

GLOBAL EXPRESSION OF INTEREST (EOI) FOR “INTEGRATED EXPLORATION CAMPAIGN FOR RJ-ON-90/1 BLOCK”

Vedanta Limited (erstwhile Cairn India Ltd. merged with Vedanta Limited w.e.f. Apr 11, 2017, pursuant to NCLT order dated Mar 23, 2017) is a globally diversified natural resources company. Cairn Oil & Gas, Vedanta Limited is the operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its JV partners Cairn Energy Hydrocarbons Limited & Oil and Natural Gas Corporation Limited. The ‘RJ-ON-90/1’ block located in the Barmer basin in NW India was the country’s largest onshore discovery in 30 years and has 38 oil & gas discoveries with resource potential of ~6.4 Bn barrels of HIIP. The block has several undrilled Exploration Prospects (oil and Gas) with significant resource potential.

Brief Scope of Work

Vedanta intends to explore the entire conventional & unconventional Hydrocarbon potential on a fast track basis. To achieve these objectives, Vedanta invites suitably experienced Contractors (Both Indian & International) under International Competitive Bidding Process for Provision for Civil works, Drilling, Completion, Fracturing, Testing and associated Services & Tangibles for RJ-ON-90/1 Block for meeting the requisite objectives, to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) Process.

SPECIFIC PRE-QUALIFICATION CRITERIA

1. Financial performance:

Minimum annual average turnover of the APPLICANT in each preceding 2 financial years should be USD 100 Million with positive net worth as well as Liquidity ratio greater than 1 for bidder/leader of consortium in each of those financial years.

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. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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.
- 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.
- In case of CONSORTIUM, the financial evaluation to be in line with the proportion of work taken up by each member with Joint and severability of consortium partners in proportion to the percentage of work to be performed as stated in the MOU. Each Consortium partner should themselves individually meet the financial evaluation criteria in proportion to the percentage work to be performed by them.
- 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

- 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.

2. E&P delivery capabilities:

The APPLICANT needs to certify in the table below on which of the specific E&P capabilities they possess either by themselves or as a part of a consortium. Please note that the APPLICANT (bidder or leader of the consortium) must have 'Integrated well construction services (Drilling, testing, well completions, fracking, artificial lifts and associated well services) as core capability.

In addition, the APPLICANT must demonstrate the following integrated E&P capabilities (directly or as a part of the CONSORTIUM):

“Integrated Well construction: drilling, testing, well completions, fracking artificial lifts and associated well services”

Please submit the following details in submission:

| Capability | Does the bidder/consortium have this capability? (Yes or No) | If No, does the bidder/consortium plan to sub-contract? (Yes or No) |
|--|--|---|
| Integrated well construction services: drilling, testing, well completions, fracking artificial lifts and associated well services | | |

3. Health, Safety, Environment and Quality (HSEQ):

APPLICANT (Bidder/ all members of the consortium) must have a comprehensive Health, Safety, Environmental and Quality Management systems in place.

APPLICANTS are requested to submit the following documents related to HSE and Quality:

- HSE Management System, Policy, Manuals and Procedures
- LTI statistics for past 3 years
- HSE certifications/accreditations
- Quality manual, policy and procedures
- Quality certifications/accreditations

NOTE: APPLICANT wherever referred to in this document, would mean the leader of CONSORTIUM of Oil & Gas Services Companies (in case the bidder applies as a CONSORTIUM) or an Oil & Gas Services Company itself (in case the bidder applies as an individual company). APPLICANT will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Vedanta.

Documents to be furnished in the Proposal for Pre-Qualification:

- Letter of interest from the APPLICANT on their letter head.
- In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
- Financial performance documents
- E&P delivery capabilities documentation
- Past case studies (of last 10 years) supporting E&P delivery capability if mentioned as 'Yes'.
 - a) instances of execution of projects demonstrating entire set of capabilities
 - b) instances of integrated well construction campaigns completed including number of wells (drilling, testing, hydro- fracking, well completions, artificial lifts and associated well services)
- HSEQ performance documents of the bidder/all members of the consortium
- Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
- **Any other documents** in support of APPLICANT's credentials and experience and expertise, relevant to Vedanta opportunity areas

ANNEXURE - SPECIFIC RELEVANT EXPERIENCE

Provide case study for an integrated project completed / on-going from the last 10 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Capability demonstrated
- b) Client Name with Address
- c) Existing client situation / client context
- d) Name of the APPLICANT / CONSORTIUM MEMBER who was involved in this project
- e) Project description done by APPLICANT / CONSORTIUM MEMBER (mention project name and details)
- f) APPLICANT's or CONSORTIUM MEMBER's role & responsibilities in the project
- g) Project start and completion date
- h) Project Value in USD
- i) Contact person of client along with contact no. & e-mail id
- j) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
- k) Outcomes (e.g. reserves accretion, schedule reduction etc.)
- l) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- m) Local base for support/service etc.

The interested bidders/consortium should evince interest to participate in the Expression of Interest by clicking on the **"Evince Interest"** link against the corresponding EOI listing on our website i.e. www.cairnindia.com and submit their contact details online. Further to this, interested contractors would be invited to submit their response via smart source (**e-sourcing platform**). The contractors would be requested, as a minimum, to submit the above documents and details for pre-qualification via **smart source** with fourteen (14) days of publication of Expression of Interest. In case of any clarifications, the interested bidders can communicate at response@cairnindia.com.

In case of any issue faced by the vendor during the evincing of interest please contact varun.yadav@cairnindia.com or Contact at +91- 124- 4764434