



WE FUEL AMAZING

CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST FOR PROCUREMENT OF PARTIALLY HYDROLIZED POLYACRYLAMIDE [PAM] POLYMER FOR EOR APPLICATION FOR RAJASTHAN BLOCK UNDER ICB

Cairn India Ltd. ["CIL"] is the Operator on behalf of Joint Venture partners CIL and Oil and Natural Gas Corporation (ONGC), of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwarya & Associated fields. Cairn India Ltd in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nagana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from Mangala, Bhagyam & Aishwarya well pads.

Cairn is planning to implement polymer flood for its Mangala field, for this purpose Expression of Interest are invited from reputed, reliable & experienced manufacturers of Partially Hydrolysed Polyacrylamide Polymer [PAM] for enhanced oil recovery [EOR] application to supply to Mangala field located in RJ-ON-90/1 Block in Rajasthan- India for a period of 3 years.

Only Manufacturers of PAM who meets following criteria shall be considered.

- 1) Bidder shall have PAM manufacturing capacity [in powder form] for at least 40,000 MT annually
- 2) Bidder shall have a net worth in excess of US \$ 8 million.
- 3) Liquidity ratio of bidder in each of the preceding two financial year shall not be less than 0.75
- 4) Bidder shall not be under liquidation, court receivership or similar proceedings.
- 5) Bidder shall have prior experience in supplying PAM product for polymer flood application for EOR.

Only those companies possessing substantial and proven record of performance in executing similar supplies of PAM globally should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details

1. Letter of interest to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. Documents in support of financial capabilities: Company's turnover & maximum single contract value for PAM [in last three years] mentioning on company letter head with supporting documents along with audited financial statements [Balance sheet, profit & loss account & cash flow statement]
3. Documents in support of manufacturing & supply capabilities: Companies are requested to submit details of their manufacturing capabilities clearly indicating :
 - a. Overall manufacturing capacity along with individual plant capacities & their geographical spread & related details
 - b. Supply experience for Oil & Gas Industry for Chemical Enhanced Oil Recovery Projects indicating details as :
 - 1) Brief scope of work including quantity supplied & year of supply, 2) Value of work in US \$, 3) Tenure of contract, 4) Client name, 5) Contact details of client [CIL may approach the client directly for feedback], 6) Delivery location & mode of shipment.

Bidder shall also submit a separate list of contracts executed outside the home country along with volume supplied and delivery terms apart from the above information.

- c. Existing packaging options [1 Ton Big bags, Containerized or any other] and prior experience in handling cross stuffing operations from bags to specialized containers for onward transportation for the projects executed.
 - d. Flexibility in terms of delivery terms [FOB, CFR destination port or delivered at site in Rajasthan, India etc].
 - e. Companies are also requested to furnish a declaration, on its letter head, stating its cumulative plant capacity utilization for past two financial years & planned capacity addition in the next two financial years for all the manufacturing facilities.
4. Documents in support of Health, Safety, Environment & Quality [HSEQ] performance : Companies are requested to submit (i) Health, Safety and Environment [HSE] policies, procedures, manual in line with internationally accepted practices and HSE statistics covering the last 3 years, (ii) Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, (iii) copies of ISO 9001, 14001, OHSAS 18001 or any other certification as applicable

The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the “**Evince Interest**” link against the corresponding Eol listing on the Cairn India website 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 following documents and details for prequalification via *Smart Source*.

The interested suppliers should evince interest to participate in Eol within 21 days of publication of Expression of Interest.