

## EXPRESSION OF INTEREST (EoI) FOR “INTEGRATED EXPLORATION, APPRAISAL, DEVELOPMENT, FIELD DEVELOPMENT PLANNING AND FACILITY DEVELOPMENT SERVICES IN RAVVA BLOCK”

Cairn, Oil and Gas vertical of Vedanta Limited is India’s largest private upstream O&G company with operating interest in several producing fields in India contributing ~27% of India’s domestic production. Cairn operates offshore **Ravva Oil and Gas Field** (Andhra Pradesh), on behalf of itself and its Joint Venture (JV) partners, located off the east coast of the state of Andhra Pradesh, India.

Ravva Oil and Gas Field consists of eight un-manned well head platforms. Well fluid produced from the wells in the Ravva Field is sent to the onshore processing terminal via subsea pipelines. A 225 acre onshore processing terminal at Surasaniyanam processes the natural gas and crude oil produced from the Ravva offshore field.

### **Brief Scope of Work and Bids**

Vedanta Limited intends to fast track the development of the Ravva field in order to maximize the resource monetization with cost optimization. Vedanta also intends to carry out Exploration and Appraisal activities in Ravva block to contribute towards significant reserves accretion.

To achieve these objectives, Vedanta on behalf of itself and its joint venture partners invites global Oil Field Services/EPC companies and/or consortiums with end-to-end **offshore & onshore** capabilities in subsurface technical evaluations, prospectivity evaluation, well construction (including but not limited to drilling, completion, testing and associated well services, application of production technology for enhancing the well productivity and ultimate recovery), surface facilities development (EPC for onshore well pads, processing & evacuation facilities and intra-field pipelines) and field development planning to express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process for the integrated services in Ravva block. Interested parties/consortiums would need to demonstrate strong and integrated capabilities across the entire O&G value chain as well as past experience of executing similar large scale developments.

Vendor/Consortiums that are in a position to deliver end to end proposition would be required.

### **“SPECIFIC PRE-QUALIFICATION CRITERIA”**

**NOTE: APPLICANT** wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services/EPC Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services/EPC 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 Ltd.

### **KEY PRE-QUALIFICATION CRITERIA**

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in last two financial years should be equal to or more than USD 150 mm with positive net worth in each of those financial years and minimum liquidity ratio 0.60 in each of the preceding two 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 15 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
- In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
- 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. Delivery capabilities:**

The **APPLICANT** must demonstrate which of the capabilities they possess (directly or as a part of the **CONSORTIUM**):

- I. **Subsurface evaluation:** Seismic Reservoir characterization, Multi Attribute analysis, structural interpretation and Depth conversion, GDE and play fairway analysis, Prospectivity analysis, Well correlation and static modelling, Resource and Reserve estimation, Integrated Petrophysical analysis and other relevant sub-surface evaluation.
- II. **Integrated well construction (Offshore & Onshore):** Capabilities include 'Drilling' , 'Completions' and 'Associated well services'
- III. **Field development planning:** Project planning and cost estimations, Commercial analysis & economic models, Field development plan including subsurface concept, Facilities design and engineering
- IV. **Surface facilities development (EPC, Installation, commissioning etc.):** capabilities include EPC for onshore well pads, processing & evacuation facilities and intra-field pipelines

Please mention the following details against each capability under either of the above (I. to IV):

- a) Whether the **APPLICANT** has the capability? (Yes / No)

- b) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
- c) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If the capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
- e) If capability addressed by subcontractors, name(s) of finalized/likely subcontractors

**For either of the above (I to IV), please separately submit details of completed / on-going medium to large scale projects in last 10 years – where the APPLICANT or any CONSORTIUM MEMBER has demonstrated the respective capability in a similar context. Please submit project details as per Annexure 1. In case, any project qualifies for more than one capability, please clearly state the same.**

- 3. Quality, Health, Safety and Environment (QHSE): APPLICANT (Bidder/all members of the consortium) must have a comprehensive Quality, Health, Safety and Environmental Management system in place.**

**APPLICANTS** are requested to submit the following documents related to QHSE:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Quality System Certifications, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.)

**ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA**

Provide case study for a 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 & completion date
- h) Project Value in INR/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. Development outcome, Brownfield developments, etc.)
- l) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)

- m) Technical/Managerial capabilities deployed
- n) Local base for support/service etc.

### **Documents to be furnished in the Proposal for Pre-Qualification**

1. Letter of interest from the **APPLICANT** on their letter head.
2. 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.
3. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
4. Technical capabilities details as listed in Pre-qualification criteria 2 (Delivery capabilities) including specific experience as per Annexure 1.
5. QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
6. Detailed company information with organizational structure, list of manpower with CVs of key personnel, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources.
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
8. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
9. List of current contracts under execution with value of contracts and percentage completion
10. Experience of working in Offshore locations
11. Support base in India/ Asia for future service requirements
12. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
13. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
14. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
15. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas

Vedanta Limited requests interested bidders who wish to receive Tender for the above, to submit their Expression of Interest under ICB Process. The interested bidders should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EoI listing on the Cairn website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) within 21 Days from publishing of this EoI.

In case of any clarifications, the interested bidders can communicate at [response@cairnindia.com](mailto:response@cairnindia.com)