

**EXPRESSION OF INTEREST (EOI)
FOR
CAIRN OIL & GAS RESIDENTIAL COMPLEX AT BARMER
WITHIN THE RJ-ON-90/1 BLOCK"**

Vedanta Limited is the world's 6th 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, Aluminum & Power. As per IFC, Vedanta group contributes 1% towards India's GDP. Vedanta plans to invest 9 BUS\$ in capital projects over the next 2-3 years to double its revenues from current levels of 15 BUS\$.

Cairn Oil & Gas, Vedanta Ltd., having portfolio in Oil & Gas exploration and production. Cairn is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn has a vision to achieve 50% of India's crude production and contribute to India's energy security. Cairn is the "Operator" of Contract area "RJ-ON-90/01" (the Block) in the state of Rajasthan, North West India on behalf of itself and its Joint Venture (JV) partner Oil and Natural Gas Corporation Limited (ONGC). Company discovered various oil and gas fields in the Block. In order to manage and augment its operations in Barmer, Company intends to have a residential facility in Barmer named as "**Cairn Oil & Gas Residential Complex at Barmer**" (the Project).

Scope of Work: The Scope of Work of Contractor shall broadly include site surveys, early civil works & site preparation, detailed design & engineering, procurement and supply of all materials, mobilization of resources, construction of proposed residential complex, complete with associated infrastructure & utilities (e.g. power, water, sewage, fire-fighting, roads, parking, green belt & landscape etc.), testing & hook-up (e.g. power mains, water supply, sewage plant etc.) leading to successful commissioning, DLP, and transfer the facility to Company.

Company invites Expression of Interest (EOI) under International Competitive Bidding (ICB) for development of proposed residential complex. Interested Partners with demonstrated HSE performance and proven track record in successfully delivering similar residential complex are encouraged to evince their interest to participate in this EOI.

Interested Parties (**the APPLICANT**) having past experience of developing the Residential Complex and meeting the "**Specific Pre-Qualification Criteria**" defined below shall respond to this Expression of Interest.

"SPECIFIC PRE-QUALIFICATION CRITERIA"

Note: The **APPLICANT** wherever referred to in this document hereafter, shall mean the **Contractor** itself (in case the Party participates as an individual Single Bidder) or the **Leader of CONSORTIUM** (in case the Party(s) participate as a CONSORTIUM). The APPLICANT will be required to meet the below mentioned "Specific Pre-Qualification Criteria".

(A) Technical:

1. The APPLICANT shall have successfully delivered premium Residential Complex/Township in a multi-story structure of similar nature in last ten (10) years comprising of:

(a) At least one (1) project of minimum Three Hundred (300) Dwelling Units/Flats/Apartments.

(OR)

(b) At least two (2) projects of cumulatively minimum Four Hundred (400) Dwelling Units/Flats/Apartments.

Only completed projects shall be considered for evaluation. Last ten (10) years shall be considered from the date of publication of this EOI.

(B) Financial:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than 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 in each of the preceding Two (02) 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 2 (two) financial years. Latest financial statement should not be older than 12 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 group 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 partners' financials can also be considered subject to submission of corporate guarantee by such consortium partner.

In case of consortium, APPLICANT is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and indicate the division of Scope of Work in the consortium members and the 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.

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

The 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.

Information to be furnished by the APPLICANT while responding to this EOI:

The APPLICANTS are requested to furnish the following information:

1. Letter of interest from the APPLICANT on their letter head clearly showing the Bidding Entity, Mode of participation (i.e. Single Bid or Consortium Bid), brief summary of APPLICANT's credential/past experience.
2. The Technical capabilities details/documents as requested in Specific Pre-Qualification Criteria - Technical (A).
3. The Financial performance documents as requested in Specific Pre-Qualification Criteria - Financial (B).
4. Details of completion of similar type of projects in the last ten (10) years including:
 - a) Name of the Project
 - b) Client name, Location of the Project
 - c) Brief Description of Project e.g. Development Area, number of units/towers, additional infrastructure etc. as applicable
 - d) APPLICANT's Brief Scope of Work
 - e) APPLICANT's Value of work INR/USD
 - f) Contractual Duration
 - g) Actual completion of Project with Completion Certificates
 - h) Certification Accreditation of the Project (LEED/GRIHA/IGBC/Any other)
 - i) Whether Operation & Management (O&M) of the facility was in APPLICANT's scope (Yes/No, duration)
 - j) Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
5. Detailed Project Execution Philosophy describing management of engineering, procurement, construction and commissioning phases of project.

6. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
7. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.
8. Health Safety Environment and Quality (HSEQ) policies, HSEQ Safety Manual / Procedures, Organogram in line with internationally accepted practices with statistics for last three (3) years, and the LTIFR track record for last three (3) years.
9. List of current contracts under execution with value of contracts and percentage completion in support of present workload.
10. The APPLICANT shall not be under liquidation, court receivership or similar proceedings. A declaration to be submitted by the APPLICANT.

The interested Parties 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 i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested Parties would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform). The Contractors would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fifteen (15) days of publication of Expression of Interest.

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