



EXPRESSION OF INTEREST FOR PROVISION OF SECURITY SERVICES AT RAJASTHAN, GUJARAT AND ANDHRA PRADESH, INDIA

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 and Gas, Vedanta Limited, is the Operator of onshore block RJ-ON-90/1 located in Barmer & Jalore Districts in the state of Rajasthan & crude oil/gas export cross country Pipeline from Barmer in Rajasthan to Bhogal in Gujarat; Offshore block CB/OS-2 located off the west coast of the state of Gujarat; Offshore Block Ravva Oil and Gas Field (Ravva), located off the east coast of the state of Andhra Pradesh.

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 for "**Provision of Security Services**".

The scope broadly includes the following:

- Provisioning of end-to-end Security Services & Solutions with an aim to achieve 'Zero Incident, Zero Leakage, Zero Theft' in accordance with Private Security (Regulation) Act, 2005 and related state rules for state of Rajasthan, Gujarat and Andhra Pradesh (as amended from time to time) along with affiliated support services e.g. vehicles for Conveyance of guards with fuel & drivers, Mobile phones, Security related equipment on requirement basis, Accommodation for guards (Clusters and Independent sites).
- QRT (Quick Reaction Team) services.

Vedanta on behalf of the JV partners invites reputed Contractors with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in National Competitive Bidding Process ("NCB") process.

Financial GO/NO-GO Criteria

- a. Turnover - Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value.
- b. Net Worth - Positive net worth in each of the immediately preceding two (02) financial years.
- c. Liquidity Ratio - Liquidity ratio in each of the preceding two (02) financial years should not to be less than 1

Technical GO/NO-GO Criteria

- a. Minimum Five (05) years of experience as Security Service provider with minimum guard force of 500 Security guards in the Country.

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 Annualized 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/ 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 Seven (7) 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).