

GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF SODA ASH (ALKALI) FOR EOR APPLICATION FOR RAJASTHAN BLOCK, INDIA

Cairn, Oil and Gas, Vedanta Ltd., is the Operator on behalf of Joint Venture (“JV”) partners Cairn, Oil and Gas, Vedanta Ltd., and Oil and Natural Gas Corporation (“ONGC”), of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwarya & Associated fields. Operator in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nangana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from Mangala, Bhagyam & Aishwarya well pads.

Operator is currently executing polymer flood operations in its Mangala, Bhagyam and Aishwariya (MBA) fields. To further increase recovery from these fields, a successful ASP pilot was implemented in the Mangala field and is planned to be implemented in Bhagyam and Aishwariya fields. Based on the results of the pilot and various studies, ASP implementation is now being planned in Mangala.

Scope of Supply:

Vedanta envisions ramping-up production from the MBA fields on a fast-track basis and sustaining it thereafter for several years by significantly enhancing the ultimate recovery factors. To achieve these objectives, Vedanta on behalf of itself and its joint venture partners is seeking Expression of Interest from reputed, reliable & experienced Soda Ash (Alkali) supplier with end-to-end quality assurance & responsibility for supply of Soda Ash (Alkali). Respondents are requested to evince interest for the supply of the same.

Only those companies possessing substantial and proven record of performance in supplying Soda ash (Alkali) globally should respond to the EOI.

TECHNICAL GO - NO - GO

Manufacturers who meet the following criteria as minimum shall only be considered for further qualification,

1. Minimum 1 years of prior experience in past 5 yrs in Manufacturing of Soda Ash (Alkali)
2. Manufacturing capacity of minimum 5,000 MT of Soda Ash (Alkali) annually.

FINANCIAL GO - NO - GO

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. A positive net worth in the immediately preceding two financial years.
3. Liquidity ratio of bidders in each of the preceding two financial year shall not be less than 1.

Documents to be submitted as a proposal for pre- qualification

1. Letter of intent (on letter head) to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. Documents in support of financial capabilities:
 - a. **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 the preceding five financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to Expression of interest.

- 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 EOI response.
 - b. 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.
 - c. Provide information regarding revenue/turnover from soda ash business for the last two years.
 - d. List of litigations in last 5 years, if any.
 - e. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
3. Documents in support of technical capabilities: Companies are requested to submit details of their manufacturing capabilities indicating:
- a. Overall manufacturing capacity along with their geographical spread. Related details along with its cumulative capacity utilization for past one financial year & planned capacity addition in the next two financial years for all the manufacturing facilities
 - b. End to end capability of the end products/details of tie ups/subcontracting of intermediate process steps
 - c. Raw material/Feed stock availability and backward integration.
 - d. Provide information regarding the consistency and reproducibility of similar manufactured products based on your experiences.
 - e. Provide information regarding laboratory setup for conducting quality checks for Soda Ash (Alkali)-Equipment capability and procedures. Specify the tests which are done in-house or outsourced.
 - f. Details of Research and Development center's along with case studies (if available) for resolving production chemistry related issues.
4. Documents in support of commercial capabilities:
- a. Bidder shall submit a separate list of contracts executed along with volume supplied and delivery terms
 - b. Existing packaging options [Bulkers, Flexi Bags, Drums, 1 Ton Big bags, Containerized etc.]
 - c. Experience of shipping Soda Ash (Alkali) in Bulkers, ISO tanks, containers etc. with the volumes handled.
 - d. Capability to transport Light and/or Dense Soda Ash (in terms of volumes).
 - e. Lead time for the commercial production of Dense and/or Light Soda Ash
 - f. Details of the spare capacity of plant available for sourcing Dense and/or Light Soda Ash
 - g. List of projects (with details on description of work, operator, value, duration of contract, etc.) in last 02 years. Parent company or Affiliate's experience can be submitted and considered. This should be clearly mentioned in the EOI Response.

5. Documents in support of Health, Safety, Environment & Quality [HSEQ] performance: Companies are requested to submit
 - a. Duly filled HSE Questionnaire attached (Appendix 6)
 - b. Duly filled Quality Questionnaire (Appendix 8)

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 India website i.e., <https://www.cairnindia.com>. Further to this, interested suppliers would be invited to submit their response via **Smart Source** [Cairn’s e Sourcing Platform]. The suppliers would be requested, as a minimum, to submit the above-mentioned documents and details for prequalification via **Smart Source**.

The interested suppliers should evince interest to participate in EOI within 21 days of publication of Expression of Interest.