

**EXPRESSION OF INTEREST (EOI) INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR ENGINEERING, PROCUREMENT, CONSTRUCTION (EPC) SERVICES & COMMISSIONING OF HYDROCARBON AND NON-HYDROCARBON PIPELINES OF MULTIPLE SIZES ACROSS MANGALA, BHAGYAM & AISHWARIYA OIL FIELDS IN 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 and 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 a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) process for **Engineering, Procurement, Construction (EPC) services and commissioning of hydrocarbon and non-hydrocarbon pipelines of multiple sizes across Mangala Bhagyam-Aishwariya (MBA) oil fields in Rajasthan, India.**

**Brief Scope of Work**

As part of this scope, vendor's responsibility would include engineering, procurement, and installation of approximately 32.5 km, various size pipelines carrying multiple products including production fluid, injection water and power fluid at Mangala-Bhagyam-Aishwariya field between different well pads.

Out of total scope described above, 11.6 Km pipelines carrying production fluid shall be covered under firm scope and remaining 20.8 km pipelines carrying multiple fluids like production fluid, injection water and power fluid shall be covered under ARC scope.

The scope also covers installation and commissioning of a total of 52.4 km of fiber optic cable along with the pipeline replacement activity.

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

**Financial GO/NO-GO Criteria**

- a. Turnover - turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value.
- b. Net Worth - positive net worth in each of the immediately preceding two (02) financial years.
- c. Liquidity Ratio - liquidity ratio in each of the preceding two (02) financial years should not be less than 1

**Technical GO/NO-GO Criteria**

Bidder shall have successfully executed, in last 5 years, buried steel pipeline installation project (Size 10" or above and length 5 km or above) along with supply of API grade pipelines in one single order. Only completed projects shall be considered for evaluation. In that specific project, the bidder (lead bidder in case of consortium) shall

have performed the pipeline laying as the main activity of the project by itself and not through sub-contractor. The contractor shall have to demonstrate with supporting documents with unpriced purchase orders or contracts.

**Also, 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 annualized contract value. b) commitment letter from parent/company to provide financial support to the bidding entity.

iii. Evaluation will be done only based on the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c, and Notes to Accounts.

iv. 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 Contractors/ Consortiums 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 **Ten (10)** days of publication of this EOI. Further to this, interested contractors would be invited to submit their techno-commercial bids (Unpriced and Priced) for evaluation and qualification via Smart Source (Cairn's e-Sourcing Platform).