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CAIRN INDIA LIMITED

(Incorporated in Mumbai, India - U11101MH2006PLC163934)

(INTERNATIONAL COMPETITIVE BIDDING)

Global Expression of Interest (EOI) under International Competitive Bidding (ICB) for Installation of Natural Gas Pipelines System for Rajasthan Gas Development Project

Cairn India Ltd. ("CIL") is the operator of the onshore block RJ-ON-90/1 (the "Block") located in Barmer district, in the state of Rajasthan. The Block contains a number of major oil discoveries including the Mangala, Bhagyam & Aishwarya oil fields, together known as MBA field. The block also has gas discovery including the Raageshwari Gas Field. Previously, 1x24" heated and insulated crude oil pipeline (~594 km long) was commissioned for evacuation of RJ-Crude from Mangala at Barmer, Rajasthan to Salaya at Jamnagar, Gujarat. Also, 1X8" Natural Gas pipeline was installed in the same trench from CIL's existing gas terminal (known as Raageshwari Gas Terminal- RGT, located ~ 80 km south of Mangala Terminal) to Salaya, Jamnagar. The aforementioned Oil & Gas Pipeline System is termed as Mangala Development Pipeline (MDPL) Project and is operational.

As a part of Rajasthan Gas Development Project, CIL intends to install a Natural Gas Pipelines System.

The Project shall broadly involve installation of 24"/30" Natural Gas Trunk Pipeline System (the "Export Pipeline") from its existing Raageshwari Gas Processing Terminal (RGT) at Barmer, Rajasthan to GSPL Terminal at Palanpur, Gujarat complete with associated tap-offs & hook-ups and station facilities including Dispatch, Receipt, SV stations & Piggings Stations etc. as per design. The length of the proposed cross-country Natural Gas Trunk Pipeline shall be approx. 200 km wherein, approx. 135 km pipeline shall be laid in existing ROU of MDPL (from RGT till AGI-12) and approx. 65 km pipeline shall be laid in the new ROU (from AGI-12 to Palanpur). The project shall also involve installation of infield pipelines Network (the "Feeder Lines") complete with associated tap-offs & hook-ups. These infield pipelines shall be of varying size (e.g. 10" to 20" and total length of approx. 30.0 km). These shall broadly include well fluid pipelines from different well pads to RGT, condensate & blending crude pipelines from AGI5 to RGT and vice-versa.

The project is proposed to be executed on EPC basis. It is proposed that major Long Lead Items (LLIs), broadly including the coated linepipes for mainlines (export pipeline & in-field pipelines), bare pipes for induction bends, mainline valves (from 8" to 24"/30") & actuators, custody transfer meters (at dispatch & receipt stations) etc. shall be procured and issued by CIL as Free Issue Material (FIM) to the EPC Contractor.

The Scope of Work for EPC Contractor shall broadly include construction surveys, detailed design and engineering, procurement & supply of all items (other than FIM by CIL), installation, testing, pre-commissioning and assistance in start-up & commissioning of the Pipelines Systems forming part of Rajasthan Gas Development Project complete with associated tie-ins/hook-ups including all associated mechanical, piping, civil, structural, electrical, SEHMS, instrumentation & controls, SCADA, telecommunication works and Pipeline Intrusion Detection System (PIDS) as required for successful execution of the project.

CIL seeks Expression of Interest under International Competitive Bidding Process ("ICB") from reputed Contractors or Consortiums (both Indian and International) with demonstrated HSE performance to express their interest to participate in the pre-qualification for the above mentioned EPC works.

Only those Contractors or Consortiums who possess substantial and proven track records of execution of EPC projects of similar nature, magnitude and meet the "**Specific Pre-Qualification Criteria**" defined below shall respond to this EOI.

"SPECIFIC PRE-QUALIFICATION CRITERIA"

1.0 TECHNICAL

- (i) The Bidder or Leader of Consortium shall have successfully executed, as Contractor or Leader of Consortium, in last 5 years, at least 150 km of 24" dia (or above) cross country hydrocarbon pipeline installation in one single order on EPC turnkey basis covering all aspects of execution of cross-country pipeline project on EPC basis including project management, procurement, design & engineering, construction & installation, testing & pre-commissioning, and commissioning. Only completed projects shall be considered for evaluation. In that specific project, Bidder or Leader of Consortium shall have successfully executed the Project Management and the Pipeline Construction as the main activity of the project by himself and not through sub-contractor.
- (ii) Other members of the consortium (if applicable) shall have completed at least one project involving a 150km 24" dia (or above) cross country hydrocarbon pipeline with the same division of Scope of Work as being proposed for the current consortium, in the past 5 years.

2.0 FINANCIAL

- (i) The average turnover of the Bidder or the Leader of Consortium in the immediately preceding two financial years shall have been a minimum of US\$ Sixty Four (64) Million.
- (ii) The Bidder or Leader of Consortium shall have had a positive net worth of at least US\$ Six Million Four Hundred Thousand (USD 6,400,000) in each of the immediately preceding two financial years. The Bidder or the Leader of the Consortium shall not be under liquidation, court receivership or similar proceedings.
- (iii) The Bidder or Leader of the Consortium shall have had a Liquidity Ratio not less than 0.75 in each of the immediately two preceding financial years.

Documents to be furnished in the Proposal for Pre-Qualification

The Bidders Parties seeking pre-qualification for aforementioned works are requested to submit the following documents and details as a minimum, for evaluation by Company:

- 1 Letter of interest clearly indicating the project reference and bidding philosophy (single or consortium basis). Bidders to note that the members of the consortium and their scope of work cannot be changed after submission of the EOI document.
- 2 In case of bidding as a consortium, the division of Scope of Work shall be submitted along with Memorandum of Understanding (MOU) on a notarized judicial stamp paper duly signed and stamped by legally authorized signatories of all entities forming the consortium. Division of Scope of Work shall be submitted along with Memorandum of Understanding (MOU) for consortium bid. The consortium partners shall submit the details of work of similar nature and magnitude to support the past track record.
- 3 Detailed information of Organization structure, Ownership details, list of manpower and resources, Discipline and geographical location wise permanent manpower strengths for providing support in execution of proposed EPC Project, current projects under execution and future workload.
- 4 Identification of project(s) meeting the pre-qualification requirement specified in the EOI.
- 5 The details of successfully executed projects of similar nature and magnitude to establish track record in last 5 years shall be submitted for Bidder and Leader of Consortium. The past experience shall be tabulated with following information as a minimum:-
 - S. No.
 - Name of the Project/Location
 - Name of Client
 - Month/Year of Award
 - Month/Year of Contractual Completion
 - Month/Year of actual Completion and reasons for delay (if applicable)
 - Contract Value
 - Diameter/Length of Pipeline

- Brief description of Scope
- Major sub-contracts involved

The past experience table shall be supported with Letter of award & Completion Certificates.

- 6 Bidder's proposed Execution methodology, including the identification of agencies (as applicable) that will carry out the following activities:
- Detailed design & engineering for the project including the pipelines and all stations.
 - Procurement (other than LLIs) including engineering for procurement & expediting, logistics.
 - Cathodic Protection Works.
 - NDT, Testing and pre-commissioning.
 - Third Party Inspection and certification etc.
 - Specialized studies (e.g. HAZOP/SIL & such safety studies)

It is Company's requirement that the "Project Management" and the "Pipelines Construction" for the current project shall be performed by "Bidder" or "Leader of consortium" by himself and not through sub-contractor.

Subcontracting is permitted for some of the balance activities not being performed by the bidder, however, the agency performing the sub-contracted activity shall have performed the activity of similar nature and magnitude in the past 5 years. Bidder shall submit the agreement/Letter of Commitment with each of the agencies for becoming a subcontractor for this project along with supporting past experience.

- 7 List of policies, procedures and Quality assurance and quality control practices in place for execution of similar works.
- 8 Bidders and Consortium partners shall have a Quality System equivalent to ISO 9001, ISO 14001, BS OHSAS 18001 etc. Copies of valid ISO certifications for ISO 9001, ISO 14001, BS OHSAS 18001 etc need to be provided.
- 9 Health, Safety and Environment (HSE) policies, implementation procedures implemented, in line with Internationally Accepted practices and statistics (including LTIFR track record) covering the last three (3) years.
- 10 Financial documents (Audited balance sheets, Profit and Loss statements etc.) for last two (2) financial years.
- 11 Any other document in support of pre-qualification.

The interested bidders should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EoI listing on the Cairn India website and submit their contact details online. Further to this, interested bidders would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform). The Bidders would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Twenty One (21) days of publication of Expression of Interest.