



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

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

GLOBAL EXPRESSION OF INTEREST (EOI) FOR SUPPLY OF SKIN EFFECT HEAT MANAGEMENT SYSTEM FOR MANGALA DEVELOPMENT PIPELINE PROJECT

Cairn Energy India Pty Ltd. ("CEIL") is the operator of block RJ-ON-90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and Oil and Natural Gas Corporation (ONGC). The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. CEIL and its JV partners have approval from Government of India (GOI) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to a coastal terminal facility in Gujarat.

The Mangala Development Pipeline Project (MDPP) involves a main 24" Oil Export Pipeline and a 8" Gas (fuel) Pipeline of approximately 670 km, pumping / terminals and related facilities for the transportation of 1,50,000 to 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District. At Bhogat Terminal there are twin 24" export pipelines which transfer crude oil to a Single Point Mooring (SPM) from which point it is loaded to sea tankers for further onwards delivery.

Rajasthan (RJ) Crude has high wax content and will solidify if allowed to cool to ambient temperatures. To prevent wax precipitation and potential blockages, all pipeline systems must be maintained above a specified minimum temperature.

CEIL intends to award a contract for supply of Skin Effect Heat Management System (SEHMS) for Bhogat Terminal export pipelines by an International Competitive Bidding process. The scope shall include:

ITEM: Skin Effect Heat Management System (SEHMS) as listed below:

The scope shall include the engineering, material/equipment procurement, delivery, installation supervision and commissioning of the Skin Effect Heat Management System (SEHMS) to be installed by Company nominated Construction Contractor(s) on twin 24" pipelines from Bhogat Terminal to SPM.

Each pipeline is approximately 14km long and has onshore and offshore sections. Starting at Bhogat Terminal considered as KP0, the export pipelines continue to Landfall Point (LFP) at approx KP8 and terminate at the Pipeline End Manifold (PLEM) on seabed adjacent to SPM at approx KP14. Power is available only at the Bhogat Terminal side, there is no intermediate power nor is power available at SPM side.

SEHMS package is required to deliver a maintenance temperature of 65 deg C and capacity for a maximum 75 deg C in a remelt scenario.

Company expects that SEHMS package would consist of the following elements:

- Transformers and switchgear equipment designed in accordance with power supply
- Control panels
- Power and instrumentation cables
- Power junction boxes
- Temperature sensors and associated instrumentation
- Earthing system
- SEHMS heating cable / splice kits
- HDPE jacket entry kits (as required for earthing/instrumentation cable etc)
- All required heat tube coupling accessories
- Pullboxes
- End boxes

- Heat conducting paste (if required)
- Special installation and testing tools

Above list is indicative only. Note that line pipe with heat tube, PUF insulation and HDPE jacketing is supplied by Company and not part of scope of supply of this Contract.

CEIL seeks Expression of Interest (EOI) from reputed Contractors for the above mentioned works. Only those companies possessing proven record of performance in executing similar jobs of this nature should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

1. HSE systems:
 - a. For all projects executed in last 5 years
 - b. HSE Manual/Policy
 - c. Project specific HSE Plan for similar project
2. Letter of interest with detailed company information as follows:
 - a. State the name of the parent Company.
 - b. State the Name/Address/Phone/E-mail of the company that would execute the Contract.
 - c. If a Joint venture to be proposed, state the name/address/phone/email of all joint venture partners.
 - d. Organization structure
 - e. Size of Departments
 - f. Location from which bulk of engineering and project execution will be executed
 - g. Procurement system & procedure
 - h. Material control system
3. Company's financial performance documents (including JV Partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 3 years & following details separately:
 - a. Company Turnover based on last 3 audited/Financial statement
 - b. Company's Net Worth based on last 3 audited/Financial statement
 - c. Return on Equity based on last 3 audited/Financial statement
 - d. Working Capital based on last 3 audited/Financial statement
 - e. State the banker's name, address and Solvency certificate from the bank indicating the credibility limit in financial terms
4. Experience:
 - a. Lists of similar projects successfully executed (with project details) in India or abroad with completion Certificate and those of currently under execution
 - b. Detail of orders (minimum 3) executed for more than USD 2 Million recently
 - c. Detail of current commitments
5. Quality Systems:
 - a. Copy of current ISO Certificate provided
 - b. Certification of the Companies QA system by an accredited certification body
 - c. QMS of the Company

The envelope should be subscribed with "Reference No. **CEIL/C&P/EOI/MDPP/SEHMS/10**". All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail as attached PDF file and via courier to:

Director – P&SCM
 Cairn Energy India Pty. Limited
 Tower A, Paras Twin Tower, Sector Road, Sector 54
 Gurgaon 122002 [Haryana]
 Tel.: +91-124-4764000
 E-mail : rjnprocurement@cairnindia.com