

EXPRESSION OF INTEREST (EOI) FOR SUPPLY OF HIGH FLASH HIGH SPEED DIESEL (HFHSD) FOR CAMBAY & RAVVA BLOCKS

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 & 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, Vedanta Limited, is the Operator of the Offshore on behalf of itself and its Joint Venture (JV) partners invites interested Supplier 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 the **Supply of High Flash High Speed Diesel (HFHSD) for Operation, Drilling & Petroleum Engineering related activities in Cambay & Ravva Block**".

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 the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years.
4. Minimum three (03) years' experience in supply of Petroleum Products

Participants would be requested to submit the following pre-qualification documents at an appropriate stage:

1. Letter of interest clearly indicating the Project reference.
2. Detailed Company information.
3. List/Details of similar types of supply contracts executed in last 3 years, along with details of experience to supply petroleum products in Indian Ports / terminals.
4. 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.

Also, note –

- 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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii).
- 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. 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.

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. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors are requested, to submit their EoI via Smart Source within seven (07) days of publication of this EoI.