



WE FUEL AMAZING

**CAIRN INDIA LIMITED**

(Incorporated in Mumbai, India - U11101MH2006PLC163934)

(INTERNATIONAL COMPETITIVE BIDDING)

**GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROVISION OF  
TUG SPREAD FOR TANKER OPERATIONS INCLUDING PULL BACK TUG,  
MOORING BOAT & MOORING CREW AT SINGLE POINT MOORING (SPM) AT  
BHOGAT, GUJARAT**

Cairn India Ltd. ("CIL") is the operator of RJ-ON-90/1 block, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and the Oil and Natural Gas Corporation (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. The 'Expression of Interest' is sought for developments in Rajasthan Block, where Cairn India Ltd ("CIL") is the Operator.

CIL on behalf of its joint venture partner's invites Expression of Interest under International Competitive Bidding ("ICB") process from reputed Contractors (Indian and International) with demonstrated HSE performance and proven track record to carry out marine tanker operation at the Bhogat SPM with marine spread on call out basis.

CIL 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 & Single Point Mooring (SPM) loading facility in Arabian Sea near Bhogat, Gujarat in India.

The SPM facility at Bhogat is located approximately 60 km north of Porbunder under jurisdiction of Tehsil Kalyanpur, District Dwarka, Gujarat and comes under the jurisdiction of Okha port Officer, Gujarat Maritime Board. The onshore and offshore area adjacent to the SPM facility has been declared as Bhogat port under Indian port act 1908 by Government of Gujarat.

Marine facility consists of a SPM, two buried 24" subsea Pipelines, PLEM, two subsea hoses, and two floating hoses. SPM (turret type, by Blue water) system comprises a Catenary Anchor Leg Mooring (CALM) buoy to moor and off load tankers up to 120,000 DWT certified by American Bureau of Shipping (ABS). The SPM is located at the following co-ordinates in depth of approx. 30 m.

Coordinates of LFP: 21 deg 58.4 min N, 069 deg 12.3 min E

Coordinates of SPM: 21 deg 56.0 min N. 069 deg 9.9 min E

The scope of work for this EOI will basically include services of Tug spread on callout basis for tanker operations including following:

- Provide suitable Pullback tug during tanker operations on charter basis.
- Provide suitable mooring boat during tanker operations on charter basis



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- Provide mooring crew including Mooring Master (Pilot), Assistant Mooring Master and riggers for mooring operations
- Both the vessels (Tug & Mooring boat) must be classed with a society which is member of International Association of Classification Societies (IACS) and Vessel age less than 20 years at the end of Contract.

In view of the nature of the scope, Company shall be evaluating as a minimum based on the brief technical and commercial criteria:

1. Annual Turnover in each of the immediately preceding two financial years should be 2 times the Average Annual Contract Value.
2. Positive net worth of at least 20% of annual contract value in each of the immediately preceding two financial years
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.75
4. Minimum 3 years' experience of providing the offshore vessels/ Tugs/ Mooring crew in Exploration and Production (E & P) industry.

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

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel (Project Manager/ Head of Operations etc.), Parent company, support agencies and other facilities and resources
3. Details of completion of similar type of contracts in the last Two years and similar contracts/agreements currently under execution under headings:
  - a) Brief scope of work
  - b) Value of work in INR/USD
  - c) Contractual Duration
  - d) Actual completion of Project
  - e) Clients name
  - f) Contact details of the Client ( CIL may approach the client directly for the feedback)HSE statistics, LTI graph etc.
4. Details of vessel/boats owned by the company relevant to execution of advertised EOI and their availability
5. Details/ capability to provide mooring crew for tanker operations.
6. Demonstrable capability to mobilize, and commence work of the proposed Tug spread and services as per CIL schedule
7. Existing documented Operations & Maintenance systems and procedures
8. Capability to repair, maintain and provide Infield support to vessels after commencement of work, Provide technical and engineering support
9. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).



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10. Details of HSE Management system and Capability to comply with safety norms as per the guidelines of DGS(Director General of Shipping)
11. Quality assurance & Quality control plan/ procedures /Valid Quality Certifications / Accreditations in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
12. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to 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 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 a/c 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.
  - e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested bidders 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 i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders 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 Expression of Interest.