

EXPRESSION OF INTEREST (EoI) FOR THE JOB OF SUPPLY & SERVICES OF WELLHEAD IN VARIOUS OALP 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. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Brief Scope of Work

Cairn Oil & Gas, Vedanta Limited, has been awarded multiple exploration blocks throughout India pursuant to the Open Acreage Licensing Policy (OALP). The Company has aggressive exploration plans to commence hydrocarbon resource establishment and subsequent exploration activities in these OALP blocks in a fast-track timeline.

To achieve these objectives, Vedanta invites Contractors with proven capabilities and demonstrated performance to express their interest to participate in the Competitive Bidding Process for wellhead supply & services. The tentative scope of work envisages supply of wellhead, running & retrieving tools and service engineer for wells in OALP blocks present in India on rental basis.

In view of the nature of the scope, only those Contractors/ suppliers possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing at least similar jobs should respond to this notice.

Please note the below criterion are only for **reference** and the criteria(s) for shortlisting the bidders shall be based on tender requirements and specified therein. The same shall be communicated to bidders appropriately in the tender.

Financial Criteria: Turnover- Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value

Net Worth- Positive net worth in each of the immediately preceding two (02) financial years

Liquidity ratio- in each of the preceding two (02) financial years shall not be less than 1

Also, note -

- ❖ Standalone financials of the bidding entity will only be considered, Where the bidding entity is unable to meet the financial evaluation criteria, Parent/ Holding co. audited financials can be considered, subject to:
 - (i) Acceptance to submit financial guarantee in the form of 10% Bank Guarantee of Contract value (in case of award of Contract),
 - (ii) Commitment letter from Parent/ Holding Co. 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 & Loss a/c, and Notes to Accounts.

- ❖ Latest audited financial statement should not be older than 12 months on the date of EOI.
- ❖ 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.

Technical Criteria

The interested Contractors should evince interest to participate in the Expression of Interest by clicking on the **"Evince Interest"** link against the corresponding EOI listing on the Company's 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) and the Contractors would be requested, as a minimum, to submit the **following documents and details**

- Letter of interest clearly indicating project reference
- Detailed Company Information with Organization structure, List of manpower with CVs of key personnel, Support agencies and other facilities & resources
- Details of completion of similar type of projects in the last five (5) years under headings:
 - a) Brief scope of work
 - b) Value of work
 - c) Contract Duration
 - d) Actual completion of Project
 - e) Contact details of the Client (Company may approach the client directly for the feedback)
- Details of Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure, and sample HSE plan for similar nature of job.
- Details of established Quality Manual, Policy and Procedures, valid Quality Certifications, Accreditations

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against EOI listing on the Cairn website i.e., <http://www.cairnindia.com> within 7 days from this publication and submit their contact details online.

Note: The evaluation shall be done at the tender stage and the criteria(s) mentioned above are for reference only. Accordingly, interested applicants are advised to evince interest against Eoi.

In case of any issue faced by the vendor during the evincing of interest please contact Manjushree.Samanta@cairnindia.com