

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR SUPPLY OF WELL HEAD CONTROL PANELS FOR CAIRN OIL & GAS OPERATIONAL ASSETS IN RAJASTHAN, INDIA

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 Ltd., is the Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC) located in Barmer district, in the state of Rajasthan, India.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites globally reputed contractors with proven capabilities and demonstrated performance in similar requirement to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) process for the supply of **Hydraulic Oil operated well head control panels for our gas fields located within RJ-ON-90/ 1 Block in Rajasthan, India.**

Brief Scope of Work

Design, manufacturing, inspection & testing, performance guarantee, transportation of Hydraulic Oil Operated Well-Head Control Panels (with 6 Modules each) for hook-up of Wells.

Only those Bidders who meet the below criteria should respond to this Eoi:

SPECIFIC PRE-QUALIFICATION CRITERIA

Financial Capabilities:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.
4. Bidders/ all Consortium partners shall not be under liquidation, court receivership or other similar proceedings.

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. 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.

Technical Capabilities:

Applicant should have the experience/capability for past 5 years in Design, manufacturing, inspection & testing, and supply of Hydraulic Oil Operated Well-Head Control Panels for Oil & Gas industry.

Participants are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the qualifying projects with following details:
 - a) Brief scope of work
 - b) Unpriced PO
 - c) Contractual Duration
 - d) Actual completion of Project,
 - e) Completion Certificate from users
 - f) Contact details of the Client (Operator may approach the client directly for the feedback) reference along with completion certificates from user(s)
2. Detailed contractor information clearly specifying years of experience in similar jobs, organization structure, list of testing facilities, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources for relevant scope.
3. Demonstrate Engineering, Fabrication and Testing capacities & capabilities along with list of testing procedures.
4. HSE Management Systems, Policies, HSE Safety Manual / Procedures, HSE Organogram in line with internationally accepted practices.
5. HSE certification / accreditation / safety award / reward / recognition received.
6. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices.
7. Copies of valid ISO certifications for ISO 9001: 2015, ISO 14001:2015, OHSAS 18001: 2007/ ISO 45001:2018, other statutory certification like DGMS, ASME U / R stamp, API Q1 9th editions/ API Q2 1st edition etc. for the intended scope of work (as applicable).

Also, note -

- i. Normally standalone financials of the bidding entity will be considered. However, if available, consolidated financials at the group level can be considered.
- ii. Parent company or Affiliate's financials can be considered, subject to submission of Parent/ Affiliate company guarantee as per Vedanta's format.
- 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- iv. If Consultant is submitting unaudited statements as there is no audit requirement in the country of residence, then the financials should 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.

The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the “Evince Interest” link against the corresponding Eol listing on the Cairn website i.e., <http://www.cairnindia.com> and submit their contact details online. Further to this, interested suppliers / contractors would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform).

The interested bidders should “Evince interest” to participate in Eol within 14 days of publication of Expression of Interest.