
EXPRESSION OF INTEREST (EOI) FOR PROVISION FOR INSTALLATION OF PRODUCED WATER TANK AT RJ NORTH (MPT), BARMER, RAJASTHAN, INDIA.

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 & Gas, Vedanta Ltd., is the Operator on behalf of itself and its Joint Venture (JV) partners, Oil and Natural Gas Corporation (ONGC) for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India. The Operator envisions to augment produced water handling capacity by installing additional produced water tank and associated pumps at Mangala Processing Terminal, Barmer. 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 in pre-qualification to participate in the International Competitive Bidding (ICB) process for the provision for Installation of Produced Water Tank including associated works at RJ North (MPT), Barmer, Rajasthan, India.

Brief Scope of Work:

Provision of EPC Services for the new PW tank will be of capacity ~300 KBLPD (~24000 M3) with associated civil, Piping, Electrical and Instrumentation works, associated Utilities provision, Pump Installation, Electrical panel extension, DCS /ESD system installation. The piping, E&I and utilities shall be hooked up with the existing plant facilities.

Only those Bidders who, as a standalone entity or consortiums (for Installation & Commissioning of Tank) meet the below criteria should respond to this EOI:

"SPECIFIC PRE-QUALIFICATION CRITERIA"

1. Has the experience/capability for Engineering, Installation, Testing & Commissioning of either in EPC/LSTK or Services Contracts for the Surface facilities including Hydrocarbon Storage Tank installation at Oil and Gas Production facilities /Petrochemical plant projects / Oil refinery projects in the past 5 years.
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 1.00 in each of the preceding Two (02) financial years

Interested parties are also requested, to submit the following documents and details as a minimum:

1. Letter of intent (on letter head) to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. A declaration on bidder's company letter head, signed and stamped by an authorized signatory of the bidder, that the bidder shall be responsible for end-to-end delivery for which the bidder expresses the interest through this EOI.
3. Notes and Document requirements in support of financial capabilities:

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years in the tender. Latest financial statement should not be older than 12 months on the date of Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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 and Commitment Letter, as described under:
 - 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
 - In case of consortium, Participant is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and 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.
- 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
- 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

4. Documents in support of technical capabilities: Companies are requested to submit details of their manufacturing capabilities indicating:

a. Details of services provided 2 years (either by self or through subcontractors) for the Surface facilities including storage tanks installation & commissioning at offshore / onshore / Processing Terminals for past 5 years either in EPC, LSTK or service contracts or with consortium in India.

- c. Engineering if not directly, should have done by having MOU with engineering companies.
- d. Detailed company information with organizational structure & resource availability including supply capabilities.
- e. List of current contracts under execution with value of contracts and percentage completion
- f. Demonstrate Technical and Managerial resource availability including engineering and procurement capabilities along with organogram and resource responsibility.
- g. Demonstrate Fabrication and Testing capacities & capabilities along with list of testing facility.
- h. Past 5 years major supply list with unpriced PO.
- i. HSEQ performance documents of the bidder/all members of the consortium as listed in Prequalification criteria 3 (HSE)
- j. Valid Quality Certifications / Accreditations and Quality Manual, Policy & procedures

EOI submission shall be complete with the above requested information. The interested parties should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EOI listing on the Cairn's website and submit their contact details online. Further to this, interested parties would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform). The interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within fourteen (14) days of date of publication of Expression of Interest.