



**WE FUEL AMAZING**

**CAIRN INDIA LIMITED**  
**(Incorporated in Mumbai, India-U11101MH2006PLC163934)**

**EXPRESSION OF INTEREST (EOI) FOR SELECTION OF BROKER FOR PLACEMENT OF ASSET INSURANCE POLICY**

Cairn India Ltd. ("CIL") is an active explorer, developer, and operator of Oil & Gas fields across India. Currently CIL is having six exploration block and three producing assets

CIL is in the process of shortlisting Brokers for placement of their asset insurance policy.

With this EOI, CIL intends to short list names of experienced Brokers for placement of their asset insurance policy.

Following are pre-qualification criteria for bidding for this tender:

**Asset Insurance Cover:**

1. Should be a registered Lloyd's broker
2. Should have lead the placement of operational insurance cover for at least 10 international Oil & Gas companies in the last one year (Please provide the list of clients with operational insurance premium details)
3. Should be compliant with Indian regulation for the placement of the insurance program (please submit the attached declaration format duly signed and stamped by the authorised signatory)

Interested brokers who fulfil all the criteria listed above shall submit their response with the following details within 10 days of the publication of this advertisement to the address given below:

1. Company profile, Organization, Set-up
2. Latest annual report / Balance sheet
3. Global position of the broker in terms of premium placements with insurance companies. Gross premium placed for last 3 years (2011 to 2013)
4. The experience of the broker in placement of Oil & Gas operational insurance policies (e.g.) for energy package policy, how long the broker has been operating for placing energy package policy
5. The amount of premium placed by the broker in Oil & Gas insurance policies (international) – Last 3 years (2011 to 2013)

6. The amount of premium placed by the broker in Oil & Gas insurance policies (india) – Last 3 years (2011 to 2013)
7. The service capabilities of the broker – draft SLA to be submitted for the services offered
8. Number of Indian clients serviced in Oil & Gas industry
9. Local service arrangements / tie-up details with the overseas brokers
10. Value added services offered
11. Preferred markets for getting the lead terms (minimum S&P A+ rated security) – please list out the markets you will be approaching for the terms. The existing markets will be allotted to the incumbent broker and all other markets will be open.
12. Annual fee to be charged. Please note that the placement of the insurance cover will be on “Net premium to Reinsurer” basis and broker will be paid fee for their services. Once finalised, the fee will be non-negotiable. Fee quoted will be for the services listed in the SLA and should cover the claims management and engineering services. Price quoted will be valid for 3 years.

The envelope should be subscribed with “Reference No. CIL/C&P/EOI/ASSET INSURANCE”. All information and documentation shall be provided at the address given below within 7 days of publication of this EOI by e-mail as attached PDF file and via courier to:

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