

## **GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF PARTIALLY HYDROLISED POLYACRYLAMIDE [HPAM] POLYMER FOR EOR APPLICATION AT RAJASTHAN BLOCK**

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 and Gas, Vedanta Ltd., is the Operator on behalf of Joint Venture ("JV") partners Cairn, Oil and Gas, Vedanta Ltd., and Oil and Natural Gas Corporation ("ONGC"), of the Contract Area RJ-ON-90/1 at Barmer, Rajasthan, India. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwariya & Associated fields. Operator in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nagana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from Mangala, Bhagyam & Aishwariya well pads. Currently, Mangala, Bhagyam & Aishwariya fields are under polymer flood operations.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and its JV partners invites reputed, reliable and experienced polymer manufacturers with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) Process for supply of Partially Hydrolysed Polyacrylamide Polymer (HPAM) for application to Mangala, Bhagyam and Aishwariya (MBA) fields located in RJ-ON-90/1 Block in Rajasthan, India.

This would be a multiyear contract.

Manufacturers currently manufacturing PARTIALLY HYDROLISED POLYACRYLAMIDE and who meet following criteria should respond to this EoI:

- 1) Shall be a manufacturer of Polyacrylamide (in powder form) having annual manufacturing capacity of at least 40,000 MT.
- 2) Bidder should have at least three (03) years prior experience of supplying PARTIALLY HYDROLISED POLYACRYLAMIDE to Oil and Gas industry.
- 3) A positive net worth in the immediately preceding two financial years.
- 4) Turnover in each of the preceding two (02) financial years should be equal to or more than the estimated average annual contract value.
- 5) Liquidity ratio shall not be less than 1.00 in each of the preceding two (02) financial years.

Only those Participants possessing substantial and proven record of performance in executing similar supplies of HPAM globally should respond to this notice. Participants are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference.
2. Detailed Company information.
3. List/Details of similar types of supply contracts executed in last 3 years, along with details of experience to supply PARTIALLY HYDROLISED POLYACRYLAMIDE.

4. 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 12 months on the date of submission of response to Expression of interest.

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. 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 based on 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. In case, the financial performance documentations are published in any language other than English, Participants are requested to get the financials translated into English and have them notarised before submission.

5. Documents in support of manufacturing & supply capabilities: Participants are requested to submit details of their manufacturing capabilities indicating the following:
  - a. Overall manufacturing capacity along with individual plant capacities, their geographical spread & related details. Clearly mentioning all the chemicals/products manufactured with respective capacities for each chemical/product. Participants are also requested to furnish a declaration, on its letter head, stating its cumulative plant capacity utilization for past two financial years & planned capacity addition in the next two financial years for all the manufacturing facilities.
  - b. All the manufacturing locations with respective capacities, distinctly mentioning HPAM capacity of each plant. Overall HPAM capacity, mentioning capacities for liquid and powder form separately. Also mention the purpose for which the HPAM is utilized (i.e. water treatment, paper and pulp, EOR, hydraulic fracturing, etc.)
  - c. Supply experience for Oil & Gas Industry for Enhanced Oil Recovery Projects indicating details as : i) Brief scope of work including quantity supplied & year of supply, ii) Value of work in US \$, iii) Tenure of contract,

iv) Client name, v) Contact details of client (Operator may approach the client directly for feedback), vi) Delivery location & mode of shipment. Past 5 years details may be shared.

Bidder shall also submit a separate list of contracts executed outside the home country along with volume supplied and delivery terms apart from the above information.

- d. Packaging options: Participants to share the details of current capabilities of supplying PAM in jumbo bags and specialized 20 ft liner containers.
  - e. List of litigations in the last 5 years, if any.
6. Documents in support of Health, Safety, Environment & Quality [HSEQ] performance: Participants are requested to submit (i) Health, Safety and Environment [HSE] policies, procedures, manual in line with internationally accepted practices and HSE statistics covering the last 3 years, (ii) Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, (iii) copies of ISO 9001, 14001, OHSAS 18001 or any other certification as applicable.
7. All the submitted documents should be certified by the Power of Attorney (POA) holder or the concerned authorized person of the company.

EOI submission shall be complete with the above requested information.

The interested parties 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 i.e., [www.cairnindia.com](http://www.cairnindia.com) . Further to this, interested parties would be invited to submit their response via Smart Source (Cairn’s e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Ten (10) days of date of publication of Expression of Interest.