

GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR PROVISION OF UNDERSTANDING MECHANISM OF FORMATION DAMAGE AND RESTORATION OF PRODUCTIVITY INDEX IN MANGALA SERVICE BLOCK: RJ-ON-90/1

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 Limited, is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil & Gas is the Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. Cairn Oil & Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries. 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.

The Mangala oil field started its production in 2009 and from very start of its production, hot waterflood was implemented and full field polymer flooding was started in 2015 to improve sweep efficiency. With an active polymer flood for last 7 years, steep decline in well productivity index (PI) is observed due to severe polymer plugging and deposition in near wellbore region, perforations, and wellbore. During well intervention activities it has been observed that polymer mixed with paraffin and mineral scales form agglomerates and frequently choke artificial lift downhole, making them inefficient and requiring frequent replacements.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the International Competitive Bidding Process for the **“UNDERSTANDING MECHANISM OF FORMATION DAMAGE AND RESTORATION OF PRODUCTIVITY INDEX IN MANGALA”**.

Scope of Work shall broadly include:

- RCA of damage mechanism behind rapidly dropping productivity index.
- Suggest remedial measures including, but not limited to, suitable chemical/mechanical stimulation/methods, tools, and strategies to improve and restore productivity index (PI) in Mangala producer wells.

Interested companies / consortiums meeting following criteria should respond to this EoI:

1. Contractor shall have a minimum of 05 years (in preceding 10 years) experience in two of the following focused areas:
 - a. EOR – Polymer flooding
 - b. Stimulation – Chemical & Fracturing
 - c. Artificial lift management
2. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.

3. Positive net worth in each of the immediately preceding two financial years.
4. Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years.

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. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, 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 for 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
- vii. Latest audited financial statement should not be older than 12 months from the date of EoI.

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 within 14 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform).