

GLOBAL EXPRESSION OF INTEREST (Eoi) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR DELIVERY OF BESPOKE PROJECTS IN UPSTREAM OIL & GAS

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.

To execute the exploration and development projects, Cairn is looking to enter into MSA with partners having the capability to deliver bespoke projects through Subject Matter Experts. Cairn Oil & Gas on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors to express their interest to participate in International Competitive Bidding (ICB) process for **delivery of bespoke projects for upstream in Cairn Oil & Gas.**

Bespoke Projects

We are looking for business partners who can undertake defined projects as per an issued and then agreed scope of work entailing in any one or more of the following areas: -

- a) Review and analysis of Sub-Surface data
- b) Preparation of Development Plans
- c) Well Design & Engineering
- d) Facility Design & Engineering
- e) Validation of Exploration, Appraisal and Development prospects
- f) Any other Oil & Gas life cycle projects

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 INR 5 crore or equivalent (i.e., USD 600, 000).
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.
4. Experience in Oil & Gas projects as stated above.
5. Interested parties to demonstrate its capability for similar services in Oil and Gas industry for a minimum period of preceding 5 years.

Participants are requested to submit following documents as a minimum:

1. Letter of interest clearly indicating the project reference and detailed company organizational structure/information.
2. Details of projects/studies undertaken in last 5 years.
3. 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.

Notes:

- a. 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.
- b. 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.
- c. 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.
- d. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested parties should evince interest within **Twenty-One** (21) days from publication 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). Interested parties would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Five (5) days.

In case of any issue faced by the vendor during the evincing of interest please contact anjali.gawande@cairnindia.com and sidhant.jain@cairnindia.com