

GLOBAL EXPRESSION OF INTEREST (EOI) FOR EXPRESSION OF INTEREST (EOI) FOR COMPREHENSIVE OPERATION AND MAINTENANCE OF MANGALA PROCESSING TERMINAL, RAJASTHAN (INDIA)

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 58 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. The company on behalf of itself and Joint Venture (JV) partner(s) invites Expression Of Interest (EOI) from global oil and gas service / EPC companies and/or consortiums with Operation and Maintenance (O&M) capabilities to express their interest to participate in a prequalification under International Competitive Bidding (ICB) process for comprehensive O & M services for Mangala Processing Terminal (MPT) in Barmer Rajasthan, India.

As part of this scope, vendor's responsibility would include provision of manpower, procurement and handling of spares, chemicals and consumables, support services including logistics security and facility management, managing OEM contracts, performing overhaul activities, equipment health checks, ensuring regulatory compliances and maintaining the integrity and quality of linear, static and rotating equipment including piping and pipelines, managing interfaces, site security, HSE and fire services and emergency response etc.

Cairn Oil and Gas has recognized O&M excellence as the key focus area for its upstream oil assets, and is committed to forge long term partnerships with capable O&M service providers with an aim to achieve its strategic objectives and prepare for future industry challenges like optimizing costs, increasing efficiency and driving innovation

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, 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 atleast 30 Months (in preceding 7 years) in Operating & Maintaining of the upstream Oil processing facilities. The total 30 months experience can be through multiple contracts running concurrently also but atleast 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 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 member expressed as a percentage of Contract value. Each consortium partner should themselves 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 & Loss a/c and Notes to Accounts.
- V. 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.
- 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> and submit their contact details to Shivam.Batra@cairnindia.com within Seven (07) 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).

Website Media