

EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) FOR PROVISION OF CIVIL AND STRUCTURAL WORKS FOR CONSTRUCTION OF CELLAR PITS AND OTHER STRUCTURES AT MANGLA, BHAGYAM, AISHWARYA AND OTHER FIELDS 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 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 and Gas, Vedanta Ltd., is the Operator on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the onshore block RJ-ON-90/1 (the "Block") located in Barmer and Jalore district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries including the Mangala, Bhagyam & Aishwariya fields.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors 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 **civil and structural works for construction of cellar pit and other structures at Mangala, Bhagyam, Aishwariya (MBA) and other fields in Rajasthan, India.**

The detailed scope of work broadly includes services, systems, materials, equipment, and resources required for the safe execution of the various Civil Works for construction of cellar pit and other civil works, structural steel fabrication, Grating cover and WBM rig mat at multiple locations at a time of Mangala, Bhagyam, Aishwariya (MBA) and other fields in Rajasthan.

Bidder scope include Pre-bid site survey, Construction Engineering, Procurement & Construction of Cellar Pits as mentioned below:

- Deep Cellar pits (approx. 5m deep).
- Shallow Cellar pits (approx. 3m deep)
- Other Civil works.
- Structural Steel fabrication and installation
- Procurement & Installation of Gratings

PRE-QUALIFICATION CRITERIA

Note: APPLICANT wherever referred to in this document, shall mean the Oil & Gas Services/EPC Company itself (in case the bidder responds as an individual company) or Leader of Consortium of Oil & Gas Services/EPC Companies (in case the bidder responds as a CONSORTIUM).

The APPLICANT shall be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Specific Pre-Qualification Criteria

Technical Pre-Qualification criteria:

Bidder or Consortium shall have completed the execution of Projects with minimum cumulative value of \$ 1.5 Mn of similar scope of civil / structural work related to cellar pits / RCC culverts / Underground RCC pits in Oil, Gas & Chemical processing in past seven (7) years.

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

1. Letter of interest identifying the qualifying projects meeting above criteria with following details:
 - a. Name of the Project
 - b. Client Name / Location of Project
 - c. APPLICANT's or CONSORTIUM MEMBER's Brief Scope of Work
 - d. Value of work INR/USD
 - e. Contractual Duration
 - f. Actual completion of Project
 - g. Completion Certificate from users
 - h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
2. Detailed Project Execution Philosophy describing management of engineering, procurement, construction and commissioning phases of project.
3. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
4. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.

Financial Pre-Qualification criteria:

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 1.00 in each of the preceding Two (02) financial years

APPLICANTs are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two)

financial years in the tender. Latest financial statement should not be older than 12 months on the date of Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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 and Commitment Letter, as described under:
- 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
- In case of consortium, Participant is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and indicate the scope of work to be performed by the respective consortium members expressed as a percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, net worth and liquidity in proportion to the percentage of work to be performed by them. The Performance Bank Guarantee (PBG) will have to be submitted by individual consortium partners in the ratio of work being performed unless the Leader takes responsibility of the complete consortium in which case, Leader can submit PBG of required value.
- 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
- 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

Interested companies meeting following criteria should respond to this EOI:

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. Minimum 5 years of experience in executing similar projects in Oil & Gas, Petro-chemicals, Fertilizers, Process, Transmission & Distribution industries.

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

1. Letter of interest clearly indicating the project reference and detailed company organizational structure / information.

2. Contract copies, service orders successfully executed for 5 years (Min. 5 years in preceding 10 years) similar to scope of work and those of currently under execution along with details of total executed project cost. Details of completion of similar type of projects in the last five years under heading:
 - a) Brief scope of work
 - b) Value of work in INR/USD
 - c) Contractual Duration
 - d) Actual completion of Project,
 - e) Clients name
 - f) Contact details of the Client (Operator may approach the client directly for the feedback)
 - g) HSE statistics, LTI graph etc.
3. Completion certificate/ Occupancy certificate along with copy of work order/ project details (stating scope of work, project value, commencement date, completion date, and location of work) must also be provided.
4. Detailed Project planning and Execution methodology.
5. Details of Key Members who shall be involved in the Project execution including their experience levels.
6. Details of Equipment owned by the company relevant to execution of advertised contract. Quality assurance & quality control practices currently in place for the execution of similar work.
7. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate Company's program is paramount. Evidence supporting successful major operations in remote areas must be submitted.
8. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
9. HSE Management Systems, Policies and supporting documentation demonstrating compliance to HSSEQ questionnaire.
10. 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 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 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 would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fourteen (14) days of publication of this EoI.