

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR INTEGRATED DEVELOPMENT OF SURFACE FACILITIES 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. As per IFC, Vedanta group contributes 1% towards India's GDP. Vedanta plans to invest \$9 Bn in capital projects over the next 2-3 years to double its revenues from current levels of \$15 Bn.

Cairn Oil and Gas, Vedanta Limited, 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, with significant gas potential in the southern area.

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.

The Operator 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, invites globally reputed EPC Companies to express their interest in pre-qualification to participate in International Competitive Bidding (ICB) process for Oil & Gas Field Development services in EPC mode. Reputed EPC Companies having proven track record in development of surface facilities in Oil & Gas production and processing and demonstrated capabilities in Engineering, Procurement, Construction, Commissioning activities with an outstanding HSE performance are encouraged to evince their interest to participate in this EOI.

Brief Scope of work

As part of enhancing crude oil production and inject produced water and power fluid, the Operator (Cairn) intends to install two more high-powered electrical driven pumps. The Scope of work broadly includes but not limited to EPC work, which involves civil, structural, piping, mechanical, electrical and instrumentation work in a running plant i.e., brown field environment with highest safety standards. The scope also includes Site Survey, Site establishment, Engineering, Procurement, Construction, Pre-Commissioning & Commissioning activities complete with Project & Interface Management for installation and commissioning of the pumps. The two pumps (one each Power Fluid (PF) Pump (capacity 536 M3/Hr) and Injection Water (IW) Pump (capacity 780 M3/ Hr)) with accessories shall be sourced and supplied by Cairn as the only free issue material (FIM) as part of this entire EPC.

PRE-QUALIFICATION CRITERIA

Note: APPLICANT wherever referred to in this document, shall mean the Oil & Gas Services/EPC Company itself (in case the bidder responds as an individual company) or Leader of Consortium of Oil & Gas Services/EPC Companies (in case the bidder responds as a CONSORTIUM).

The APPLICANT shall be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Specific Pre-Qualification Criteria

Technical Pre-Qualification criteria:

Bidder shall have completed at least two (2) Projects of similar Scope of work on LSTK/EPC basis each of minimum project value of **USD 2.5 million** for development of surface facilities in Oil & Gas production / Oil & Gas processing in past five (5) years.

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

1. Letter of interest identifying the qualifying projects meeting above criteria with following details:
 - a. Name of the Project
 - b. Client Name / Location of Project
 - c. APPLICANT's or CONSORTIUM MEMBER's Brief Scope of Work
 - d. Value of work INR/USD
 - e. Contractual Duration
 - f. Actual completion of Project
 - g. Completion Certificate from users
 - h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
2. Detailed Project Execution Philosophy describing management of engineering, procurement, construction, and commissioning phases of project.
3. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
4. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.

Financial Pre-Qualification criteria:

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

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:

- 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 and Commitment Letter, as described under.
- 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
- In case of consortium, Participant is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and 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.
- 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
- 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.

Quality, Health, Safety and Environment (QHSE) requirement:

APPLICANT must have a comprehensive Quality, Health, Safety and Environmental Management system in place. APPLICANT is requested to submit the following documents related to HSEQ to be evaluated at Tender stage:

1. Quality and HSE Management System/QHSE Policy, QHSE Manuals, procedure, and sample QHSE plan for similar nature of job.
2. HSE statistics – fatality rate, LTIFR data etc.
3. Certifications pertaining to HSE, QA/QC, International accreditations etc.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the APPLICANT on their letter head.
2. In case of bidding as a consortium, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Technical capability details as listed above.

4. Financial performance documents as listed in the financial Pre-qualification mentioned above.
5. HSE performance documents of the bidder/all members of the consortium as listed above.
6. Detailed company information with organizational structure, list of manpower with CVs of key personnel, capital equipment, India support base.
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office, and site locations etc.
8. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function.