

GLOBAL EXPRESSION OF INTEREST FOR DEVELOPMENT OF WELLHEAD COMPRESSION FACILITIES AT RAAGESHWARI DEEP GAS FIELD WELL PADS WITHIN RJ-ON-90/1 BLOCK, BARMER, RAJASTHAN

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. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. Cairn on behalf of itself and its Joint Venture ("JV") partners, Oil and Natural Gas Corporation ("ONGC"), for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India, issues this EOI.

Operator on behalf of itself and its joint venture partners invites Expression of Interest for Development of Wellhead Compression facilities at RDG field well pads on EPC mode under International Competitive Bidding ("ICB") process from reputed EPC companies with surface facility development capabilities with demonstrated HSE performance and proven track record with capabilities in Engineering, Procurement, Construction and Commissioning of surface facilities

Brief Scope of work

Cairn Oil and Gas intends to install Ejector system and gas compression facility at RDG well pads to maximize the recovery & enhance the production.

To achieve these objectives, Cairn Oil and Gas, invites global EPC companies and/or consortiums, with field development capabilities for development of surface facilities (EPC for Ejector package and Gas Compression system, associated separator, pumps, and intra-field pipelines) to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) Process. Interested companies/consortiums would preferably need to demonstrate strong and integrated development capabilities as well as past experience of executing similar projects successfully.

The salient features will be:

- Ejector system at pads consisting of ejector package, associated silencers, & piping interconnections
- Gas compression package consisting of gas engine / motor driven compressors
- Intra-field gas pipeline / piping between terminal & well pads
- Augmentation & re-routing of existing well flow lines to new system / equipment in existing well pads
- Upgradation of associated civil, piping, electrical, control & instrumentation facilities at well pads for integration of new equipment / facilities.

Key Pre-qualification Criteria

Financial performance:

- Turnover in each of the immediately preceding two 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, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value
- Positive net worth in each of the immediately preceding two financial years
- Liquidity ratio shall not be less than 1 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 & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (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:

- 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 as described under (ii). This should be clearly mentioned in the tender
- 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 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.
- 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

Technical Criteria

Applicant / lead consortium partner should have completed at least 2 Oil/Gas projects on EPC basis comprising of oil & gas processing facility having a processing capacity of at least ~10 MMSCFD/ ~1500 BOPD in the last 7 years.

Participants are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the qualifying projects with following details:
 - a) Brief scope of work with processing capacity of facility
 - b) Value of work in INR/USD

- c) Contractual Duration
 - d) Actual completion of Project,
 - e) Completion Certificate from users
 - f) Contact details of the Client (Operator may approach the client directly for the feedback) reference along with completion certificates from user(s)
2. Details of other similar EPC projects successfully executed in the last 7 years and those of currently under execution along with details requested under s. no. 1 above
 3. Detailed Project Execution methodology describing management of engineering, procurement, construction, and commissioning phases of project.
 4. Details of Key Members who shall be involved in the Project execution including their experience levels.
 5. HSE Management Systems, Policies and supporting documentation demonstrating compliance to High Risk HSSEQ questionnaire.
 6. HSE statistics - fatality, LTIFR graph etc for the last 5 years for the organisation.
 7. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.
 8. Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (EoI). The Consultants not meeting the financial criteria mentioned below in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process

The interested suppliers 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 suppliers / contractors would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform).

The interested bidders should "Evince interest" to participate in EoI within 14 days of publication of Expression of Interest.
