

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR SUPPLY OF NITROGEN GENERATION PACKAGE IN THE EAST COAST OF 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.

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 production. Cairn Oil & Gas has a vision to achieve 50% of India's hydrocarbon production and contribute to the nation's energy security.

Cairn Oil & Gas, Vedanta Ltd. is the Operator of the **Offshore Ravva block, Andhra Pradesh (located on the East Coast of India)**. On behalf of the JV partners, Cairn invites reputed Contractors/Suppliers (both Indian and International) or Consortiums (Parties) to express their interest to participate in the International Competitive Bidding (ICB) process for **supply of motor driven air compressor, dryer and Nitrogen generator package/ skids with auxiliary equipment to the fields located in the East Coast of India.**

Scope of work broadly includes:

The project will involve the supply of a Nitrogen Generation package. The scope of work for this proposal broadly include:

- a. End-to-end engineering and supply of the proposed Nitrogen package (having auxiliary equipment as per requirement such as air compressors, Nitrogen generator, dryers, coolers, carbon tower, receivers, scrubbers, instrumentation and control systems, automated valves, electrical system, etc.)

TECHNICAL PRE-QUALIFICATION CRITERIA

Contractor should have successfully supplied either on standalone basis or through consortium at least one (01) Nitrogen generation package along with air compression and associated systems, in the past five (05) years.

The five-year time mentioned above shall be reckoned from the date of issue of this Eoi.

FINANCIAL PRE-QUALIFICATION CRITERIA

Parameters to be considered for Pre-Qualification

- Turnover in each of the immediately preceding two (02) financial years should preferably be equal to or more than the estimated average annual contract value
- Preferably positive net worth in each of the immediately preceding two (02) financial years
- Liquidity ratio in each of the two (02) preceding financial years shall preferably not be less than one (01)

Notes:

- 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 Eol response.

- 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 annualised contract Value.
 - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity.
- Evaluation will be done only on the basis of the published annual reports/audited financials containing Auditor's report, balance sheet, profit and 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
- The evaluation shall be done at the tender stage and the criteria(s) mentioned above are for reference only.

Participants are requested to submit following documents as a minimum:

1. Letter of interest clearly indicating the project reference and detailed company organisational structure/information.
2. Details of projects/studies undertaken in last 10 years.
3. Brief list of key personnel and experience level who could potentially be capable of carrying out the study.
4. Company's financial performance documents (Audited Balance sheets and profit and loss statements, Auditors Report and Notes to Accounts etc.) for last two (02) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of Interest.

The interested companies/consortiums 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 parties/ Bidders/companies/consortiums would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform).

The interested bidders should "Evince interest" to participate in Eol within **14 days** of publication of Expression of Interest.