



CAIRN INDIA LIMITED

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**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB)
FOR PROCUREMENT OF EQUIPMENT/ PACKAGES FOR RAJASTHAN BLOCK**

Cairn India Ltd. ("CIL") is the Operator of the onshore hydrocarbon block RJ-ON-90/1 (the "Block") on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbon Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil and gas discoveries. CIL discovered various oil and gas fields in RJ-ON-90/01 block, named them as Mangala, Aishwariya, Bhagyam, Saraswati, Kaameshwari, GR-F, Guda, Shakti (NC), NI, Vijya (NR), Vandana and Raageshwari. Out of which Mangala, Bhagyam and Aishwariya are the most substantial oil fields located in northern part of RJ block.

CIL on behalf of itself and its joint venture partners invites interested potential experienced manufacturers/ integrators/ aggregators (Indian and International both) with proven capabilities in design, manufacturing, and testing of integrated packages and demonstrated HSE performance to express their interest for pre-qualification to participate in International Competitive Bidding Process for Supply of equipment or packages.

This Expression of interest for pre-qualification to participate in International Competitive Bidding Process for Supply of the package listed below.

The participating company shall demonstrate capabilities in the 3 key criteria sections as placed in the following paragraphs, namely, Technical, General, Financial criteria.

Interested parties shall submit responses for company's evaluation in the following categories:

A. Enclosed Ground Flare:

Brief Scope of Work:

Complete design, engineering, procurement of materials, manufacture / fabrication, inspection & testing at vendor's/ sub vendor's works/site, surface preparation & painting, packing, supply, delivery and supervision services for installation and commissioning at site of Enclosed Ground Flare, including all accessories and appurtenances necessary to make a functionally complete unit. The produced gas has ~75mole% of CO₂ and 8-9mole% of hydrocarbons.

The required capacity of the package shall be 10-25 MMSCFD (wet basis).

The major elements of the EGF are:

- Complete package of flare system along with control systems, pilot ignition, flame front generator, KODs and other accessories
- Inter connecting piping & instrumentation within the package.

B. Modular Polymer Solution Preparation Skids

Cairn has deployed secondary oil recovery mechanism through Enhanced Oil Recovery using Polymer injection in its fields. Modular mother solution preparation skids are required for the below mentioned specification ranges for the same.

Brief Scope of Work:

The scope of work involves Process Design, Detailed Engineering, Procurement, Fabrication, Inspection, FAT, Packing, Shipping, Erection, Installation, Testing, Pre-commissioning and Commissioning for Modular Polymer Solution skid, typically comprising of

- Feed water filters
- Polymer dissolution Unit
- Mother Solution maturation Unit
- Polymer Solution transfer pumps
- Coarse and fine mother solution filters
- Standalone PLC
- Electrical Systems
- Instrument Air, Nitrogen Package, and other utilities

Technical requirements:

- Cumulative production capacity for 800 to 1000 bbl/day of polymer mother solution
- The unit should be with modular and skidded design
- Operating parameters
 - Concentration : 15,000 ppm with turndown up to 5000 ppm
 - Viscosity : 3000 centipoise (cP)
 - Temperature : 70°C (max)

C. Heater Treater

Brief Scope of Work:

The scope of supply as a minimum shall include process design, detail design/engineering, material, fabrication, inspection, testing, painting, insulation and supply of Heater Treater package as per API 12 L with saddle supports, nozzles, blind flange boot with flanges, flare stack (as per CPCB statutory compliances) with spark Arrestor, flame detectors, Vessel internals including demister-vane pack etc., PLC based Burner Management System, along with necessary skid mounted instruments and controls.

Technical Requirements.

Total Handling Capacity : 12000 BFPD + Gas - 0.1 mmscfd at Peak.

Fluid : Hydro Carbon (Liquid + Gas) + Water

Operating Temperature : Inlet - 35 deg.C to 55 deg. C / Outlet - 85 deg. C

Inlet Pressure : ~ 2.5 bar

Design Code : API 12 L

Expected Type : Forced draft , Dual Fired , Removable Fire tubes, Non Electrostatic.

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical

A. Enclosed Ground Flare:

Interested party shall have designed, manufactured, tested, supervised erection and commissioned at least one package with 8MMSCFD or higher capacity in the last 7 years.

B. Modular Polymer Solution Preparation Skids:

Interested party shall have designed, manufactured, tested, supervised erection and commissioned at least one package with 800 bbl or higher capacity of mother solution and 3000cP viscosity in the last 7 years.

C. Heater Treater unit:

Interested party shall have designed, manufactured, tested, supervised erection and commissioned at least one package with 10,000 BFPD or higher in the last 7 years.

Generic Pre-qualification criterion for all above categories in addition to specific criteria mention above:

- Demonstrate supplies to Oil & Gas projects of similar packages in the past 7 years and in operation
- Demonstrate manufacturing facility and capability
- Demonstrate in-house engineering capability to handle process/thermal, structural, mechanical, piping and instrumentation associated with the package. Details of latest software to carry out engineering should be provided.
- The participating company shall demonstrate HSE performance for the last 7 years with the EOI
- Demonstrate in-house QA/QC capabilities and performance for the last 7 years with the EOI
- Demonstrate in-house testing facility

The 7 year time period mentioned above shall be reckoned from the date of issue of this EOI.

Financial

- a. Net Worth: Positive net-worth in each of the immediately preceding two financial years
- b. Turnover: Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value
- c. Liquidity Ratio of not less than 0.60 in each of the immediately preceding two financial years

Documents to be furnished in the Proposal for Pre-Qualification

The interested parties are requested, as a minimum, to submit the following documents and details individually for each of the category:

1. Letter of interest from interested party on their Letter Head.
2. Detailed contractor information clearly specifying years of experience in supply of similar packages, organization structure, list of manpower with CVs of key personnel, Plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources
3. Details of similar Packages designed, manufactured & supplied in the last 7 years.
4. Copies of unpriced PO/completion certificate of previous supply.
5. List of current ongoing contracts of similar nature under execution.
6. Interested party should indicate a delivery period (delivery at site) for manufacturing, supply and commissioning of such packages and should provide details of actual delivery period for such packages supplied in last 7 years.
7. Project Execution & Management / Planning & Scheduling methodology
8. Demonstrate Technical and Managerial resource availability including engineering and procurement capabilities along with organogram and resource responsibility
9. Demonstrate Fabrication and Testing capacities & capabilities along with list of testing procedures
10. Details of service centers in India / Asia / Far East to extend prompt after sales support
11. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, HSE Organogram in-line with internationally accepted practices and HSE performance statistics (LTIFR, FAR, MVAFR) for last seven (7) years.
12. HSE certification / accreditation / safety award / reward / recognition received & past experience with CIL
13. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix

14. Copies of ISO certifications for ISO 9001, ISO 14001, OHSAS 18001, other statutory certification like DGMS, ASME U stamp , API etc.
15. Procedures/ Systems for subcontractors & vendors evaluation and appointment
16. Reference to demonstrate knowledge & capability for similar jobs under Indian Statutory and Regulatory requirements.
17. Details of litigations in last 7 years
18. Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (2) years.

EOI submission shall be complete with the above requested information.

The interested parties 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 parties would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within twenty one (21) days of date of publication of Expression of Interest.