

EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) FOR PROVISION OF SUPPLY BASE AT KAKINADA, RAVVA BLOCK, ANDHRA PRADESH

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 & 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 crude oil production and a vision to produce 50% of India's oil and gas production."

Cairn Oil & Gas, Vedanta Ltd. is the Operator of the Offshore Ravva Oil and Gas Field (Ravva), on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India.

Cairn on behalf of the JV partners invites reputed Contractors with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in National Competitive Bidding ("NCB") process.

- ❖ The scope of work for this EOI shall broadly include the Provision of Supply Base Facility at Kakinada, Ravva Block, Andhra Pradesh

In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

TECHNICAL CRITERIA:

- ❖ The proposed property shall have a minimum area of Six (06) Acres within a single plot.
- ❖ The proposed property should either be on lease or owned in the name of the bidding entity or representative/s of the bidding entity and shall have a minimum of Four (04) Years of lease (in case on lease) from the time of Contract Award.
- ❖ Location of the proposed property shall not be more than 30 KM from Kakinada Deep Water Port [KDWP] via roads suitable for heavy vehicle movement
- ❖ Road(s) between the proposed location and Kakinada Deep Water Port (KDWP) shall, under normal circumstances at any point of time in the day, not have any traffic restriction for heavy vehicle movement from concerned authorities.

FINANCIAL CRITERIA:

- ❖ Turnover of the vendor for 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 in each of the preceding 2 financial year shall not be less than 1.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference
2. Documents listed below
 - a) Letter of interest clearly indicating the Project reference
 - b) Detailed Company Information with Organization structure

- c) Details of previous experience of renting out supply base along with details on Contractual Duration with years, Client details etc.
- d) Details of distance and area of the proposed location.
- e) Information on power and water supply at the proposed location.
- f) Bidder's commitment to adhere to HSE and Quality control practices of the Company.
- g) If a consortium is proposed, state the name/address/phone/e-mail of all consortium partners. In case of consortium, capabilities of lead bidder shall be evaluated. The submission shall therefore clearly state the name of the lead member of consortium and also furnish the consortium agreement.

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) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Also note that,

- 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.
- In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- 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.

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 and submit their contact details online within 07 days. 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 aforesaid documents and details for prequalification via [Smart Source](#).