

**GLOBAL EXPRESSION OF INTEREST (Eoi) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) PROCESS
FOR PROVISION OF WELL CONSTRUCTION AND FACILITIES IN OIL AND GAS BLOCKS**

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil and gas, renewable energy, display glass, semiconductor, mining and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for more than a quarter of India's domestic hydrocarbon production and a vision to achieve 50% of India's hydrocarbon production.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and its Joint Venture (JV) partner (s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) process for **provision of well construction and facilities to take up production in oil and gas fields across all blocks operated by Cairn Oil & Gas, Vedanta Ltd. in India.**

Brief Scope of Work

Cairn Oil & Gas intends to engage a reputed Business Partner with Techno-Managerial capability for developing marginal fields in RJ-ON-90/1 block that the Company operates on behalf of the Joint Venture and for other blocks where the Company has 100% operatorship. Scope of work involves end-to-end delivery of wells with facilities to take production. The scope of work would include but not limited to well pad development, well construction which would include drilling (including deviated/horizontals/laterals), completion, testing and clean up flow, hook-up to surface facility, artificial lift deployment, surface facility creation to be hooked up to existing facilities in the field. Fracturing and stimulation may also be required in some of the fields.

The scope of work may be split into well pad construction, well construction and completion ready for hook-up and facility construction and ready to take production.

The Eoi intends to engage partners with their sub-contractors which can support in reducing the project cost or/and accelerating the project execution. The Eoi also intends to engage partners who may not have extensive years of experience but willing to create a difference with limited previous experience.

In time, if required, production management may also be added which would mean fully fledged/partial O&M contracts as well as well services and workover operations.

Please note the below criterion may be used for qualification of vendors for current/ future tenders. Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

Pre-Qualification/ Qualification Criteria

1. Financial Criteria:

- (i) Turnover in each of the immediately preceding two (02) 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.
- (ii) Positive net worth in each of the immediately preceding two (02) financial years.

(iii) Liquidity ratio shall not be less than one (01) 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 and cash flow statement, Auditors Report and Notes to Accounts etc.) for immediately preceding 02 (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. This should be clearly mentioned in the tender.
- 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.

2. Technical Criteria:

Interested applicants shall have relevant experience in executing projects having similar scope of work as mentioned above.

Interested applicants are requested to submit the details of their experience of executing similar projects along with relevant credentials and pre-requisite documents mentioned below for evaluation:

- Letter of interest clearly indicating EoI reference
- Detailed Company Information with Organization structure, List of manpower with CVs of key personnel, Support agencies and other facilities & resources
- Details of completion of similar type of projects under headings:
 - (a) Brief scope of work
 - (b) Value of work
 - (c) Contract Duration
 - (d) Actual completion of Project
 - (e) Contact details of the Client (Company may approach the client directly for the feedback)
 - (f) Completion Certificate from Client (or equivalent documents)

3. Quality, Health, Safety and Environment (QHSE)

Applicant must have a comprehensive Health, Safety and Environmental Management system in place.

Applicants are requested to submit the following documents related to HSE in tender:

- Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure and sample HSE plan for similar nature of job.
- HSE statistics – fatality rate, LTIFR etc for the last 3 years.

The interested applicants should evince interest to participate in the Expression of Interest by clicking on the “Evince Interest” link against EOI listing on the Cairn website i.e., <http://www.cairnindia.com> within 7 days from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn’s e-Sourcing Platform).