

## GLOBAL EXPRESSION OF INTEREST (EOI) FOR INTEGRATED SERVICES CONTRACT (ISC) FOR CAIRN ASSETS IN RAJASTHAN, GUJARAT (CAMBAY), PIPELINE AND ANDHRA PRADESH (RAVVA)

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 and 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 the domestic crude production. Cairn Oil & Gas has a vision to contribute 50% of India's domestic production thereby contributing to India's energy security.

Cairn's operations include assets in Rajasthan's Barmer Basin, the Cambay Basin in Gujarat, and offshore fields in the East and West Coasts.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) process for an Integrated Services Contract (ISC) for Cairn assets in Rajasthan, Gujarat (Cambay), Pipeline and Andhra Pradesh (Ravva), India.

As part of this scope, a clear framework is established for the execution of the Integrated Services Contract (ISC) which encompasses Maintenance, Modifications, and Integrity Management.

The Bidder will be responsible for:

- **Maintenance:** Implementing condition monitoring, preventive, corrective, and proactive strategies to enhance asset reliability and minimise downtime, implementing digitalisation and innovation. Equipment overhauling will be addressed through structured corrective maintenance workflows, including major equipment overhauls, which are effectively managed through SAP corrective and breakdown work orders. This ensures timely intervention and restoration of equipment to optimal operating conditions.
- **Integrity:** Ensuring the continued operability and safety of Safety Critical Elements (SCEs) through systematic inspections, assessments, and risk mitigation strategies.
- **Modifications:** Supporting facility upgrades and engineering changes to improve operational performance without compromising safety or compliance.
- **Regulatory Compliance:** Adhering to all statutory and regulatory requirements related to field equipment, such as annual boiler certifications, pressure vessel inspections, tanks, relief valves etc. and compliance with local, national, and industry-specific safety standards. These efforts ensure legal compliance while maintaining operational excellence.

- **Interfacing with operations integrated planning:** This is critical to align maintenance and integrity management activities with operational goals. This involves integrating maintenance schedules, integrity checks, and equipment overhauls into the overall operations plan to minimise disruptions. Close collaboration ensures optimal resource allocation, such as manpower and tools, while effectively planning shutdowns and turnarounds to minimise downtime. Regular communication and feedback loops with operations teams help prioritise activities based on real-time conditions and performance trends, enabling dynamic adjustments to address unforeseen changes. This seamless coordination ensures efficiency, operational reliability, and alignment across teams.

The scope is bound to the maintenance, integrity, and modifications of across the Company's assets. This includes mechanical static-rotating, pipelines, electrical, instrumentation, and civil systems that are essential to the safe and efficient operation of the Company's facilities.

However, certain activities and areas are outside the scope to avoid overlap with specialised domains or existing service agreements. Specifically, the following are excluded from the scope:

- **Marine Equipment:** Maintenance and modifications related to marine systems, including vessel and mooring systems, are not included under this scope.
- **Sub-sea Equipment:** Subsea pipelines, structures, and associated equipment fall outside the purview of this scope.
- **Niche Engineering Activities:** Specialised engineering services, such as subsea intervention, deepwater inspection, or marine engineering, are excluded and will be managed under separate contracts or by specialised service providers.

#### **Specific Qualification Criteria:**

**NOTE:** Applicant wherever referred to in this document, would mean the leader of Consortium of oil and gas services/EPC/O&M Companies (in case the bidder applies as a Consortium) or an oil and Gas Services/EPC/O&M Company itself (in case the bidder applies as an individual company). Applicant should necessarily have core competence on Operation and Maintenance of oil and gas facilities. Additionally, the Applicant will be required to meet the below mentioned qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

#### **Key Qualification criteria:**

- a) The Applicant shall have total experience of at least 30 months (in preceding seven years) in operating and maintaining of the upstream oil processing facilities. The total of 30 months experience can be through multiple contracts but at least one of the facilities, where the Applicant has undertaken such activities should have a fluid handling capacity of more than 50,000 BLPD.
- b) Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value
- c) Positive net worth in each of the immediately preceding two (02) financial years

- d) Liquidity ratio shall not be less than 1.00 in each of the preceding two (02) financial years

Additional points to be considered for evaluation of financial performance:

- I. 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 response.
- II. 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.
- III. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. 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 themselves should individually meet the financial evaluation criteria namely, turn over, 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 for required value.
- IV. Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit and Loss a/c and Notes to Accounts.
- V. In case of unaudited statements (if there are no audit requirements for auditing 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 for an audit of the financials as per the local law.
- VI. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- VII. Latest audited financial statement should not be older than 12 months from the date of EoI.

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the **Evince Interest** link for the corresponding EOI listing on the Cairn website i.e. **<http://www.cairnindia.com>** within **15 days** of publication of this EOI. Further to this, interested contractors would be invited to submit their techno-commercial proposal via Smart Source (Cairn's e Sourcing Platform).