



CAIRN ENERGY INDIA PTY LIMITED
(Incorporated in New South Wales, Australia – ACN 002 066 784)

Global EOI Under International Competitive Bidding (ICB) Basis For Provision Of SPM Terminal Operations

Cairn Energy India Pty Ltd. (“CEIL”) is the Operator of the Offshore Ravva block located in the east coast of India.. CEIL is planning to engage an experienced Contractor for SPM Terminal Operations in Ravva field.

CEIL seeks Expression Of Interests from suitably experienced Contractors who wish to receive tender documents for the above services under international Competitive Bidding (ICB) procedure.

The Ravva Oil & Gas field produces approximately 26,000 BBLs of crude oil daily. This crude is evacuated by tankers through an SPM terminal located within the offshore oil field. CEIL intends to avail the services of terminal operators to carry out the tanker mooring, loading, Un-mooring operations & routine maintenance of SPM. This shall include the services of following:

- Static Tow Tug
- Line boat
- Mooring Master
- Asst Mooring Master
- Divers

CEIL seeks expression of interest from reputed SPM Terminal operators having proven capabilities and track record of executing similar contracts which encompasses all the above services. Only those Vendors who can comply with all of the following and can, by their submission, demonstrate a successful track record, listing previous projects, current projects in progress, clients, and client key contacts who may be approached, should respond to this Notice. The Companies are requested, as a minimum, to submit the following documents and details which will serve as techno-commercial pre-bid qualification criteria:

1. HSE Systems:

- a. For similar services executed in last 3 years
- b. HSE Manual/Policy
- c. Practicing HSE Policy /Manual is must. ISO 14001 is preferable



2. Letter of interest with detailed company information as follows:

- a. Company Details comprising of :
 - i. Company Profile and Organisational set-up
 - ii. Details of Marine Spread (Tug and Line Boat)
 - iii. Details of Manpower (Mooring Master, Assistant Mooring Master & Divers).
- b. Past 3 years experience record in execution of similar contracts.
- c. State the name of the parent Company
- d. State the name/address/phone/e-mail of the company that would execute the Contract
- e. If a Joint Venture to be proposed, state the name/address/phone/e-mail of all Joint Venture partners
- f. Size of Departments
- g. Company's financial performance documents (including JV partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statement for the last 3 years & following details separately;
- h. Company Turnover based on last 3 audited/Financial statements. Bidder total turnover shall be at least US \$ 1.5 MM for each of the last three financial years.
- i. Bidders's Net Worth and working capital shall be positive based on last 3 audited/Financial statement

3. Experience

- a. Vendor must have reputed clients in the field of Oil & Gas.
- b. Vendor shall have minimum 5 years experience providing similar Services in the Oil & Gas Field.
- c. Details of order executed by Company of a single contract value of US \$ 0.5 million for similar jobs in last 3 years
- d. Company must provide lists of similar jobs successfully executed in last 5 years & shall attach completion certificates for the jobs listed.
- e. Vendor shall have qualified & experienced technical / managerial resources in place.
- f. Details of current commitments



4. Quality Systems:

- a. QMS of the Company
- b. Vendor shall demonstrate capability and maintaining quality of jobs. Valid ISO9001 certification is preferable. Copy of current ISO Certificate to be provided, if any

The envelope should be subscribed with “Reference No. CEIL/PSCM/EOI/SPM Terminal Operations/Ravva/ EOI#1000028685”.. All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail as attached PDF file and via courier to:

Sr. Manager – P&SCM
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