

Expression of Interest (EOI) for Provision of Project Management Services for End-to-End Well Construction Services

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 62 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 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, on behalf of itself and Joint Venture partners, operates both onshore and offshore blocks (water depth $\leq 115\text{m}$) located off the east and west coast of India.

Brief Scope of Work and Bids

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 well construction partners. Interested parties should have capabilities of project integration and management using latest Business / Project management tools for delivering all Project activities (Well Construction) accelerated / within stipulated Project timelines and cost.

Project Management Consultant (PMC) Partner Scope of Work broadly includes providing planning, engineering, and operations excellence for Onshore and Offshore projects across India. To achieve this objective, Vedanta invites global PMC Services Provider having capabilities in end-to-end project integration and management across well construction works.

Experienced contractors with proven capabilities and demonstrated performance in similar requirement are invited to evince their interest in the International Competitive Bidding (ICB) process for PROVISION OF PROJECT MANAGEMENT SERVICES FOR END-TO-END WELL CONSTRUCTION SERVICES across operational blocks in India.

"SPECIFIC PRE-QUALIFICATION CRITERIA"

Each Applicant will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

KEY PRE-QUALIFICATION CRITERIA

- 1. Financial performance:** Minimum annual average turnover of in last two financial years should be equal to or more than average annual contract value with positive net worth in each of those financial years and minimum liquidity ratio 1 in each of the preceding two years.

Each individual bidder shall 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. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract value
- Evaluation will be done only based on 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

APPLICANT will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

2. Delivery capabilities:

The **APPLICANT** must be able to demonstrate:

Techno-managerial capabilities in end-to-end project integration and project management for delivering well construction projects in Oil and Gas Industry.

Required submissions

- Supporting documents and project details to demonstrate experience of providing PMC services for minimum of 3 projects in preceding 7 years in integration and management of Well Construction Projects in Oil and Gas Industry

3. Quality, Health, Safety and Environment (QHSE): APPLICANT must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

APPLICANTs are requested to submit the following documents related to QHSE along with duly filled questionnaires which will be shared in website:

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

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the **APPLICANT** on their letter head.

2. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
3. If the APPLICANT is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to (i) Applicant confirming submission of Financial guarantee equivalent to 10% of contract value in addition to the 10% performance Bank Guarantee as per Annexure 2 and (ii) a Commitment Letter from Parent/Holding Company to provide financial support to the APPLICANT as per Annexure 3.
4. Technical capabilities details as listed in Pre-qualification criteria 2 (Delivery capabilities) including specific experience as per Annexure 1, 2, 3, 4, 5 and 6 as applicable.
5. QHSE performance documents of the bidder as listed in Pre-qualification criteria 3 (QHSE)
6. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office, and site locations etc.
7. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
8. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas

Cairn Oil & Gas, 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 10 Days from publishing of this EoI.

In case of any clarifications, the interested bidders can communicate at response@cairnindia.com