

EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) PROCESS FOR PROVISION OF SERVICES TO OBTAIN PETROLEUM STORAGE LICENSES FROM PETROLEUM AND EXPLOSIVES SAFETY ORGANISATION (PESO) TOWARDS STORAGE OF PETROLEUM AND NATURAL GAS FOR CAIRN OPERATED OALP AND DSF BLOCKS ACROSS 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 a National Competitive Bidding (NCB) process for **provision of services to obtain license from Petroleum and Explosive Safety Organisation (PESO) for storage of petroleum class A, B, and C product (Crude Oil, Crude condensate, Diesel and Others) and Compressed Natural Gas (filling and storage) for exploration and development sites of Cairn operated OALP and DSF blocks located in Rajasthan, Gujarat, Andhra Pradesh and Northeast regions of India.**

Brief Scope of Work

In view of the requirement of license from Petroleum and Explosive Safety Organisation (PESO) for Storage of petroleum class A, B, and C product (Crude Oil, Crude Condensate, Diesel and Others) and Compressed Natural Gas (filling and storage) and other chemicals storage which require statutory approvals from PESO, bidder's scope primarily shall cover following:

- To obtain petroleum storage licenses
- Renewal of existing PESO licenses
- In supersession approval (in case as-built layout is different than the already approved layout plan)

Please note the below criterion are only for reference and the criteria(s) for shortlisting the bidders shall be based on tender requirements and conditions specified therein. The same shall be communicated to bidders appropriately in the tender.

SPECIFIC PRE-QUALIFICATION CRITERIA

Technical Capabilities:

1. Bidder should have proven capabilities (Executed minimum of 10 similar assignments) in the past for execution of similar scope of work.
2. PESO certified competent person(s) with valid certificate should be available with the Bidder during Contract duration.

Financial Capabilities:

Annual Turnover in each of the immediately preceding two (2) financial years should be equal to or more than the estimated average annual contract value.

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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- 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 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.
- v. Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last two (2) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (EoI). The bidding entity not meeting the financial criteria mentioned above in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

The interested companies/consortiums 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 website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested parties/ Bidders/companies/consortiums would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform).

The interested bidders should "Evince interest" to participate in EoI within **10 days** of publication of Expression of Interest.
