

## GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) PROCESS FOR PROVISION OF MATERIAL AND FLUID HANDLING EQUIPMENT AT ONSHORE RAVVA BLOCK, ANDHRA PRADESH, 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 and 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 a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. Cairn, on behalf of itself and Joint Venture partners, operates both onshore and offshore blocks (water depth  $\leq 115\text{m}$ ) located off the east and west coast of India.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in an **International Competitive Bidding (ICB) process for provision of material and fluid handling equipment at Onshore Ravva Block, Andhra Pradesh, India.**

### Brief Scope of Work and Bids

- Cairn Oil & Gas Vedanta Ltd. intends to carry out drilling campaign within next 2-3 years to maximise the resource monetisation with cost optimisation.
- To achieve this objective, Cairn Oil & Gas Vedanta Ltd. invites global Oil Field Services Provider and/or consortiums having capabilities in onshore field in Provision of Material and Fluid Handling Equipment
- Interested parties/ consortiums would need to evince interest to participate in the International Competitive Bidding (ICB) Process for the above categories for Ravva Block, Andhra Pradesh, India.
- Vendor/Consortiums that are able to deliver end to end proposition can participate.

### **"SPECIFIC PRE-QUALIFICATION CRITERIA"**

**NOTE: APPLICANT** wherever referred to in this document, would mean the **Leader of CONSORTIUM** of Oil & Gas Services (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services provider itself (in case the bidder applies as an individual company).

**Each CONSORTIUM partner/individual bidder** will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil & Gas Vedanta Ltd.

### **KEY PRE-QUALIFICATION CRITERIA**

1. **Financial performance:** Minimum annual average turnover of **each CONSORTIUM partner (cumulatively in proportion to the percentage of work to be performed by them)/individual bidder** in last two financial years should be equal to or more than average annual contract value mm with positive net worth in each of those financial years and minimum liquidity ratio 1 in each of the preceding two years.

**Each CONSORTIUM partner/individual bidder** shall 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 two (2) financial years. Latest financial statement **should not be older than 12 months** on the date of submission of response to Expression of interest.

#### ***Additional points to be considered for evaluation of financial performance:***

- Normally standalone financials of the bidding entity only will be considered. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company

commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract value

- Evaluation will be done only based on 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

**APPLICANT** will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil & Gas Vedanta Ltd.

## 2. **Technical capabilities:**

The **APPLICANT** must demonstrate which of the capabilities they possess for below:

- I. **Provision of Material and Fluid Handling equipment:** Capability to provide trailers, trucks, tankers etc

**For the above**, please separately submit details of completed / on-going medium to large scale projects executed **within last 10 years**.

**For Provision of Material and Fluid Handling equipment:** The **APPLICANT** must demonstrate the respective capability in a similar context. Please submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, please clearly state the same.

## 3. **Quality, Health, Safety and Environment (QHSE):** **APPLICANT** must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

**APPLICANTs** are requested to submit the following documents related to QHSE:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications, Proven track records of catering similar services etc.).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.)

## **ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA**

Provide case study for projects completed / on-going within the last 10 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Minimum three (3) years of experience in provision of MHE, crude oil transport, tankers etc
- b) **APPLICANT's** role & responsibilities in the project other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- c) Demonstrate having Existing Local base for support/service etc

## **Documents to be furnished in the Proposal for Pre-Qualification**

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a consortium, the % division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.

3. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
4. If the APPLICANT is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to (i) Applicant confirming submission of Financial guaranteed equivalent to 10% of contract value in addition to the 10% performance Bank Guarantee as per Annexure 2 and (ii) a Commitment Letter from Parent/Holding Company to provide financial support to the APPLICANT as per Annexure 3.
5. Technical capabilities detail as listed in Pre-qualification criteria 2 (Delivery capabilities) including specific experience as per Annexure 1.
6. QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
8. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
9. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas

Cairn Oil & Gas Vedanta Ltd. requests interested bidders who wish to receive Tender for the above, to submit their Expression of Interest under ICB Process. The interested bidders 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 website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) within **05 Days** from publishing of this EoI. In case of any clarifications, the interested bidders can communicate at [response@cairnindia.com](mailto:response@cairnindia.com)