

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR PROVIDING END TO END PILOT WATER FLOODING/INJECTION FACILITY IN TIGHT OIL RESERVOIR WELLS FOR ABH, 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 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. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the Rajasthan basin.

Cairn on behalf of itself and its Joint Venture ("JV") partners, Oil and Natural Gas Corporation ("ONGC"), for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India, issues this EOI for Overall end to end integrated surface facility (Surface facility for Pilot water injection in wells pertaining to Tight Oil reservoir) on rental mode which includes Engineering, mobilization, installation, commissioning including operation and maintenance of the facility under International Competitive Bidding ("ICB"). Bids are invited from reputed companies with similar capabilities with demonstrated HSE performance and proven track record with capabilities in Design, engineering, Procurement, installation, and Commissioning of such facility.

Scope of Work:

To enhance the Oil & Gas production from the Block, Cairn intends to start high pressure water injection in few wells of Tight oil reservoir located in existing well pads near MBA Fields in RJ-ON-90/1 block as a pilot. To achieve these objectives, Vedanta Ltd., invites Contractors with proven capabilities and demonstrated performance to express their interest to participate in the Competitive Bidding Process for the job of design, mobilization, installation, commissioning of High-pressure Injection water facility on rental mode including operation and maintenance of the facility till the period of pilot study.

The tentative scope of work envisages the overall end to end Integrated oil & gas facility operation to be placed in well pads on Rental basis, Indicative points mentioned below:

- I. Design, Supply, installation, commissioning, Operation and Maintenance of Injection water facility for few wells of Tight Oil reservoir as a pilot.
- II. Facility design input
 - a. Injection THP Maximum ~1400 Psi.
 - b. Peak water Injection rate ~ 2500 BWPD per wells
 - c. Injection water availability- Fresh water will be made available through existing pipeline at Pads.
 - d. Injection water requirement- Chemically treated water, to be heated to achieve temperature of 70 Deg C. Filtration required to achieve solid particle < 5-10 Micron and TSS < 10 mg/L.
- Facility may consist of but not limited to Water storage tank, Heating unit, Filter unit, Chemical Injection units, Injection Pumping unit, instrumentation and control system for control on injection and pressure rate, Power system for running unit by providing DG or other power, Measurement system to record Injection THP, THT, Onsite basic water quality measurement system etc.
- III. Deployment of qualified and skilled supervisor, technicians and operators to Operate and maintain the facility.
- IV. Enabling Civil and structural, piping, E&I works pertaining to these facilities including obtaining statutory approvals like DGMS etc.

PRE-QUALIFICATION CRITERIA:

Note: APPLICANT wherever referred to in this document, shall mean the Oil & Gas Services/Company with experience in Providing similar Water injection facility (in case the bidder responds as an individual company) or Leader of Consortium of Oil & Gas Services/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 & Gas.

Technical Pre-qualification criteria:

Bidder or Consortium shall have successfully designed, mobilized, commissioned at least 02 Similar Injection water facility of similar capacity or more in oil & gas fields in last 10 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 in each of the preceding two (02) financial years.

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.

Documents to be submitted as a proposal for pre- qualification

1. Letter of intent (on letter head) to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. A declaration on bidder's company letter head, signed and stamped by an authorized signatory of the bidder, that the bidder shall be responsible for end to end delivery for which the bidder expresses the interest through this EOI.
3. Documents in support of financial capabilities:
 - a. Bidder is 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 the preceding five financial years. Latest financial statement should not be older than 15 months on the date of submission of response to Expression of interest.
 - Normally standalone financials of the bidding entity only will be considered. However, if Parent Company Guarantee (PCG) is submitted then consolidated financials at the bidding entity level can also be submitted. This should be clearly mentioned in the EOI response.
 - b. 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.
 - c. Provide information regarding revenue/turnover from business for the last two years.
 - d. List of litigations in last 5 years, if any.
 - e. Declaration specifying that the Bidder is not under liquidation, court receivership or other similar proceedings.
4. Letter of interest from interested party on their Letter Head.
5. Detailed contractor information clearly specifying years of experience in similar jobs, organization structure, list of resources, machinery, support agencies and other facilities and resources for relevant scope.
6. List of current ongoing contracts of similar nature under execution.
7. Proven Track Record of catering similar services for last 10 years.

Quality, Health, Safety and Environment (QHSE) requirement: Bidder must have a comprehensive Health, Safety and Environmental Management system in place. Bidders are requested to submit the following documents related to HSE to be evaluated at Tender stage:

8. Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure, and sample HSE plan for similar nature of job.
9. HSE statistics - fatality rate, LTIFR data etc.
10. Certifications pertaining to HSE, QA/QC, International accreditations etc.

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 website i.e., <http://www.cairnindia.com> 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 should "Evince interest" to participate in EOI within 7 days of publication of Expression of Interest.