

GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR BLENDED SURFACTANTS FOR RAJASTHAN BLOCK

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 and Gas, Vedanta Ltd., is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil and Gas is the Operator of the Onshore RJ-ON-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 and Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries.

Cairn Oil and 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.

Vedanta is currently executing polymer flood operations in its Mangala (M), Bhagyam (B) and Aishwarya (A) fields, and plans to further increase recovery from MBA, through ASP implementation. Based on the results of the pilot and various studies, full field ASP implementation is now being planned across the MBA fields.

Scope of Supply:

Cairn Oil and Gas 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, Cairn on behalf of itself and its joint venture partners is seeking Expression of Interest from reputed, reliable & experienced Global Surfactant supplier with end-to-end quality assurance & responsibility **for supply of blended surfactant** for the following two surfactants:

- A. Product A: Tristyryl Phenol Propoxy Ethoxy Sulfate (TSP-(PO)₃₅-(EO)₂₀-Sulfate)** - alkoxylation/sulfation of surfactants
- B. Product B: (C₁₅-C₁₆) Linear alkyl Benzene Sulfonate (LAB)-** Linear Alkyl Benzene (LAB) or sulfonation of LAB

Respondents are requested to evince interest for supply of Surfactant **blend (Product A + Product B)** of the above two surfactants.

Only those companies possessing substantial and proven record of performance in manufacturing and supplying of Surfactants globally should respond to this:

TECHNICAL GO - NO - GO

Options	Product	Go-No-Go	Yes/No
1	Industrial blend of A+B	Prior experience of supply of industrial blend of surfactants and willingness to provide Blend of Product A+B with end-to-end Quality responsibility.	
		Passing Minimum Two years of Manufacturing and supply experience with a Minimum 5000 MT manufacturing capacity for products similar to Product A or Product B	

FINANCIAL GO - NO - GO

Financial performance:

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. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.

Also, note -

- 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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- 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. 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
- iv. 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.

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. A declaration on bidder's company letter head, signed and stamped by an authorized signatory of the bidder, that the bidder shall be responsible for end-to-end quality of the products for which the bidder expresses the interest through this EOI.
3. 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, if Parent Company Guarantee (PCG) is submitted then consolidated financials at the bidding entity level can also be submitted. 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 surfactant 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

4. Documents in support of technical capabilities:

Companies are requested to submit details of their manufacturing capabilities indicating:

- 4.1 Overall manufacturing capacity along with individual Reactor capacities & their geographical spread. Related details along with its cumulative capacity utilization for past two financial years & planned capacity addition in the next two financial years for all the manufacturing facilities
- 4.2 End to end capability of the end products/details of tie ups/subcontracting of intermediate process steps
- 4.3 Alkoxylation (PO and EO) capabilities for Product A (in the format provided in Table A)
- 4.4 Sulfation capability using SO₃ (in the format provided in Table A)
- 4.5 Sulfation capability using sulfamic acid batch process (in the format provided in Table A)
- 4.6 Manufacturing Capability of LAB for Product B (in the format provided in Table A)
- 4.7 Sulfonation Capability of LAB for Product B (in the format provided in Table A)
- 4.8 Sulfonation experience using Thin Film Technology
- 4.9 Raw material/Feed stock availability and backward integration (in the format provided in Table B)
- 4.10 Experience in manufacturing Heavy (C₉+) Linear Alkyl Benzene (LAB) for Product B.
- 4.11 Experience in manufacturing and supply of industrial blends of surfactants.
- 4.12 Range of pH of solutions that are blended in previous projects.
- 4.13 Provide a list of publications produced from relevant projects in the past.
- 4.14 Provide information regarding the consistency and reproducibility of similar manufactured products based on your experiences.
- 4.15 Provide information regarding laboratory setup for conducting quality checks for surfactants- Equipment capability and procedures. Specify the tests which are done in-house or outsourced.
- 4.16 Please provide information regarding experience with micro emulsion phase behaviour samples for chemical EOR, if any, and availability of equipment to conduct these phase behaviour experiments

- 4.17 Details of Research and Development centres along with case studies (if available) for resolving production chemistry related issues.
- 4.18 Bidder shall submit a separate list of contracts executed along with volume supplied and delivery terms (in the format provided in Table C)
- 4.19 Existing packaging options [ISO tanks, Flexi Bags, Drums, 1 Ton Big bags, Containerized etc.]
- 4.20 Experience of shipping surfactants in ISO tanks, containers etc. with the volumes handled.
- 4.21 Capability to supply concentrate surfactant bulk (in terms of volumes).
- 4.22 Lead time for the commercial production of surfactants or blend
- 4.23 List of projects (with details on description of work, operator, value, duration of contract, etc.) for chemical management services & supply for production chemical(s) in upstream O&G processing facility done in last 05 years. Parent company or Affiliate's experience can be submitted and considered. This should be clearly mentioned in the EOI Response.
- 4.24 Updated HSEQ Manual, Policies, LTI records, Organogram, procedural overviews, and proven track record of catering similar services for last 3 years.
- 4.25 Copies of valid ISO 9001, 14001, OHSAS 18001 or any other certification as applicable for intended scope of work

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.

Annexure 1A: Table A

Reaction/product	Manufacturing Locations	Reactor Type & Size in each location	Capacity in each location	Available Capacity in each location	Capacity Addition plans in the next two years	Past experience in handling in these chemicals	Capacity utilization for the last two years in each location
Alkoxylation/Sulfation							
LAB/Sulfonation of LAB							

APPLICANT Questionnaire / Check List

Please furnish reply to each item in this Questionnaire Matrix/Check List under "Applicant's Reply" column. If any additional information (appendix/annexure/attachment) is

furnished by the Applicant in support of its reply/proposal, the same shall be identified in the Remarks column.

S. No	Description	Applicant Reply	Remarks/ Annexure /Attachment
1.0	Letter of Interest, Identification of Bidding Entity and Mode of Participation		
1.1	Applicant furnishes the Letter of Interest in response to this EOI.		
1.2	Applicant to identify the following:		
	a) The Bidding Entity		
	b) Name of the Bidder/Address/Contact Details		
	c) Mode of participation (Single Bidder / Consortium)		
	d) Brief Summary of Bidder's credentials/past experience		
2.0	Documents in support of financial capabilities		
	a. 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.)		
	b. List of litigations in last 5 years, if any.		
	c. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings		
3.0	Documents in support of technical capabilities		
3.1	Refer and fill in Table A & B		
3.2	a. Overall manufacturing capacity along with individual Reactor capacities & their geographical spread. Related details along with its cumulative capacity utilization for past two financial years & 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. Alkoxylation (PO and EO) capabilities for Product A (in the format provided in Table A)		
	d. Sulfation capability using SO3 (in the format provided in Table A)		
	e. Sulfation capability using sulfamic acid batch process for Product A (in the format provided in Table A)		
	f. Manufacturing Capability of LAB for Product B (in the format provided in Table A)		
	g. Sulfonation Capability of LAB for Product B (in the format provided in Table A)		
	j. Sulfonation experience using Thin Film Technology		
	k. Raw material/Feed stock availability and backward integration (in the format provided in Table B).		
	l. Experience in manufacturing Heavy (C9+) Linear Alkyl Benzene (LAB) for Product B.		
	n. Experience in manufacturing and supply of industrial blends of surfactants.		
	o. Range of pH of solutions that are blended in previous projects		

	p. Provide a list of publications produced from relevant projects in the past.		
	q. Provide information regarding the consistency and reproducibility of similar manufactured products based on your experiences.		
	r. Provide information regarding laboratory setup for conducting quality checks for surfactants- Equipment capability and procedures. Specify the tests which are done in-house or outsourced		
	s. Please provide information regarding experience with microemulsion phase behavior samples for chemical EOR, if any, and availability of equipment to conduct these phase behavior experiments		
	t. Details of Research and Development centers along with case studies (if available) for resolving production chemistry related issues.		
4.0	Documents in support of commercial capabilities	Furnished / Not Furnished	
4.1	Refer and fill in Table C		
4.2	a. Bidder shall submit a separate list of contracts executed along with volume supplied and delivery terms.		
	b. Experience of shipping surfactants in ISO tanks, containers etc. with the volumes handled.		
	c. Existing packaging options [ISO tanks, Flexi Bags, Drums, 1 Ton Big bags, Containerized etc.]		
	d. Willingness to supply concentrate surfactant bulk (in terms of volumes).		
	e. Lead time for the commercial production of surfactants or blend		
	f. List of projects (with details on description of work, total project value, duration of contract, etc.) for chemical management services & supply for production chemical(s) done in last 05 years.		
5.0	Documents in support of HSE and Quality		
5.1	a. Duly filled HSE Questionnaire		
	b. Duly filled QA/QC Questionnaire		

Annexure 1B: Table B

List of Raw Materials and process steps (for product A/B/C)	Outsourced/In-house	Applicant's/ Vendor's Capacity & Availability	Vendor name & location (if outsourced)	Vendor's Revenue in USD & experience (Year wise of last 2 years)	Type of tie-up with Vendor

* Details are required for the manufacturer, which may be the applicant themselves or their manufacturing subvendors

Annexure 1C: Table C

Supply of surfactants- Details of past orders										
S.No.	Project	Client Name	Award Date	Contractual Delivery Date	Actual Delivery Date (if project is completed)	Forecast Completion Date (if project is undergoing)	Contract Copy Attached (Without pricing details)(Yes/No)	Brief Scope of Project	Contract Scope e.g., Project Management, Procurement, Design, Engineering, Construction, Installation, Testing, Pre-Commissioning, Commissioning (please specify below)	Any subcontracting by lead buyer in project