

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING
FOR INTEGRATED DEVELOPMENT OF SURFACE FACILITIES WITHIN RJ-ON-90/1 BLOCK, BARMER,
RAJASTHAN, INDIA**

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 on behalf of itself and its Joint Venture (JV) partners, Oil and Natural Gas Corporation (ONGC) for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India. The operator invites globally reputed Engineering, Production and Construction (EPC) Companies to express their interest in pre-qualification to participate in International Competitive Bidding (ICB) process for oil and gas field development services in EPC mode within RJ-ON-90/1 Block, Barmer, Rajasthan, India.

Reputed Partners/EPC Contractors having proven track record in development of surface facilities in Oil & Gas production and processing and demonstrated capabilities in Engineering, Procurement, Construction, Commissioning activities with an outstanding HSE performance are encouraged to evince their interest to participate in this EOI.

Brief Scope of work

To enhance the Oil & Gas production from the Block, Cairn intends to augment the surface facilities for production (hooking up of wells) and processing (modification and augmentation in the well pads and processing plant) within RJ-ON-90/1 block. The surface facility works primarily include piping & mechanical, civil & structural, electrical and instrumentation, corridor works including the pipelines / OHL / OFC. Scope of work mainly includes Site Surveys, Site establishment, Engineering, Procurement, Construction, Pre-Commissioning & Commissioning activities complete with associated Project Management and Interface management.

PRE-QUALIFICATION CRITERIA

Note: APPLICANT wherever referred to in this document, shall mean the Oil & Gas Services/EPC Company itself (in case the bidder responds as an individual company) or Leader of Consortium of Oil & Gas Services/EPC Companies (in case the bidder responds as a CONSORTIUM).

The APPLICANT shall be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Specific Pre-Qualification Criteria

Technical Pre-Qualification criteria:

Bidder or Consortium shall have completed the execution of Projects of similar Scope of work on LSTK/EPC basis for development of surface facilities in Oil & Gas production / Oil, Gas & Chemical processing in past seven (7) years, meeting the below criteria:-

- (a) Two (2) projects with minimum cumulative value of \$ 10 Mn.

Participants are requested to submit the following pre-qualification documents:

1. Letter of interest identifying the qualifying projects meeting above criteria with following details:
 - a. Name of the Project
 - b. Client Name / Location of Project
 - c. APPLICANT's or CONSORTIUM MEMBER's Brief Scope of Work
 - d. Value of work INR/USD
 - e. Contractual Duration
 - f. Actual completion of Project
 - g. Completion Certificate from users
 - h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
2. Detailed Project Execution Philosophy describing management of engineering, procurement, construction and commissioning phases of project.
3. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
4. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.

Financial Pre-Qualification criteria:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1.00 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. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee and Commitment Letter, as described under:
- 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
- In case of consortium, Participant is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and 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 namely, turnover, 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 of required value.

- 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

Quality, Health, Safety and Environment (QHSE) requirement:

APPLICANT must have a comprehensive Quality, Health, Safety and Environmental Management system in place. APPLICANT is requested to submit the following documents related to HSEQ to be evaluated at Tender stage:

1. Quality and HSE Management System/QHSE Policy, QHSE Manuals, procedure and sample QHSE plan for similar nature of job.
2. HSE statistics – fatality rate, LTIFR data etc.
3. Certifications pertaining to HSE, QA/QC, International accreditations 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 capability details as listed above.
4. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, 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.
5. HSE performance documents of the bidder/all members of the consortium as listed above.
6. Detailed company information with organizational structure, list of manpower with CVs of key personnel, capital equipment, India support base.
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
8. Specific execution strategy outlining engineering, procurement, and projects controls construction and commissioning functions along with geographical locations for each function
9. List of current contracts under execution with value of contracts and percentage completion
10. Experience of working in onshore locations
11. Support base in India/ Asia for future service requirements
12. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
13. List of proprietary / patented technologies in Oil & Gas domain developed and implemented
14. List of litigations in last 5 years, if any.

15. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
16. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn Oil and Gas 's opportunity areas

The interested Parties 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> within 14 days from this publication and submit their contact details online. Further to this, interested contractors would be invited for participation via Smart Source (Cairn’s e-Sourcing Platform)