



GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BASIS (ICB) FOR SUPPLY & OPERATION OF QUICK PRODUCTION FACILITY / OIL & GAS PROCESSING FACILITY FOR CB/OS-2, INDIA

Cairn Oil & Gas, a vertical of Vedanta Limited is the Operator of CB/OS-2 block, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC) and Tata Petrodyne Limited, located off the west coast of the state of Gujarat, India.

COMPANY invites interested experienced Service Provider (Indian and International both) for supply and operation of Quick Production facility / Oil & gas processing facility on rental basis complete with pre-heater, three phase separator, pumps etc. under International Competitive Bidding (“ICB”) process from reputed Contractors with demonstrated HSE performance and proven track record with capabilities. The duration of the services required would be 1 year with a further extension option for a period up to a year.

The Scope of Work may broadly include the following:

- The Contractor's scope would include review of specification of inlet fluids and evaluate technically acceptable processing equipment set up, install and operate & maintain the supplied equipment to achieve the outlet specifications of oil, gas and water.
- Quick Production facility / Oil & gas processing facility shall comprise of following typical elements
 - Inlet fluids stream Hook up from existing slug catcher
 - Facilities for heating and separation of Oil, water and gas
 - Oil / Water transfer pumps
 - Coolers for oil and water streams after separation
 - Basic Electrical and Instrument infrastructure for automated shutdown of the processing in case of exceedance of defined operating envelope and/ or Fire and Gas detection
 - Hook-up of processed oil, water and gas streams to respective headers
- Range of fluid rates may vary from 5000 – 10000 bbls per day with 20-40 % water cut and Gas flow rate will be 0-5 MMSCFD

Contractors possessing proven track record of execution of such projects of similar nature, magnitude and meet the “Specific Pre-Qualification Criteria” defined below shall respond to this EOI.

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical:

Interested party (Bidder in the case of single entity or any party in case of Consortium or subcontractor of the interested party with an undertaking / MOU) shall have supplied and operated on rental basis of at least one (1) Oil / Water / Gas Separation and Processing Facility in last 5 years. Supporting documentation need to be submitted by the Interested Parties.

Both running and completed projects shall be considered for evaluation. Five (5) year time period mentioned above shall be reckoned from the date of issue of this EoI.

Financial parameters to be considered for evaluation:

- Positive net-worth in each of the immediately preceding two financial years
- Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- Liquidity Ratio of not less than 0.60 in each of the immediately preceding two financial years

Note: In case, the Interested Party is in Consortium arrangement, then in such scenario:

- a) Consortium partner names/ arrangement with Lead Contractor name shall be defined and submitted.
- b) Any and / or all the members of the Consortium shall be evaluated by Company for technical criteria. For avoidance of doubt, it is clarified that in such arrangement, the Lead member should be coordinating and managing the entire Execution of the facility. .
- c) 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.
- d) Additional points to be considered for evaluation of financial performance:
 - 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. In case of CONSORTIUM, the financials of the Leader of the CONSORTIUM (in whose name the bid is submitted) will be evaluated.
 - iii. 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
 - iv. 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.
 - v. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored

in while undertaking financial evaluation

Interested parties are requested to submit the following documents and details:

- Letter of interest from interested party on their Letter Head.
- Detailed contractor information clearly specifying years of experience in supply/operation on rental basis of at least one(1) Oil / Water / Gas Separation and Processing Facility including the name of the Client, contractual Duration for each client and contact details of the Client.
- List of ongoing contracts of similar nature under execution/operation.
- Bidder established Health, Safety and Environment (HSE) Policy & HSE Manual/HSE Procedures.
- Bidder established QA/QC Policy, Plan and Procedures
- HSE/Quality certification / accreditation / safety award / reward / recognition received
- Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (2) years.

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 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.

Vedanta, a diversified natural resources company produces zinc – lead – silver, copper, iron ore, aluminium, oil & gas and commercial power, across four continents.

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