



CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EoI) FOR “INTEGRATED DEVELOPMENT SERVICES FOR RAAGESHWARI DEEP GAS FIELD WITHIN 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, 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, with significant gas potential in the southern area.

Raageshwari Deep Gas (RDG), discovered in 2003, is a tight gas field situated in the southern area and is under production since 2010. The RDG field infrastructure currently consists of 30 producing wells, 3 well pads, intra-field pipelines, a central gas processing facility and a pipeline for evacuation of produced gas to nominated buyers.

Brief History of RDG Field

The RDG field is a low permeability (0.01-1 mD) retrograde gas condensate reservoir characterized by Fluvial-lacustrine clastics overlying older volcanics. Gas production commenced in 2010 for captive power generation and later ramped up for commercial sales. Various Hydraulic-fracturing campaigns executed in the field have demonstrated multifold improvement in the resource and recovery potential of the block. A central gas processing facility, Raageshwari Gas Terminal (RGT) was built in the southern part of the RJ block and is approximately 80 Kms from the Mangala Processing Terminal (MPT- Central Oil processing Terminal). To achieve the gas sales pressure requirements, compressors were installed at existing terminal at RGT and Viramgam gas terminal (VGT) along the pipeline. Based on the field production history and well productivity results, the current estimated GIIP is ~1 TCF (P50).

Brief Scope of Work and Bids

CIL intends to fast track the development of the RDG field in order to maximize the resource monetization with cost optimization.

To achieve these objectives, CIL invites global Oil & Gas Service/EPC companies and/or consortiums, with field development capabilities for end to end Integrated Gas well construction (including drilling, completion, hydraulic-fracturing, testing and associated well services), Development of surface facilities (EPC for Gas terminal expansion, well pad, intra-field network and evacuation facilities / pipeline) and application of Production technology for enhancing the well productivity and ultimate recovery, to express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process. Interested companies/consortiums would preferably need to demonstrate strong and integrated development capabilities as well as past experience of executing similar projects successfully.

Companies/Consortiums that are in a position to deliver integrated development capabilities would be considered.

“SPECIFIC PRE-QUALIFICATION CRITERIA

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services/EPC Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services/EPC Company itself (in case the bidder applies as an individual company). **APPLICANT** should necessarily have core competence on ‘integrated gas well construction’ and/or ‘EPC of integrated gas surface facilities’. Additionally, **APPLICANT** will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with CIL.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in atleast 2 of the last **5 financial years** should be **USD 500 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 5 (five) 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 Development capabilities:** The **APPLICANT** must demonstrate the following integrated development capabilities (directly or as a part of the **CONSORTIUM**) or a significant part of the overall development capability:
 1. **Integrated Gas Well construction:** Drilling , completions, hydraulic fracturing and testing, associated well services

- II. **EPC of integrated gas surface facilities:** Development of gas processing facilities, well pads and intra-field pipeline
- III. **Evacuation facilities:** Development of trunk/cross country pipeline etc.
- IV. **Reservoir Management / Production Enhancement:** including but not limited to well workovers, re-fracturing etc.

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 7 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the respective capability in a similar context. Please 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 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, etc.)

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for an integrated project completed / on-going from the last 7 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 INR/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. Development outcome, Brownfield developments, 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 Development 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 Development capabilities) in last 7 years (format as per Annexure 1). Details above to include -
 - a. number of gas wells developed (drilling , testing, well completions and associated well services)
 - b. number of hydraulic-fracturing jobs performed in gas reservoirs
 - c. instances of having executed facilities engineering and design for gas processing facilities
 - d. instances of having developed gas facilities of contract value greater than \$200 MM
 - e. instances of having developed trunk/cross country pipeline for gas projects of contract value greater than \$100 MM
 - f. instances of having executed Reservoir Management techniques in gas reservoirs
 - g. Reference client list for integrated gas projects completed/under execution for clients of international repute
 - h. Number of proprietary/patented technology developed in the O&G domain (sub-surface, drilling, hydraulic-fracturing etc.) and instances of its implementation in gas reservoir
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, capital equipment, India support base.
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. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)

16. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
17. List of litigations in last 5 years, if any
18. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
19. 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