



CAIRN INDIA LIMITED

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL
COMPETITIVE BIDDING FOR PROCUREMENT OF DOUBLE CARCASS
MARINE HOSES FOR SPM FOR RAVVA BLOCK**

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 International Competitive Bidding ("ICB") process from reputed and experienced suppliers (both Indian and International) with demonstrated Health, Safety and Environment (HSE) performance, possessing the requisite and proven record of performance in manufacturing and supply of Double Carcass Marine Hoses for SPM. Stand-alone Stockist/ Trader/ Distributor* need NOT apply.

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

- Manufacturing and supply of Double Carcass Marine Hoses in accordance with "Guide to Manufacturing and Purchasing Hoses for Offshore Moorings (GMPHOM 2009)" published by Oil Companies International Marine Forum (OCIMF).

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

- Shall have a minimum experience of three (03) years in manufacturing and supply of Double Carcass Marine Hoses for Oil and Gas industries.
- Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated 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.

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

1. Letter of Interest on the Letter Head.
2. Details of completion of supply of Double Carcass Marine Hoses in Oil & Gas industries in the last five (05) years and similar contracts currently under execution.
3. Organisational outline proposal detailing nominated management, staff, and business process support for the Design, Engineering, Manufacture, Fabrication and Supply of Marine Hoses.
4. Availability of Documented Systems and Procedures for Fabrication of required Hoses.
5. Availability of facility for Testing & Quality Assurance.
6. Availability of Hose Life Extension Programme.
7. Typical Project Planning and Execution methodology.
8. Availability of Spare Capacity and ability to Supply within the Project Schedule based upon current Shop Floor Loading.



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9. Details of Health, Safety and Environment (HSE) Management system, HSE Manual, Policy and Procedures, Valid HSE Certifications/ Accreditations with statistics for last three (03) years (LTI etc.).
10. 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 equivalent certification as applicable.
11. 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 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) 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 the Accounts.
- c) 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.

Note: * - Stand-alone Stockist/ Trader/ Distributor mean an Independent Entity which is NOT owned by and/or affiliated to and/ or a part of the Original Manufacturer(s).

The interested suppliers 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 suppliers 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 this EOI.