



WE FUEL AMAZING

**GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB)
FOR PROVISION OF SPM TERMINAL OPERATIONS AT RAVVA BLOCK**

Cairn India Ltd. ("CIL") is the Operator of the Offshore **Ravva block**, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Petroleum Ltd (VPL) and Ravva Oil Singapore (ROS) located off the east coast of the state of Andhra Pradesh, India.

Ravva Oil field comprises of 8 offshore platforms and an oil offloading facility (SPM). Approximately 20,000 BBLs of oil is produced daily from the field. This crude is evacuated by tankers through an SPM terminal located within offshore oil field. CIL intends to avail the services of terminal operators to carry out the tanker mooring, loading, Un-mooring operations & routine maintenance of SPM for period of Three Years (Firm) with One Year option of Extension. This shall include the services of following:

1. Pull Back Tug (Age less than 15 years)
2. Line Boat (Age less than 15 years)
3. Mooring Master
4. Asst. Mooring Master
5. Divers

CIL on behalf of the JV partners invites reputed vessel owners/ operators (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre qualification as bidders and to participate in International Competitive Bidding Process ("ICB"). Interested parties with minimum 5 years' experience in the E & P industry operations should submit their expression of interest with the below mentioned documents.

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 following documents and details for prequalification via [Smart Source](#)

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations/ Mooring Masters/ Divers)
3. Details of completion of similar type of projects in the last five years under headings:
 - a) Brief scope of work
 - b) Value of work in INR
 - c) Contractual Duration
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CIL may approach the client directly for the feedback)
 - g) Safety Certification / ISO Accreditation
 - h) HSE statistics, LTI graph etc.
4. Details of fleet of vessels under ownership / management of the company.
5. Demonstrate capability by proposing likely vessels for the intended operations.
6. Previous experience of executing SPM Terminal Operations.
7. Details of ISM/ISO certification, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last five years.
8. Quality assurance & Quality control practices currently in place for the execution of similar work/ services.



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9. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
- a. Net Worth – Positive net-worth of at least INR 2.2 crs or USD 0.37 mm in each of the immediately preceding two financial years
 - b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be at least INR 22.2 crs or USD 3.7mm
 - c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

Also, note –

- i. 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.
- ii. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- iii. 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.
- iv. 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

The interested Bidders should evince interest to participate in Eoi within 14 days of publication of Expression of Interest.