



CAIRN ENERGY INDIA PTY LIMITED

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

GLOBAL EXPRESSION OF INTEREST (EOI) FOR LUMPSUM TURNKEY CONTRACT FOR AISHWARIYA FIELD DEVELOPMENT PROJECT IN RAJASTHAN

Cairn Energy India Pty Ltd. ("CEIL") is the Operator on behalf of Joint Venture partners CEIL, Cairn Energy Hydrocarbons Limited and Oil and Natural Gas Corporation, of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan, India. The RJ-ON-90/1 block contains a number of major oil discoveries namely Mangala, Bhagyam, Aishwariya and other fields. The Mangala field is the largest onshore oil discovery in India since 1985. The Mangala field development consists of well pad facilities and processing hub named Mangala Processing Terminal (MPT) which is currently under production / operation.

It is now proposed to develop Aishwariya field so as to get first oil by January 2012. As a part of this proposed development, Company would be going for a Lumpsum Turnkey (LSTK) Contract for Nine (9) Well Pads, associated Infield oil/gas/water pipelines & infrastructure facilities through selected EPC Contractor(s).

CEIL on behalf of its joint venture partners' seeks Expression of Interest under International Competitive Bidding Process ("ICB") from suitably experienced parties (Indian and International both) for the aforesaid LSTK scope for Aishwariya Field Development Project. Only those Contractors possessing the requisite and proven record of performance in executing similar jobs of this magnitude should respond to this notice.

Specific Qualification Criteria:-

A) Technical criteria :

- i) Bidder shall have executed similar LSTK Project costing not less than: a) 1 project of US \$ 45 Million or b) 2 projects of US \$ 20 Million each or c) 3 projects of US \$ 15 Million each, in the last five (5) years.
- ii) Bidder shall bid on either single bidder basis or on Consortium basis. Foreign bidders can bid through Indian affiliates only.
- iii) Bidder shall not be under liquidation, court receivership or similar proceedings.

B) Financial criteria :

- i. Annual Turnover of proposed Bidder(s) shall be US\$ 100 Million during any of the preceding 5 financial years; i.e. 2009-10, 2008-09; 2007-08; 2006-07, 2005-06;
- ii. Bidder shall submit balance sheets for last five (5) financial years (i.e. 2009-10, 2008-09, 2007-08, 2006-07 and 2005-06).

Scope of Work :-

LSTK Contractor's scope will include detailed design and engineering, procurement, expediting, inspection, testing, construction, installation, pre-commissioning, performance testing and assistance in commissioning & start-up. The major facilities under this project for surface development include, among others:

- a) Nine (9) Well Pad facilities for Aishwariya cluster of Well Pads and In-field road corridors with manifold, flow meters, utilities and other infrastructural development works including Cellar pits, pipe trenches, rig mat, diesel tank pad, Flare pits, solid and liquid Waste Pits, Fresh water pits, In-field Internal Roads, pavements, Cable trenches, drains, fencing, gates, Sub-station, security & other buildings, storm water drainage etc. complete.
- b) Development of one well pad as Cluster Well pad with additional separation facilities of Well fluids and gases, flaring system etc.
- c) Main trunk pipeline between MPT and Aishwariya fields and internal pipeline and piping works for infield corridors and well pads for well fluids, crude oil, gas and hot water injection and distribution.
- d) Water pipeline for other purposes from MPT to Well Pads.
- e) 33 KVA Overhead power transmission lines from MPT to Well Pads
- f) Fibre Optic cabling for ICS and IT systems from MPT to Well Pads
- g) Instrumentation, Fire Alarm system, IT (Data & Voice), PAGA, CCTV, Access Control and other E&I packages.
- h) Other Mechanical, Piping, Electrical, Instrumentation, Civil & Structural Works for all 9 well pads including infield & trunk pipelines for oil/gas/water and integration of CEIL issued free issue materials with overall facilities.
- i) Tie-in and seamless integration of the new facilities with existing facilities at MPT and other locations

Exclusions

1. Early Civil Works, i.e. land development, grading, fencing etc;
2. Some of the Long Lead Items, e.g. IA Compressor, Chemical Injection Skids, Multi-phase Pumps, Pig Launcher/Receiver, In-line valves etc. may be procured by CEIL and free issued to LSTK Contractor.

Bidder is requested to furnish requisite information / documents for Pre-qualification as outlined via attached Annexure I - "Format for submission of EOI" , alongwith the Expression of Interest (EOI) letter to the aforesaid address, on or before the EOI submission due date, **without which the submission shall be deemed incomplete and unacceptable.**

CEIL requests interested bidders to submit their Expression of Interest (EOI) alongwith the Pre-qualification documents as per attached format (Annexure - I) to the below address within fourteen (14) calendar days of the publication of this EOI:

Director - P&SCM
Cairn Energy India Pty Limited
Ground Floor, Tower A, Paras Twin Tower, Sector Road
Sector 54, Gurgaon -122 002 (Haryana), India
Tel.: +91-124-476 4000 Fax: +91-124-476 4568
E-mail: pscmmba@cairnindia.com

ANNEXURE – I
FORMAT FOR SUBMISSION OF EOI

1. GENERAL

1.1 Full Legal Title of the Company:

1.2 Address of the Company with full Contact details, including Key Contact Person(s), Designations, Board telephone No., Direct Telephone No., Fax No., Mobile No., e-Mail ID etc.:

1.3 Address and Contact details of Branch office(s) in India:

1.4 Address and Contact details of Branch office(s) outside India:

1.5 Would you anticipate entering into a Joint Venture (JV) or Consortium in order to undertake this job? If yes, please furnish name of the other part(ies), location of their offices and where the work will be performed:

1.6 If answer to Question 1.5 is 'Yes', please provide details of your previous experience in working in a JV or Consortium mode on LSTK basis:

2. EXPERIENCE PROFILE

2.1 Does the Bidder have previous experience of Lumpsum Turnkey (LSTK) execution of similar project as subject one, in the last 5 years? YES / NO

If "YES", please provide details of the experience executed in last five (5) years. ***Separate forms are to be used for each work reference, per following details:***

a) Name of Project & Location:

b) Client:

- Company name:
- Contact Person:
- Tel. No./ Fax No./ Mobile No.:
- E-Mail ID:

c) Description of Work:

d) Contract Value (in INR / US\$):

e) Implementation Schedule:

- Date of Award:
- Starting Date (if different from date of Award):
- Schedule Completion Date:
- Actual Completion Date:

f) Reasons for delay, if any:

g) Details of Plants which are in regular operation for last one (1) year with certificate from User:

h) Basis of Work Execution

- | | |
|-----------------------------|----------|
| - LSTK, as Single Bidder | YES / NO |
| - LSTK, in JV or Consortium | YES / NO |
| - Consultancy | YES / NO |

i) Scope of Work Executed

- | | |
|------------------------------|----------|
| - Detailed Engineering | YES / NO |
| - Procurement & Supply Chain | YES / NO |
| - Testing and Inspection | YES / NO |
| - Erection & Commissioning | YES / NO |
| - Operation & Maintenance | YES / NO |

j) Name of the Largest LSTK Project Executed (with Award value in INR/US\$):

3. FINANCIAL DETAILS

3.1 AUDITED ANNUAL TURNOVER REPORTS FOR LAST FIVE (5) YEARS

3.1.1 COMPANY	GROSS TURNOVER (INR / US\$)	NET PROFIT AFTER TAX (INR / US\$)	NET WORTH** (INR / US\$)
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- a) 2009-10
- b) 2008-09
- c) 2007-08
- d) 2006-07
- e) 2005-06

3.1.2 PARENT COMPANY / GROUP	GROSS TURNOVER (INR / US\$)	NET PROFIT AFTER TAX (INR / US\$)	NET WORTH** (INR / US\$)
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- a) 2009-10
- b) 2008-09
- c) 2007-08
- d) 2006-07
- e) 2005-06

** NET WORTH = CAPITAL + RESERVES & SURPLUS – ACCUMULATED LOSSES

3.2 MAIN BANKERS

- Bank Name:
- Bank Address:
- Bank Tel / Fax No.:
- Bank IFSC Code:

3.3 CREDIT FACILITIES AVAILABLE WITH COMPANY (banker's letter may please be enclosed):

3.4 ENCLOSE AUDITED BALANCE SHEET FOR LAST FIVE (5) FISCALS, i.e. 2009-10 / 2008-09 / 2007-08 / 2006-07 / 2005-06

3.5 ENCLOSE RECENT SOLVENCY CERTIFICATE FROM BANKER

3.6 DEBT : EQUITY RATIO FOR FOLLOWING FISCALS:

- 2009-10:
- 2008-09:
- 2007-08:
- 2006-07:
- 2005-06:

3.7 ENCLOSE LETTER FROM YOUR BANKER / SELF THAT COMPANY AND/OR GROUP COMPANY IS NOT UNDER LIQUIDATION, COURT RECEIVERSHIP AND/OR SIMILAR PROCEEDINGS.

3.8 Details of Financing arrangement and documentary evidence in support of finances available for the subject project.

4. MODEL OF REVENUE GENERATION

Bidder may please suggest the model for revenue generation to be received from Owner out of the Project.