



CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EoI) FOR “INTEGRATED EXPLORATION, APPRAISAL AND FIELD DEVELOPMENT PLANNING SERVICES IN RJ-ON-90/1 BLOCK”

Cairn India Ltd. (“CIL”) is India’s largest private upstream O&G company with operating interest in several producing fields in India contributing ~27% of India’s domestic production. CIL is the Operator of the Onshore RJ-ON-90/1 block, within Barmer Basin, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. CIL holds 70% participating interest in the block which contains 38 major oil and gas discoveries.

Accelerated exploration and appraisal programs have converted this frontier Basin to a prolific Basin. The Basin wide integration of the acquired geo-scientific data has resulted in identification of a number of play-types for hydrocarbon exploration. Some of these have been actively probed in the first phase of exploration and have more than 50% success ratio.

Brief History of Barmer Basin

Barmer Basin presently has 38 discoveries of which 8 fields are producing; 11 fields are under development and remaining 19 fields are at various stages of appraisal maturity. Information for many of these 19 discoveries is through discovery well test results and the full potential is yet to be unlocked

Brief Scope of Work and Bids

CIL intends to carry out Exploration and Appraisal activities in RJ-ON-90/1 block to contribute towards significant reserves accretion.

Phase I: Validation of existing resource base & establishment of additional resource base: CIL intends to validate existing portfolio of Prospective Resource and Contingent Resource base of existing discoveries. Also, CIL plans to establish additional portfolio of Prospective Resource base to achieve the target PR portfolio.

Phase II: Carry out Pan RJ Exploration and Appraisal and Field Development Planning activities: CIL plans to carry out Exploration, Appraisal & Field Development Planning activities of established Prospective Resource base. Also, CIL intends to appraise existing discoveries within RJ-ON-90/1 block by carrying out appraisal activities and submission of Field Development Plans.

To achieve these objectives, CIL invites global Oil & Gas Service Companies and/or consortiums with capabilities in the domains of E&A and Field Development Planning, to carry out resource and reserves evaluation, well construction and FDP preparation to contribute towards significant reserve accretions, to express their interest for pre-qualification to participate in the International Competitive Bidding Process.

Integrated solutions/projects include Resources and Reserves Evaluation, exposure to diverse datasets and in different basins, integrated Geological and Geophysical workflows, Petrophysical analysis and

modelling, Petroleum Systems Modeling, objective quantification of geologic chance factors and uncertainty, Quantitative Geological Risk Assessment, Reservoir Engineering studies, integrated well construction (like drilling, completion, hydraulic fracturing, well testing, abandonment and restoration services), Project planning and cost estimations, Commercial analysis & economic models and preparation of Field Development Plans. Interested parties/consortiums would preferably need to demonstrate strong and integrated capabilities across the entire value chain as well as past experience of executing similar projects successfully.

Companies/Consortiums that are in a position to deliver integrated capabilities would be preferred. Companies /Consortiums interested in delivering only specific services across the value chain should clearly mention the same.

“SPECIFIC PRE-QUALIFICATION CRITERIA”

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services itself (in case the bidder applies as an individual company). **APPLICANT** will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with CIL.

KEY PRE-QUALIFICATION CRITERIA (END TO END FOR PHASE I & PHASE II)

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in each **preceding 2 financial years out of last 5 years** should be **USD 300 Million** with positive net worth in each of those financial years.

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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
- In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
- 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
- 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
- All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

2. **Integrated E&A delivery capabilities:** **APPLICANT** should necessarily have core competence of 'Geosciences & Reservoir Engineering'.

In addition, the **APPLICANT** must demonstrate the following integrated E&A capabilities (directly or as a part of the **CONSORTIUM**):

- a) **Geosciences & Reservoir Engineering:** Resources and Reserves Evaluation, exposure to diverse datasets and in different basins, integrated Geological and Geophysical workflows, Petrophysical analysis and modelling, Petroleum Systems Modeling, objective quantification of geologic chance factors and uncertainty, Quantitative Geological Risk Assessment, Reservoir Engineering studies, Commercial analysis & economic models, Project Management
- b) **Integrated Well construction:** Drilling, fracking, testing and well completions, abandonment and restoration services
- c) **Field development planning:** Project planning and cost estimations, Commercial analysis & economic models, Field development plan

Please mention the following details against each capability:

- a) Whether the **APPLICANT** has the capability? (Yes / No)
- b) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
- c) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
- e) If capability addressed by subcontractors, name(s) of finalized/likely subcontractors

For each of the above capabilities, please separately submit details of completed / on-going medium to large scale projects **in last 10 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the respective capability in a similar context. Please mandatorily submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, please clearly state the same.

3. **Quality, Health, Safety and Environment (QHSE): APPLICANT (Bidder/all members of the consortium)** must have a comprehensive Health, Safety and Environmental Management system in place.

APPLICANTS are requested to submit the following documents related to HSE:

- a) QHSE Management System/ HSE Policy, HSE Manuals and Procedures
- b) LTI statistics for past 5 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, etc.)

KEY PRE-QUALIFICATION CRITERIA (PHASE I)

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in each **preceding 2 financial years out of last 5 years** should be **USD 10 Million** with positive net worth in each of those financial years.

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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
- In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
- 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
- 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
- All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

2. **Integrated Geosciences & Reservoir Engineering capabilities:** **APPLICANT** should necessarily have core competence of 'Geosciences & Reservoir Engineering'.

The **APPLICANT** must demonstrate the following Geoscience & Reservoir Engineering capabilities: (directly or as a part of the **CONSORTIUM**):

- **Geosciences & Reservoir Engineering:** Resources and Reserves Evaluation, exposure to diverse datasets and in different basins, integrated Geological and Geophysical workflows, Petrophysical analysis and modelling, Petroleum Systems Modeling, objective quantification of geologic chance factors and uncertainty, Quantitative Geological Risk Assessment, Reservoir Engineering studies, Commercial analysis & economic models, Project Management.

Please mention the following details against each capability:

- a) Whether the **APPLICANT** has the capability? (Yes / No)
- b) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
- c) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
- e) If capability addressed by subcontractors, name(s) of finalized/likely subcontractors

For each of the above capabilities, please separately submit details of completed / on-going medium to large scale projects **in last 10 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the respective capability in a similar context. Please mandatorily submit project details as per **Annexure 2**. In case, any project qualifies for more than one capability, please clearly state the same.

3. **Quality:** **APPLICANT (Bidder/all members of the consortium)** must have a comprehensive Quality Management system in place.

APPLICANTS are requested to submit the following documents related to Quality:

- a) Quality Management System/ Policy, Manuals and Procedures

- b) Valid Quality certifications

ANNEXURE 1 - SPECIFIC RELEVANT EXPERIENCE TO BE MANDATORILY PROVIDED BY THE APPLICANT (END TO END FOR PHASE I & PHASE II)

Provide case study for an integrated project completed / on-going from the last 10 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Capability demonstrated
- b) Client Name with Address
- c) Existing client situation / client context
- d) Name of the **APPLICANT / CONSORTIUM MEMBER** who was involved in this project
- e) Project description done by **APPLICANT / CONSORTIUM MEMBER** (mention project name and details)
- f) **APPLICANT's** or **CONSORTIUM MEMBER's** role & responsibilities in the project
- g) Project start & completion date
- h) Project Value in USD
- i) Contact person of client along with contact no. & e-mail id
- j) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
- k) Outcomes (e.g. Exploration outcome, Appraisal outcome, Development outcome etc.)
- l) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- m) Technical/Managerial capabilities deployed
- n) Local base for support/service etc.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Technical capabilities details as listed in Pre-qualification criteria 2 (Integrated E&A delivery capabilities)
4. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
5. Details of relevant projects, for each capability, as requested in Pre-qualification criteria 2 (Integrated E&P delivery capabilities) in last 10 years (format as per Annexure 1). Details above to include
 - a. Number of basins evaluated in terms of sub-surface studies, resource and reserve evaluation etc.
 - b. number of wells completed (drilling, fracking, testing, well completions and associated well services)
 - c. instances of having prepared field development planning
 - d. number of proprietary/patented technology developed in the O&G domain (sub-surface, drilling, hydro-fracking etc.) and instances of its implementation
6. HSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (HSE)
7. Valid Quality Certifications / Accreditations
8. Quality Manual, Policy & procedures

9. Detailed company information with organizational structure, list of manpower with CVs of key personnel, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources.
10. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
11. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
12. List of current contracts under execution with value of contracts and percentage completion
13. Experience of working in onshore locations
14. Support base in India/ Asia for future service requirements
15. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
16. List of litigations in last 5 years, if any
17. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
18. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to CIL's opportunity areas

ANNEXURE 2 - SPECIFIC RELEVANT EXPERIENCE TO BE MANDATORILY PROVIDED BY THE APPLICANT (PHASE I)

Provide case study for an integrated project completed / on-going from the last 10 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Capability demonstrated
- b) Client Name with Address
- c) Existing client situation / client context
- d) Name of the **APPLICANT / CONSORTIUM MEMBER** who was involved in this project
- e) Project description done by **APPLICANT / CONSORTIUM MEMBER** (mention project name and details)
- f) **APPLICANT's** or **CONSORTIUM MEMBER's** role & responsibilities in the project
- g) Project start & completion date
- h) Project Value in USD
- i) Contact person of client along with contact no. & e-mail id
- j) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
- k) Outcomes
- l) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- m) Technical/Managerial capabilities deployed
- n) Local base for support/service etc.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Technical capabilities details as listed in Pre-qualification (Phase I) criteria 2 (Integrated E&A delivery capabilities)

4. Financial performance documents as listed in the Pre-qualification (Phase I) criteria 1 (Financial performance)
5. Details of relevant projects, for each capability, as requested in Pre-qualification (Phase I) criteria 2 (Integrated E&A delivery capabilities) in last 10 years (format as per Annexure 1). Details above to include
 - a. Number of basins evaluated in terms of sub-surface studies, resource and reserve evaluation etc.
 - b. number of proprietary/patented technology developed in the O&G domain (sub-surface, drilling, hydro-fracking etc.) and instances of its implementation
6. Quality performance documents of the bidder/all members of the consortium as listed in Pre-qualification (Phase I) criteria 3 (Quality)
7. Valid Quality Certifications / Accreditations
8. Quality Manual, Policy & procedures
9. Detailed company information with organizational structure, list of manpower with CVs of key personnel list mentioning year of manufacturing, support agencies and other facilities and resources.
10. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
11. List of current contracts under execution with value of contracts and percentage completion
12. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
13. List of litigations in last 5 years, if any
14. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
15. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to CIL's opportunity areas

The interested bidders/consortium should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EOI listing on the CIL website i.e. www.cairnindia.com and submit their contact details online. Further to this, interested contractors would be invited to submit their response via smart source (CIL's e-sourcing platform). The contractors would be requested, as a minimum, to submit the above documents and details for pre-qualification via smart source within twenty one (21) days of publication of Expression of Interest. In case of any clarifications, the interested bidders can communicate at response@cairnindia.com.