprocurement@cairnindia.com