

## **INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR SUPPLY OF SUITABLE SULPHONATED POLYACRYLAMIDE (UPTO 15% ATBS: ACRYLAMIDE TERTIARY BUTYL SUFONIC ACID) IN POWDER FORM FOR EOR APPLICATION FOR RAJASTHAN BLOCK**

Vedanta Ltd. is the world's 6<sup>th</sup> 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 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.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities & performance record of accomplishment in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) Process for supply of suitable sulphonated polyacrylamide (Min 15% ATBS) for enhanced oil recovery [EOR] application at Mangala, Bhagyam and Aishwarya fields located in RJ-ON-90/1 Block in Rajasthan- India for a period of 3 year.

### **Interested companies / consortiums meeting following criteria should respond to this EoI:**

- 1) Prior experience of 3 Years in supplying power form of EOR Polymer product for EOR polymer flood application.
- 2) Manufacturing capacity [in powder form of EOR polymer] for at least 17,500 MT annually
- 3) A positive net worth in the immediately preceding two financial years.
- 4) Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- 5) Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years.

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 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.
- 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. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely,

turn over, 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 for required value.

- iv. 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.
- v. 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.
- vi. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

Latest audited financial statement should not be older than 12 months from the date of EoI

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "[Evince Interest](#)" link for the corresponding EoI listing on the Cairn Website i.e. <http://www.cairnindia.com> and submit their contact details online within 16 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform).