

EXPRESSION OF INTEREST FOR OIL & GAS STORAGE AND TRANSFER TO OIL REFINERIES

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil & gas, renewable energy, display glass, semiconductor, mining, and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for more than a quarter of India's domestic crude oil production and a vision to produce 50% of India's oil and gas production.

Cairn Oil & Gas, Vedanta Limited, is the Operator of the Offshore on behalf of itself and its Joint Venture (JV) partners invites interested parties with proven capabilities and demonstrated performance in similar requirement to express their interest in pre-qualification to participate in the National Competitive Bidding (NCB) process for **oil and gas storage and transfer facility around Cairn's Hazira plant in Suvali, Gujarat, India.**

Interested parties should have facility should be within 400 KMs from the Hazira Plant of Cairn Oil and Gas & storage capacity for handling Class A products.

Technical GO/NO-GO Criteria

- a. The bidder should have storage tanks with Class A license and should have access to further dispatch to refineries.

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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii).
- II. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
 - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value.
 - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity.
- III. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value (with the contract value taken to be sum of contract values for the Consortium has bid for). The MoU should also specify the lead consortium member among the partner members. The lead consortium member should perform minimum 40% of Scope of Work.

Financial pre-qualification criteria for consortium:

- a. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, net worth and liquidity in proportion to the percentage of work to be performed by them.

OR

- b. Lead consortium member should meet the financial evaluation criteria as a standalone entity.

Technical pre-qualification criteria for consortium:

- a. Each consortium partner should meet the technical PQ criteria set for the tender.
- IV. 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.
 - V. 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 contractors should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link for the corresponding EoI listing on the Cairn Website i.e., <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors are requested, to submit their EoI via Smart Source within seven (7) days of publication of this EoI.