

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR
PROVISION OF SERVICES (INCLUDING OPERATION & MAINTENANCE) OF GAS ENGINE DRIVEN
RECIPROCATING COMPRESSOR PACKAGES ON RENTAL BASIS**

Cairn Oil & Gas, Vedanta Limited, 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 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, Aishwarya, Raageshwari and other fields.

Cairn Oil & Gas, Vedanta Limited, on behalf of itself and its joint venture partners invites Expression of Interest for pre-qualification on International Competitive Bidding ("ICB") process from reputed Contractors with demonstrated HSE performance and proven track record with capabilities in provision of gas compressor packages on rental basis.

Operator intends to install Gas Engine driven Reciprocating Compressor package units including its Operation & Maintenance, for transportation of Natural Gas from the Well-pad to Gas processing Terminal. The rental Gas compressor package shall be provided as an integrated package with all its accessories such as Inlet cooling system, scrubbers, air coolers, piping, instrumentation & control systems, automated valving, electrical system etc.

Brief Scope of Work:

Services include supply, Installation, pre-commissioning, commissioning. Operation and Maintenance of Gas Engine driven Reciprocating compressor packages as per functional specifications & all applicable API & ISO standards.

The compressor packages should compress up to 4 MMSCFD of natural gas meeting the following requirements.

- o Compressor Type: Reciprocating compressor
- o Driver: Gas engine driven
- o Compression Ratio for each stage: 1 to 3.

Operations and Maintenance including infrastructure (such as operator's shed / cabin etc.) required. Supply of all consumables required for smooth operation and maintenance of the compression station. Fuel gas shall be supplied by COMPANY.

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical:

Applicant shall have supplied/ manufactured/ rented and operated (Operations & Maintenance) at least one Gas Engine driven Reciprocating compressor package of minimum 4 MMSCFD capacity with compression ratio of at least 1:4 in last 10 years.

Interested Manufacturers or Suppliers who do not have the experience in Operations and Maintenance but intent to participate with all inclusive scope (Supply and Operations & Maintenance) shall submit their interest for evaluation. In this case, the interested party shall have supplied/ manufactured at least one Gas Engine driven Reciprocating compressor package of minimum 4 MMSCFD capacity with compression ratio of minimum 1:4 in last 10 years.

Note: In case, the Interested Party is in Consortium arrangement, then in such scenario

- a) Lead member of the Consortium shall be evaluated by Company for technical criteria. For avoidance of doubt, it is clarified that in such arrangement, the Lead member should be managing the Operation and Maintenance services during the duration of Contract.
- b) The financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partners' financials can also be considered subject to submission of corporate guarantee by such consortium partner as per the Company's format.

Financial performance

- a. Positive net worth in each of the immediately preceding two financial years
- b. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value
- c. Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years.

Interested parties are requested, as a minimum, to submit the following documents and details:

1. Letter of interest from interested party on their Letter Head clearly specifying the qualifying projects.
2. List of current ongoing contracts of similar nature under execution.
3. Project Execution & Management / Planning & Scheduling methodology.
4. Details of service centers in India / Asia / Far East to extend prompt after sales support.
5. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, HSE Organogram in-line with internationally accepted practices and HSE performance statistics (LTIFR, FAR, MVAFR) for last five (3) years.
6. HSE certification / accreditation / safety award / reward / recognition received & past experience.
7. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix
8. Copies of ISO certifications for ISO 9001, ISO 14001, OHSAS 18001, other statutory certification like DGMS, ASME U stamp, API etc.
9. Procedures/ Systems for subcontractors & vendors evaluation and appointment
10. Details of litigations in last 3 years
11. Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (2) years.

Additional points to be considered for evaluation of financial performance:

- 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 as described under (ii). This should be clearly mentioned in the tender
- 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 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.
- 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
- vi. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

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 and submit their contact details online. 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 fourteen (14) days of date of publication of Expression of Interest.