

GLOBAL EXPRESSION OF INTEREST FOR PROVISION OF WELL CONSTRUCTION SUPPLY AND SERVICES FOR WELLS FOR ONSHORE OPERATING FIELDS

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, Vedanta Ltd. has a world-class resource base, with a current interest in 62 blocks in India, including the 38 blocks under the Open Acreage Licensing Policy (OALP) Round I auction, 5 blocks under Round II and 3 blocks under Round III, 2 awarded under the Discovered Small Fields (DSF) Round II and 8 under DSF Round III, and one Coal Bed Methane (CBM) block. In 2004, Cairn made the largest onshore discovery in more than two decades in Mangala, Rajasthan. In its operations of 20 years, Cairn has opened 4 frontier basins with numerous discoveries; 38 in Rajasthan alone.

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 the provision of Well Construction Supply and Services for its onshore operating fields located across India.

Brief Scope of Work

Cairn Oil & Gas, Vedanta Limited, intends to fast track the development of its onshore operating fields & explore new acreage with the additional well campaign in order to maximize the resource monetization with cost optimization.

To achieve these objectives, Vedanta Limited, invites Vendors with proven capabilities and demonstrated performance to express their interest to participate in the International Competitive Bidding Process for the following categories of supply / services:-

Table 01: Well Construction Supply & Services required under this EoI

Sl. No.	EOI Categories
1	Supply of Chemicals, Cement & Bridge plugs & Cementing and Associated Services Supply of Casing Accessories
2	Drill Bits and Associated Services
3	Drilling Fluids, Completion Fluids, Mud Engineering, Solids Control, Centrifuge, Filtration, Bulk Storage Tanks, Ancillary Equipment, and related services (includes supply of Base Oil, fluid chemicals, etc.)
4	Waste Management and Associated Services including WM Logistics

5	Directional Drilling, MWD/LWD & Deviation Monitoring, Mud logging, Coring (incl. core handling, preservation & analysis) and related drilling services
6	Casing & Tubing Running Services including Thread Cutting, Bucking Services and related services Drilling and Fishing Tools including Open Hole, Cased Hole Side-track Package and related services
7	Hydraulic Fracturing, Pumping Services and associated supply and services Coiled Tubing and Stimulation Services and associated supply and services Surface Well Testing (SWT) Services
8	Logging Services – Wire line, E-line and Slickline and related services

*Vendors can express their interest for any or all the services mentioned in Table 01 which they can provide.

In view of the nature of the scope, only those vendors possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing at least similar jobs should respond to this notice.

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.

A. Pre-Qualification Criteria:

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 competence on the Supply / 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.

1. Financial performance:

- 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 1.00 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 vendors shall have minimum 03 (Three) years of experience for respective categories stated in Table 01 above.

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: Vendors to clearly indicate the Supply / Services for which they indicate to submit the EOI via Smart Source (Cairn's e Sourcing Platform). 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:

Please mention the following details against each capability as cover letter on Smart Source:

- a) Whether the APPLICANT has the capability? (Yes / No)
- b) If the APPLICANT doesn't have the capability, will it be addressed by CONSORTIUM? (Yes/No)
- c) If the APPLICANT doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
- d) If capability addressed by CONSORTIUM, name(s) of finalized/likely CONSORTIUM PARTNERS
- e) If capability addressed by sub-contractor, name(s) of finalized/likely sub-vendors

Minimum pre-requisite documents for evaluation:

- Letter of interest clearly indicating project 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 in the last three (03) years 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)

B. Quality, Health, Safety and Environment (QHSE): Applicant (Bidder/all members of the consortium):

- Vendors 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 vendors 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 14 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).