

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR PROVISION OF ENGINEERING STUDIES & CONSULTANCY

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. 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 Oil and Gas on behalf of itself and its joint venture partners invites globally reputed Engineering Consultants to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) Process to carry out:

- (i) Front End Engineering Design, ITT and Cost estimate
- (ii) Detailed Design Engineering
- (iii) Follow-on Engineering,
- (iv) Basic Engineering Studies
- (v) Project Management Consultancy

The scope of work shall pertain to any one or more of the following -

- a) Greenfield & Brownfield development of Oil and Gas facilities
- b) Debottlenecking or Augmentation of existing facilities
- c) Replacement or Abandonment of existing facilities
- d) Introduction of new technologies to enhance oil recoveries
- e) Material selection study and Identifying suitable materials of construction (MOCs)
- f) Studies for Produced Water Separation and Treatment
- g) Root Cause Analysis for critical incidence
- h) Safety Studies
- i) Project Management Consultancy for any given scope
- j) Cost Estimation and / or Cost Validation
- k) Surface Facility adequacy tests
- l) Engineering / Studies related to Environment, Social and Governance (ESG)
- m) Maintenance Engineering

SPECIFIC PRE-QUALIFICATION CRITERIA

1. Financial Capabilities:

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. 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.

2. Technical Capabilities

Bidder should have experience of 5 years in any two or more of the work scope given below .

- II. FEED, ITT and Cost estimate
- III. Detail design engineering
- IV. Project Management Consultancy Services

Bidder should have all discipline (Process, Piping, Mechanical (Static & Rotary), Electrical, Instrumentation, Civil, Pipeline etc) experienced engineers in the company.

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

- 1) Letter of interest with detailed company information
- 2) Detailed Company Information with Organization structure, Credentials of key personnel (Project Engineering Manager/ Head of Department), etc.
- 3) Details of completion of similar type of projects in the last five years under headings:
 - a. Brief description of the project
 - b. Name & location of the project
 - c. Contractual Duration
 - d. Actual completion of Project with completion certificates
 - e. Clients name & Contact details (Company may approach the client directly for the feedback)
 - f. Applicant role in the project

- 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.

QUALIFICATION CRITERIA FOR DIFFERENT CATEGORY

Company intends to empanel competent Business partners in the field of engineering who have the capability and experience in delivering Concept Studies, FEED, Detailed Engineering and PMC. Company will qualify the Parties and empanel in Company's list in different categories. The qualification and categories shall be determined based on the highest value of single order executed by the EO Applicant in Oil & Gas (Onshore and Offshore) field completed in the past 5 years.

Onshore –

Category 1 : Single Order Value of minimum USD 2 MM for FEED and Single Order Value of minimum USD 4 MM for PMC; with annual turnover of minimum USD 3 MM

Category 2 : Single Order Value of USD 0.5 MM for FEED or Detail Engineering; with annual turnover of minimum USD 1 MM

Offshore –

Category 1 : Single Order Value of minimum USD 2 MM for FEED and Single Order Value of minimum USD 4 MM for PMC; with annual turnover of minimum USD 3 MM

Category 2 : Single Order Value of USD 0.5 MM for FEED or Detail Engineering; with annual turnover of minimum USD 1 MM

The interested suppliers should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding Eol listing on the Cairn website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested suppliers / contractors would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform). Further to this, interested Parties would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform).

The interested suppliers should "Evince interest" to participate in Eol within 21 days of publication of Expression of Interest.