

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF HYDROCARBON TANK CLEANING SERVICES AT RAJASTHAN

Vedanta Ltd. is the world's 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power.

Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production and a vision to produce 50% of India's crude production. Cairn Oil & Gas on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance under the National Competitive Bidding ("NCB") process 'Provision of Hydrocarbon / Water Tank Cleaning Services at Rajasthan.

The scope broadly includes Provision of Hydrocarbon Tank Cleaning Services and disposal of sludge safely to PCB Authorized Vendors.

Interested Contractors meeting following criteria should respond to this EOI:

Financial:

1. Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to 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.

Technical:

- Min 3-year experience (in preceding 5 years) in providing Hydrocarbon Tank Cleaning Services in Oil & Gas processing /Refinery /Petrochemical /Chemical Industry.

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 during the time of submission of documents.
- 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.

The interested Contractors/ Consortiums 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 within Fourteen (14) days of publication of this EoI. Further to this, interested contractors would be invited to submit their techno-commercial bids (Unpriced and Priced) for evaluation and qualification via Smart Source (Cairn's e-Sourcing Platform).

Website Media