



AMENDMENT 1 TO GLOBAL EXPRESSION OF INTEREST / PRE-QUALIFICATION FOR “INTEGRATED DEVELOPMENT SERVICES FOR RAAGESHWARI DEEP GAS FIELD WITHIN RJ-ON-90/1 BLOCK”

With reference to the EOI published on 5th Apr 2017, Vedanta Ltd. (VL) issues following amendment:

Brief Scope of Work and Bids

Vedanta Limited intends to fast track the development of the RDG filed in order to maximize the resource monetization with cost optimization.

To achieve these objectives, Vedanta Limited invites Oil & Gas Services/EPC Companies and/or Consortiums having core competence on **Integrated gas well construction** (including drilling, completion, hydraulic fracturing, testing and associated well services, application of production technology for enhancing the well productivity and ultimate recovery) or **Development of integrated gas surface facilities** (EPC for Gas terminal expansion, well pad, intra-field network) to deliver respective work scope on a standalone basis. Interested bidders can express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process. Interested bidders/consortiums would need to demonstrate strong development capabilities as well as past experience of executing similar projects successfully.

“SPECIFIC PRE-QUALIFICATION CRITERIA”

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services/EPC Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services/EPC 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 Ltd.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance:** Minimum annual average turnover of the **APPLICANT** in atleast 2 of the last 5 financial years should be equal to or more than the estimated average contract value (for ‘Integrated Gas Well construction’ and ‘Development of integrated Gas Surface facilities’ scopes separately) with positive net worth in each of those 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 5 (five) financial years. Latest financial statement **should not be older than 15 months** on the date of submission of response to 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 EOI response

- In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
- 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. Development Scope: The **APPLICANT** must demonstrate either of the following development scopes (directly or as a part of the **CONSORTIUM**):

- I. Integrated Gas Well construction:** capabilities include 'Drilling', 'Completions', 'Hydraulic fracturing and testing', 'Associated well services'
- II. Development of integrated Gas Surface facilities:** capabilities include 'Development of gas processing facilities', 'Development of well pads', 'Development of intra-field pipeline'

Please mention the following details against each capability under either of the above scopes:

- a) Whether the **APPLICANT** has the capability? (Yes / No)
- b) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
- c) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If the capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
- e) If capability addressed by subcontractors, name(s) of finalized/likely subcontractors

For either of the above Scopes, please separately submit details of completed / on-going medium to large scale projects **in last 7 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the respective capability in a similar context. Please submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, please clearly state the same.

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

APPLICANTs are requested to submit the following documents related to QHSE:

- a) QHSE Management System/ QHSE Policy, HSE Manuals and Procedures
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, etc.)

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for a project completed / on-going from the last 7 years, demonstrating specific capability requested. The case study should necessarily include:

- a) Capability demonstrated
- b) Client Name with Address
- c) Existing client situation / client context
- d) Name of the **APPLICANT / CONSORTIUM MEMBER** who was involved in this project
- e) Project description done by **APPLICANT / CONSORTIUM MEMBER** (mention project name and details)
- f) **APPLICANT's** or **CONSORTIUM MEMBER's** role & responsibilities in the project
- g) Project start & completion date
- h) Project Value in INR/USD
- i) Contact person of client along with contact no. & e-mail id
- j) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
- k) Outcomes (e.g. Development outcome, Brownfield developments, etc.)
- l) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- m) Technical/Managerial capabilities deployed
- n) Local base for support/service 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 capabilities details as listed in Pre-qualification criteria 2 (Development Scope)
4. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
5. Details of relevant projects, for either capability, as requested in Pre-qualification criteria 2 (Development Scope) in last 7 years (format as per Annexure 1). Details above to include -
 - I. **Integrated Gas Well construction:**
 - a. number of gas wells developed (drilling , testing, well completions and associated well services)
 - b. number of hydraulic-fracturing jobs performed in gas reservoirs
 - c. Reference client list for gas projects completed/under execution for clients of international repute
 - d. Number of proprietary/patented technology developed in the O&G domain (sub-surface, drilling, hydraulic-fracturing etc.) and instances of its implementation in gas reservoir
 - II. **Development of Integrated Gas Surface facilities:**
 - a. instances of having similar projects involving a gas processing train of atleast 60 MMSCFD capacity or two projects with total capacity of atleast 60 MMSCFD on EPC basis covering all aspects of execution including project management, procurement, design and engineering, construction & installation, testing and pre-commissioning, and commissioning
 - b. instances of having executed onshore pipeline projects of atleast 25 kms of atleast 16" (or above) cross country Hydrocarbon steel pipelines on an EPC turnkey basis.
 - c. has in place Project Execution & Management / Planning & Scheduling methodology

- d. Reference client list for oil and gas projects completed/under execution for clients of international repute
6. HSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
7. Valid Quality Certifications / Accreditations
8. Quality Manual, Policy & procedures
9. Detailed company information with organizational structure, list of manpower with CVs of key personnel, plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources.
10. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
11. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
12. List of current contracts under execution with value of contracts and percentage completion
13. Experience of working in onshore locations
14. Support base in India/ Asia for future service requirements
15. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
16. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
17. List of litigations in last 5 years, if any
18. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
19. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas

The interested bidders should evince interest to participate in EOI within 7 Days of publication of this Expression of Interest.

The interested bidders should do the same by clicking on the "Evince Interest" link against the corresponding EOI listing on Cairn website i.e. www.cairnindia.com and submit their contact details online. Further to this, interest parties would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) within 7 Days from publishing of this EOI. In case of any clarifications, the interested bidders can communicate at response@cairnindia.com

Kindly note that bidders who have already submitted their interest for this EOI may not evince interest again.