

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) PROCESS FOR PROVISION OF MONETIZING MARGINAL OIL AND GAS FIELDS ACROSS ALL BLOCKS OPERATED BY CAIRN OIL & GAS IN 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 is the Operator of the Onshore RJON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and its joint venture partners invites experienced contractors / consortiums with proven capabilities and demonstrated performance in similar requirement to participate in the International Competitive Bidding (ICB) process for provision of monetizing marginal oil and gas fields across our operational sites in India.

Brief Scope of Work

Cairn Oil & Gas intends to engage a reputed Business Partner with Techno-Managerial capability for monetizing marginal fields in RJ-ON-90/1 block that the company operates on behalf of the Joint Venture and for other blocks where the Company has 100% operatorship. Scope of Work involves end to end delivery of field operations including broadly monetizing already drilled wells and executing the remaining drilling and completion activities for appraisal and development wells. The scope also includes establishing, operating and maintaining the required surface facility. Business partner may also be required to drill and complete additional wells to recover the full potential of fields.

Please note the below criterion may be used for qualification of vendors for current/ future tenders. Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

NOTE: APPLICANT wherever referred to in this document, would mean the leader of CONSORTIUM of Oil & Gas Services (in case the bidder applies as a CONSORTIUM) or an Oil & Gas Services (in case the bidder applies as an individual company). APPLICANT should necessarily have core competency in the Services mentioned above. Additionally, APPLICANT will be required to meet the below mentioned pre-qualification / qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Pre-Qualification/ Qualification Criteria

1. Financial Criteria:

- i. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated contract value
- ii. Positive net worth in each of the immediately preceding two financial years
- iii. 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 immediately preceding 02 (Two) financial years in the tender. Latest financial statement should not be older than 12 months on the date of 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 tender.
- In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should 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.

2. Technical Criteria:

Interested Applicants shall have relevant experience in executing projects having similar Scope of Work as mentioned above.

Interested Applicants are requested to submit the details of their experience of executing similar projects along with relevant credentials and pre-requisite documents mentioned below for evaluation:

- Letter of interest clearly indicating EOI reference
- Detailed Company Information with Organization structure, List of manpower with CVs of key personnel, Support agencies and other facilities & resources
- Details of completion of similar type of projects under headings:
 - a) Brief scope of work
 - b) Value of work
 - c) Contract Duration
 - d) Actual completion of Project
 - e) Contact details of the Client (Company may approach the client directly for the feedback)
 - f) Completion Certificate from Client (or equivalent documents)

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

Applicants are requested to submit the following documents related to HSE in tender:

- a. Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure and sample HSE plan for similar nature of job.
- b. HSE statistics - fatality rate, LTIFR etc for the last 5 years

The interested Applicants should evince interest to participate in the Expression of Interest by clicking on the “**Evince Interest**” link against EOI listing on the Cairn website i.e. <http://www.cairnindia.com> within 10 days from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn’s e-Sourcing Platform).