

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF TRANSPORTATION OF CRUDE OIL BY ROAD TANKER FROM SATELLITE OIL FIELD / EXPLORATION FIELDS TO MANGALA PROCESSING TERMINAL

Vedanta Ltd. is the world's 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power.

Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil and Gas, Vedanta Limited, is the Operator of onshore block RJ-ON-90/1 located in Barmer & Jalore Districts in the state of Rajasthan. The block contains a number of major oil discoveries including the Mangala, Bhagyam & Aishwarya fields.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production and a vision to produce 50% of India's crude production.

Cairn Oil & Gas 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 for pre-qualification to participate in the National Competitive Bidding ("NCB") process for "**PROVISION OF TRANSPORTATION OF CRUDE OIL BY ROAD TANKER FROM SATELLITE OIL FIELD / EXPLORATION FIELDS TO MANGALA PROCESSING TERMINAL**".

Financial GO/NO-GO Criteria

- a. Turnover - Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- b. Net Worth - Positive net worth in each of the immediately preceding two (02) financial years.
- c. Liquidity Ratio - Liquidity ratio in each of the preceding two (02) financial years should not be less than 1.

Technical GO/NO-GO Criteria

- a. Contractor shall have a minimum of three (03) years' experience (in preceding Five (05) years') in providing road tanker for transportation of Crude Oil/Polymer/Liquid hydrocarbon Fluids/Chemicals/Petrochemicals to Oil & Gas processing plants/ Refineries / Petrochemical / Chemicals / Thermal Power Plants / Mining / Metal industries etc.

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. 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.
- III. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, 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 for required value.
- IV. 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.
- V. 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.
- VI. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.
- VII. 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.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested Contractors should evince interest 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 within **seven (07) days** of publication of this EoI. Further to this, interested contractors would be invited to submit their techno-commercial bids (Unpriced and Priced) for evaluation and qualification via Smart Source (Cairn's e-Sourcing Platform).