

GLOBAL EXPRESSION OF INTEREST FOR PROVISION OF TUBING HANGER SPOOL, HANGER, ADAPTER AND WELL HEAD SPARES AND SERVICES

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil & gas, renewable energy, display glass, semiconductor, mining and smelting. Vedanta is one of the leading players in the market.

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 a quarter of India's domestic crude oil production and a vision to produce 50% of India's oil and gas production.

Cairn Oil & Gas is the Operator of the Onshore RJON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India.

Cairn Oil & Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the Rajasthan basin.

Brief Scope of Work:

Cairn Oil & Gas, Vedanta Limited, intends to fast track the development of its fields and explore new acreage in Rajasthan with the additional well campaign in order to maximise the resource monetisation with cost optimisation. To achieve these objectives, Vedanta Limited, invites Vendors with proven capabilities and demonstrated performance to express their interest to participate in the International Competitive Bidding (ICB) process for the supply of well head spools, Christmas trees, choke valves and associated spares. Along with manpower-service personnel for measurement, installation and retrieval of well head equipment in Rajasthan, India.

*Vendors can express their interest for the services which they can provide. In view of the nature of the scope, only those vendors 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 may be used for qualification of vendors for current/ future tenders. Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

Pre-Qualification/ Qualification Criteria

NOTE: APPLICANT wherever referred to in this document, would mean the leader of CONSORTIUM of Oil and Gas services (in case the bidder applies as a CONSORTIUM) or an Oil & Gas Services (in case the bidder applies as an individual company). APPLICANT should necessarily have core competence on the services/tangibles mentioned above. Additionally, APPLICANT will be required to meet the below mentioned pre-qualification/ qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

1. Financial performance:

- i. Turnover in each of the immediately preceding two (02) 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.
- ii. Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated contract value
- iii. Positive net worth in each of the immediately preceding two (02) financial years
- iv. Liquidity ratio shall not be less than 1.00 in each of the preceding two (02) financial years

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account and cash flow statement, Auditors Report and Notes to Accounts etc.) for immediately preceding 02 (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:

- 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 tender
- 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.
- Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit a 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. Technical Criteria:

- i. Interested vendors shall have minimum three (03) years (in preceding six (06) -years) of Oil & Gas experience in providing similar equipment and service to reputed Indian/International operators or contractors for respective EoI Categories.
- ii. Interested vendors should possess a valid API 6A certification.

Please note that the above criterion is for qualification of the vendors for current/ future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

Note: Vendors to clearly indicate the Services/Tangibles for which they indicate to submit the EoI via Smart Source (Cairn's e Sourcing Platform). Interested Vendors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) and the vendors would be requested, as a minimum, to submit the following documents and details:

Please mention the following details against each capability as cover letter on Smart Source:

- 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 capability addressed by CONSORTIUM, name(s) of finalised/likely CONSORTIUM PARTNERS
- e) If capability addressed by sub-contractor, name(s) of finalised/likely sub-vendors

Minimum pre-requisite documents for evaluation:

- Letter of interest clearly indicating project reference
- Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel, Support agencies and other facilities and resources
- Details of completion of similar type of projects in the last three (03) 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)

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

Applicants are requested to submit the following documents related to HSE in tender:

- a. Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure and sample HSE plan for similar nature of job.
- b. HSE statistics – fatality rate, LTIFR etc for the last five (05) years

The interested vendors 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 11 days_ from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn’s e-Sourcing Platform).