

GLOBAL EXPRESSION OF INTEREST (EoI) FOR SUPPLY OF FLUSHING OIL AT BHOGAT, GUJARAT

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 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. It operates a 24" underground/ continuously heated/ insulated Crude Oil Export Pipeline of approximately 670 km, 24"/ 10" spur-lines, 8" Gas (fuel) Pipeline, intermediate pumping station/ terminals and related facilities for the transportation of approx. 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the different customers along the Pipeline route and land fall terminal point at Bhogat, in the state of Gujarat.

The crude oil flowing through the 24" pipeline is waxy crude with wax appearance temperature (WAT) of ~ 65 deg C. As such crude oil temperature is maintained above WAT by continuously heating the Pipeline with SEHMS (Skin Effect Heat Management System) technology. However, pipeline heating is not available in the marine sections. Due to this, the crude in the pipeline from onshore terminal at Bhogat to SPM along subsea/ floating marine hoses needs to be flushed/ displaced with suitable flushing oil after every export operation, to prevent crude congealing/ solidifying in the marine system.

Cairn Oil & Gas on behalf of its joint venture partner's invites Expression of Interest under International Competitive Bidding (ICB) process from reputed Suppliers/Refiners (Indian and International) for **Supply of Flushing Oil for Bhogat to flush/ displace crude from marine system.**

The properties of crude oil as well as required properties for flushing oil shall be shared as part of tender documents.

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 1.00 in each of the preceding Two (02) financial years.
4. Minimum three (03) years' experience in supply of Petroleum Products

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

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 past experience to supply petroleum products in Indian Ports / terminals.

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 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 seven (07) days of publication of this EoI.