

GLOBAL EXPRESSION OF INTEREST FOR PROVISION OF DRILLING RELATED SUPPLY AND SERVICES AND RIG AND VESSEL RELATED SERVICES FOR CAIRN OPERATED OFFSHORE BLOCKS IN INDIA

Vedanta Ltd. 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, Aluminium & Power. Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, VEDANTA LTD. (herein the Company) is the Operator in onshore block located in Barmer in Rajasthan, India, as well as for offshore blocks (water depth $\leq 115\text{m}$) in India, Cambay (located on the West Coast of India); RAVVA (located on the East Coast of India). In addition to this, there are some other offshore and Onshore blocks in India where exploration activities are under planning. Cairn Oil & Gas, Vedanta Limited intends to fast track the development of its field & explore new acreage with the additional well campaign to maximize the resource monetization with cost optimization. To achieve these objectives, the Company on behalf of itself and its Joint Venture (JV) partners, invites expression of interest (EOI) from experienced contractors under International Competitive Bidding (ICB) process for provision of the below listed services and supply required for offshore drilling campaigns on East and West coast of India.

Brief Scope of Work and Bids for Drilling Related Services

Scope of work broadly includes provision of multiple type of oil field supply & services associated with Drilling operations. Supply & services shall be mobilized as per planned drilling operation. A brief list of supply & services is provided below for reference:

- Provision of rig suitability study for ILJU rig placement and deployment on the platforms by analysing the soil and other relevant data for each specific location.
- AHTS vessels of varying Bollard pull capacity capable of towing the rig between locations
- Third Party Rig Inspection and DROPS survey for assessment and acceptance of the offered rig to classify as fit to use for the purpose of planned operations.
- Marine Consultancy Services
 - Vessel Inspections- Experienced surveyors to undertake inspection and audit of offshore supply vessel.
 - Rig Move Observer- Experienced Rig movers to conduct offshore rig moves.
- Bunker Survey (ROB)- Experienced surveyors for offshore bunker and fresh water supply survey.
- Rig Positioning and Sea-bed Survey Services (equipment and manpower) required for sea-bed survey and rig positioning.
- Supply of fuel for drilling rig and vessels
- Provision of Manpower services for Drilling and Completion operations like Drilling Supervisor, Completion Supervisor, HSE Engineer, Drilling Engineer, Completion Engineer, Logistics Manager, Base Co-ordinator, Geologist, Mud Supervisor, Drilling Rig Logistics, and Testing Supervisor etc.
- Provision of Chopper Services
- Supply of OCTG & accessories
- Supply of wellheads, christmas tree & associated services
- Supply of completion equipment & associated services like liner hangers, packers, SSD, nipple plugs etc.

In view of the nature of the scope, only those Contractors possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing at least similar jobs shall respond to this notice. In case, any Contractor intends to bid in more than one category, please clearly state the same.

Mention the following details against the below listed capabilities.

| SI. No | Category | Description | Contractor's Capability (Yes/No) |
|--------|--|---|----------------------------------|
| I | Rig Suitability Study | Provision of rig suitability study for ILJU rig placement and deployment on the platforms by analysing the soil and other relevant data for each specific location. | |
| II | AHTS vessels | AHTS vessels of varying Bollard pull capacity capable of towing the rig between locations | |
| III | Third Party Rig Inspection and DROPS | Third Party Rig Inspection and DROPS survey for assessment and acceptance of the offered rig to classify as fit to use for the purpose of planned operations. | |
| IV | Marine Consultancy Services | a. Vessel Inspections- Experienced surveyors to undertake inspection and audit of offshore supply vessel. b. Rig Move Observer- Experienced Rig movers to conduct offshore rig moves. | |
| V | Bunker Survey (ROB) | Experienced surveyors for offshore bunker and fresh water supply survey. | |
| VI | Rig Positioning and Sea-bed Survey Services | Rig Positioning and Sea-bed Survey Services (equipment and manpower) required for sea-bed survey and rig positioning. | |
| VII | Supply of fuel | Supply of fuel for drilling rig and vessels | |
| VIII | Provision of Manpower services | Provision of Manpower services for Drilling and Completion operations like Drilling Supervisor, Completion Supervisor, HSE Engineer, Drilling Engineer, Completion Engineer, Logistics Manager, Base Co-ordinator, Geologist etc. | |
| IX | Provision of Chopper services | Movement from the nearest airport /landing pad to and fro Rig, night emergency landing. | |
| X | Supply of OCTG & accessories | Supply of OCTG & accessories for drilling & completion. | |
| XI | Supply of wellheads, X-mas Tree & associated services | Supply of wellheads, X-mas Tree & associated services for drilling & completion. | |

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| XII | Supply of completion equipment & associated services like liner hangers, packers, SSD, nipple plugs etc. | Supply of completion equipment & associated services like liner hangers, packers, SSD, nipple plugs etc. for well completion. | |
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Pre-Qualification/ Qualification Criteria NOTE

APPLICANT wherever referred to in this document, would mean the entity expressing interest in this EoI. **APPLICANT** shall necessarily have core competence on services mentioned above. Additionally, **APPLICANT** will be required to meet the below mentioned prequalification/ qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance:**

- Turnover in each of the immediately preceding two financial years shall 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 shall be equal to or more than the estimated contract value
- Positive net worth in each of the immediately preceding two financial years
- Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years

APPLICANT shall 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 shall 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 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 shall be clearly mentioned in the tender.
- 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
- 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 shall 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 Capabilities:

Below are the technical criteria for each specific category:

Technical Criterion for Drilling Related Services, Drilling Rig, Marine Services, Rig and Marine associated Services/ Studies and-Supply Of Well Construction (Drilling And Completion) Tangibles And Associated Services For Offshore Blocks In India.

| SI No | Category | Criteria Description |
|-------|--|---|
| I | Provision of rig suitability study for ILJU rig placement and deployment on the platforms by analysing the soil and other relevant data for each specific location. | 1. Interested contractors to list down the following: <ol style="list-style-type: none"> i. Projects taken in last 3 years on rig suitability analysis/ study on deployment of offshore rig on platforms. Submit details of completed / on-going contracts/ project details where the APPLICANT has demonstrated the respective capability in a similar context. |
| II | AHTS vessels of varying Bollard pull capacity capable of towing the rig between locations | 1. Interested Contractors shall have minimum 3 years of experience of providing relevant services 2. Shall own minimum fleet of two Offshore Vessels 3. Shall hold a Document of Compliance (DOC) for ISM, for type of vessel Shall have proven HSE track record to meet Company standards |
| III | Third Party Rig Inspection and DROPS survey for assessment and acceptance of the offered rig to classify as fit to use for the purpose of planned operations. | 1. Interested contractors to list down the following: <ol style="list-style-type: none"> i. Projects taken in last 3 years on third party rig inspection and DROPS ii. Submit details of completed / on-going contracts/ project details where the APPLICANT has demonstrated the respective capability in a similar context. |
| IV | Marine Consultancy Services: this service will include the below: <ul style="list-style-type: none"> • Vessel Inspections • Rig Move Observer | 1. Interested Contractors shall have 3 years experience in providing similar services as stated in the scope of work. 2. Qualification to perform Assessment of Safety Management Systems of Organization and AHTS, PSV & other type of merchant vessels. Seagoing Qualification at Management level - Master or Chief Engineer shall be provided |
| V | Bunker Survey (ROB)- Experienced surveyors for offshore bunker and fresh water supply survey. | 1. Interested contractors shall have minimum experience of 3 years in providing ROB Bunker surveys 2. Interested Contractors shall have minimum 04 qualified personnel on roll holding IFIA Certification for Petroleum Inspectors |
| VI | Rig Positioning and Sea-bed Survey Services (equipment and manpower) required for sea-bed survey and rig positioning. | 1. Interested Contractors shall have minimum 03 years' experience of providing the required equipment and services worldwide; including India and R&D facilities if applicable |

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| | | 2. Qualified, skilled & experienced personnel for each of Sr Surveyor, Navigator Technician, Geophysicist & Data Processor shall be provided |
| VII | Supply of fuel for drilling rig and vessels | 1. Interested Contractors shall have minimum 3 years of experience in supply of Petroleum Products |
| VIII | Provision of Manpower services for Drilling and Completion operations like Drilling Supervisor, Completion Supervisor, HSE Engineer, Drilling Engineer, Completion Engineer, Logistics Manager, Base Co-ordinator, Geologist etc. | 1. Interested Contractors shall have minimum 3 years of experience of providing manpower services as required by Company to the Global Operators- India and Globally. |
| IX | Provision of Chopper and associated services | 1. Interested contractor shall have minimum 3 years of similar experience. 2. Qualified, skilled & experienced personnel shall be provided. |
| X | Supply of OCTG & accessories | 1. Interested Contractors shall have minimum 5 years of experience of supplying OCTG and accessories to Oil & Gas operators |
| XI | Supply of wellheads, X-mas Tree & associated services | 1. Interested Contractors shall have minimum 5 years of experience of providing supply and service for wellhead and X-Mas tree to Oil & Gas operators. 2. Qualified, skilled & experienced personnel shall be provided. |
| XII | Supply of completion equipment & associated services like liner hangers, packers, SSD, nipple plugs etc. | 1. Interested Contractors shall have minimum 5 years of experience of providing supply and service for completion equipment like packers, SSD, nipple, plugs etc. to Oil & Gas operators. 2. Qualified, skilled & experienced personnel shall be provided. |

Please note that the above criterion is for qualification of the vendors for current/ future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

Note: Vendor to clearly indicate the Supply/ Service/Tangible for which they indicate to submit the EOI via Smart Source (Cairn's e Sourcing Platform) in the Request for Information (RFI) event. Interested Vendors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) and the vendors would be requested, as a minimum, to submit the following documents and details:

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.

- Details of Management, Operating and Maintenance schemes with copies of their certification
- Details of HSE Policy, HSE Organogram, responsibilities, Compliance Procedure, Risk management, Planning and procedures, Implementation and performance monitoring
- HSE MS Certifications / Accreditations
- Updated Quality Manual, Quality Policy and Procedures, organogram, Proven track records of catering similar services for last 3 years, valid Quality Certifications such as ISO 9001:2015/API Q2 2nd edition/ API Q1 9th edition (as applicable) for the intended scope of services, Accreditations
- APPLICANT to fill in the Minimal Risk & Contractor Pre-Qualification Questionnaire shared by Company in RFI.

The interested vendors shall 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. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn’s e-Sourcing Platform) through the Request for Information (RFI) event.