

EXPRESSION OF INTEREST (EOI) FOR PROJECT MANAGEMENT SERVICES FOR GROWTH PROJECTS - CAIRN OIL AND GAS

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, Aluminum & 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 India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn has a large footprint across India and currently holds a diverse portfolio of total 58 blocks and is planning execution of multiple well construction projects.

With this EOI, Cairn Oil & Gas on behalf of itself and Joint Venture (JV) partner(s) intends to engage Global Business Partner with techno-managerial capability for managing end-to-end project delivery being executed through drilling and surface facility Partners. The Business Partner will be an integrator Company using latest Business / Project management tools for delivering all Project activities (Drilling and Surface facilities) accelerated / within stipulated Project timelines and cost. Business Partner Scope of Work broadly includes providing planning, engineering, and operations excellence for Onshore and Offshore projects across India. Bidders can form consortiums and participate in the tender process.

Experienced contractors / consortiums with proven capabilities and demonstrated performance in similar requirement are requested to please submit their Synopsis stating their intended strategy, approach, and execution plan along with Expression of Interest to participate in International Competitive Bidding (ICB) process for **PROVISION OF PROJECT MANAGEMENT SERVICES FOR END-TO-END WELL CONSTRUCTION AND SURFACE FACILITY SERVICES** across operational blocks in India.

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. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value
2. Positive net worth in each of the immediately preceding two financial years
3. Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years
4. Minimum 3 projects in preceding 7 year in execution and management of well construction and surface facility projects in Oil and Gas industry

Participants are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the project reference and detailed company organizational structure / information.
2. Details of the consortium for executing above scope
3. Details of Contracts/Purchase orders showcasing experience of Minimum 3 projects in preceding 7 year in execution and management of well construction and surface facility projects in oil and gas industry
4. 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.

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 as described under (ii). This should be clearly mentioned in the tender
- 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 partners. The MoU should indicate the scope of work to be performed by the respective consortium members expressed as a percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, 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 of 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

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.cairmindia.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 would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Seven () days of publication of this EoI.

Website Media

