**EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) PROCESS FOR PROVISION OF**

**LAND & RoU ACQUISITION AND ALLIED SERVICES FOR EXPLORATION SITES**

**OF CAIRN OPERATED OALP BLOCKS ACROSS 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 and 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. Cairn Oil & Gas has a vision to achieve 50% of India’s crude production and contribute to India’s energy security.

Cairn Oil & Gas, Vedanta Ltd., has been awarded multiple exploration blocks throughout India pursuant to the Open Acreage Licensing Policy (OALP). The Company has aggressive exploration plans to commence hydrocarbon resource establishment and subsequent exploration activities OALP blocks in a fast-track timeline. Cairn Oil & Gas, Vedanta Ltd., invites interested contractors with proven capabilities or track record and demonstrated HSE performance in similar requirement to express their interest to participate in National Competitive Bidding (NCB) process for **provision of land & Right of Use (RoU) acquisition and allied services for exploration sites of Cairn operated OALP blocks located in Rajasthan, Gujarat, and Northeast regions of India** on long term basis.

**Brief Scope of Work**

Considering multiple land procurement modes to be followed for Hydrocarbon Exploration & Production Drilling Projects viz. land acquisition under the prevailing Land Acquisition Act / Direct land purchase / Direct land lease / Govt. Land allotment on temporary permanent basis and/or permanent basis and RoU acquisition for intra field & inter field pipeline corridors under PMP Act,1962.

1. Vedanta Ltd, (Cairn Oil & Gas / CIL- ‘Company’) is the Operator in various Oil and Gas fields allocated by government of India for Exploration and Production of Oil and Gas. Company is presented in multiple locations across India mainly in Rajasthan, Gujarat, Andhra Pradesh, and Assam. Company requires to fulfil the above-said objective, the Bidder is expected to provide end-to-end solution to deliver land(s) for Hydrocarbon Exploration & Production Drilling Projects of the Company. The bidder shall have knowledge of relevant and prevailing land acquisition rules & regulations of the State and/or Central Govt. and suggest best possible acquisition mode to the Company which shall be cost effective, time effective and litigation free. Bidder has to ensure to acquire land as per prevailing rules & regulations, ensuring all statutory applicable permissions / approvals in place, ensure proper documentation, ensure land to be encumbrances / litigation free and in case required, documents may be sufficient to cater future litigation, if any, and last but not the least the effective and smooth liaison whenever and wherever required with various stakeholders including landowners / land occupiers / local community / Govt. Authorities to carry out seamless land / RoU acquisition proceedings and peaceful physical possession of the land for the Project. And RoU Acquisition activities to be carried out at for acquiring pipeline corridors under rules and provisions of the Petroleum and Minerals Pipelines (Acquisition of Right of User in Land) Act, 1962 (hereafter “the PMP Act, 1962”). There is a need for continuous engagement with Landowners, Govt. Authorities like Competent Authority (CA), MoPNG, District Administration, State Administration, Revenue Authorities, Regulatory Authorities to ensure all legal process with proper documentation with all regulatory approvals, including subsequent approvals / permissions for crossings from respective authorities, if any, to enable the Company to carry out its proposed operations.

Please note the below criterion are only for reference and the criteria(s) for shortlisting the bidders shall be based on tender requirements and specified therein. The same shall be communicated to bidders appropriately in the tender.

**SPECIFIC PRE-QUALIFICATION CRITERIA**

**Technical Capabilities:**

Bidder should have minimum three (3) years of experience in land & RoU acquisition in the respective region viz Rajasthan, Gujarat & Northeast. Clear understanding of local area, expertise in land acquisition and allied activities.

**Financial Capabilities:**

1. Annual 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 in each of the preceding two (2) financial years shall not be less than one (1).
4. Bidders/ all Consortium partners shall not be under liquidation, court receivership or other similar proceedings.

Also, note –

1. 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)
2. 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

1. Evaluation will be done only based on the published annual reports / audited financials containing Auditor’s report, Balance sheet, Profit & Loss a/c and Notes to Accounts
2. 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.
3. Company’s financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (EoI). The bidding entity not meeting the financial criteria mentioned above in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process.

All qualifications and exceptions brought out in Auditor’s report and Notes to Accounts would be factored in while undertaking financial evaluation.

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

1. Letter of interest clearly indicating the project reference.
2. Detail Company Information with Organization structure.
3. Details of Material handling & Lifting Equipment Owned.
4. Details of completion of similar type of services in the last three years under heading:
   1. Brief scope of work
   2. Value of work in INR
   3. Contractual Duration
   4. Actual completion of Project
   5. Client’s name
   6. Contact details of the Client (Cairn may approach the client directly for the feedback)
   7. HSE statistics, LTI graph etc.
5. Bidder shall provide contract copies of major contracts executed in each of the preceding five years.
6. Details of current commitments - List of all jobs under execution with the value of the Job and percentage Completion.
7. Service Completion Certificates, Client Feedback etc of similar contracts executed in the last five years.
8. LTI track record, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last three years.
9. Updated Quality Policy & Practices, Process flow, organization chart, proven track record of catering similar services for 3 years etc.
10. Copies of ISO 9001:2015/ API Q1 9th edition/ API Q2 2nd edition or equivalent (as required), ISO 14001:2015, ISO 45001:2018 or any other certification as applicable for the intended scope of services.
11. 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.
12. Documents in support of Health & Safety Environment & Quality [HSEQ] performance

* Details of established Quality Manual, Policy and Procedures, valid Quality Certifications, Accreditations

The interested companies/consortiums 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 website i.e. http://www.cairnindia.com and submit their contact details online. Further to this, interested parties/ Bidders/companies/consortiums would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform).

The interested bidders should “Evince interest” to participate in EoI within **10 days** of publication of Expression of Interest.