

PART - C

GLOBAL EXPRESSION OF INTEREST (EOI) FOR “APPRAISAL AND DEVELOPMENT SERVICES FOR THE TIGHT OIL FIELDS WITHIN THE RJ-ON-90/1 BLOCK”

Cairn Oil and Gas, a vertical of VEDANTA LIMITED, is a globally diversified natural resources company with interest in Zinc, Iron Ore, Aluminum, Copper, Power and Oil & Gas. Through Cairn, its upstream Oil and Gas vertical, 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). The ‘RJ-ON-90/1’ block located in the Barmer basin in North West India was the country’s largest onshore discovery in 30 years and has 38 oil and gas discoveries including the prolific Mangala, Bhagyam and Aishwariya fields with a total resource potential of ~6.4 Billion barrels of hydrocarbon in place.

Brief History - Rajasthan Tight Oil Fields

The Rajasthan block also has several tight oil fields (with permeability ranging from 0.05 to 1 mD) and an overall resource potential of 2.5 Billion barrels of oil initially in place. The various fields are dispersed across the entire block and are in different stages of maturity. The subject fields, Mangala Barmer Hill, Vijaya & Vandana, DP and Shakti (heavy viscous oil field) in the block are in different stages of appraisal and testing. The fields are in close proximity to the central oil processing terminal servicing the operational fields and the upcoming tight oil developments may be able to leverage the significant infrastructure already in place.

Brief Scope of Work

Vedanta intends to monetize the entire tight oil resource potential of the block on a fast track basis to appraise them and eventually move to development stage. To achieve these objectives, Vedanta invites global OFS companies and/or consortiums, with integrated field development capabilities in following domains:

- a) sub-surface (G&G, petrophysics and reservoir engineering)
- b) well completion (including work over, fracking, artificial lift and associated well services)
- c) surface facilities development
- d) reservoir management/production optimization for meeting the requisite objectives

to express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process.

The project scope involves functional delivery across the below mentioned projects which includes but not limited to Vijaya and Vandana, Mangala Barmer Hill, DP Barmer Hill and Shakti. Prospective OFS players and/or consortiums can express interest in executing the same.

The Scope broadly Involves design, planning and execution of the appraisal program as per below:

1. **Mangala Barmer Hill (MBH)** - Prospective OFS vendors/consortium would be responsible for the integrated designing, planning and execution of related activities to successfully appraise the field.
2. **Vijaya and Vandana (V&V)** - Prospective OFS vendors/consortium would be responsible for the integrated designing, planning and execution of related activities to successfully appraise the field.
3. **DP Barmer Hill (DP)** - Prospective OFS vendors/consortium would be responsible for the integrated designing, planning and execution of related activities to successfully appraise the field.
4. **Shakti Field**- Shakti is a viscous heavy oil field (with permeability ranging from 1-5 D). Prospective OFS vendors/consortium would be responsible for the integrated designing, planning and execution of related activities to successfully appraise the field.

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services Company itself (in case the bidder applies as an individual company). **APPLICANT** will be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Vedanta.

Key pre-qualification criteria

1. Financial

- Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual 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.

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. When the bidding entity is unable to meet the financial evaluation criteria, Parent/Holding company audited financials can be considered subject to
 1. Submission of financial guarantee in the form of 10% Bank Guarantee of contract value
 2. Commitment letter from parent/holding company to provide financial support to the bidding entity
- In case of Consortium, bidder is required to provide Memorandum of Understanding 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, turnover, net worth and liquidity in proportion to the percentage of work performed by them. The performance bank guarantee 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
- 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

The bidder or leader of consortium must have either 1 or multiple of the following capabilities i.e. sub-surface, well work over, hydraulic fracturing, artificial lift, and surface facility

- **E&P delivery capabilities:** The **APPLICANT** needs to certify in the table below on which of the specific E&P capabilities they possess either by themselves or as a part of a consortium **for category areas separately.**

Please note that the **APPLICANT (bidder or leader of the consortium) must have either one or multiple of the following as a core capability i.e. Sub-surface, drilling and Petroleum Engineering**

Capability	Does the consortium have this capability? (Yes or No)	If No, does the consortium plan to sub-contract? (Yes or No)
------------	--	---

Sub-surface (G&G, Petrophysics and Reservoir Engineering)		
Petroleum Engineering (Work over, Fraccing, Artificial Lift, Well Testing and Flow back-design and execution)		
Surface facilities development (EPC, Installation, commissioning etc.)		

The bidders must have the above capabilities or the consortium must have it, without which there is a possibility of rejection.

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

APPLICANT (Bidder/all members of the consortium) must have a comprehensive Health, Safety, Environmental and Quality Management systems in place.

APPLICANTs are requested to submit the following documents related to HSE and Quality:

- HSE Management System, Policy, Manuals and Procedures
- LTI statistics for past 3 years
- HSE certifications/accreditations
- Quality manual, policy and procedures
- Quality certifications/accreditations

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. Financial performance documents as listed in the **Pre-qualification criteria 1 (Financial performance)**
4. E&P delivery capabilities table to be completed as listed in **Pre-qualification criteria 2**
5. Some past case studies supporting specific E&P delivery capability if mentioned as **yes** in the table in **Pre-qualification criteria 2**
6. HSEQ performance documents of the bidder/all members of the consortium as listed in **Pre-qualification criteria 3 (HSE)**
7. List of litigations in last 5 years, if any
8. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
9. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Vedanta opportunity areas

The interested bidders/consortium should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EOI listing on our website i.e. www.cairnindia.com and submit their contact details online. Further to this, interested contractors would be invited to submit their response via smart source (e-sourcing platform). The contractors would be requested, as a minimum, to submit the above documents and details for pre-qualification via smart source with fourteen (14) days of publication of Expression of Interest.