

GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROVISION OF COMPREHENSIVE OPERATION AND MAINTENANCE OF MANGALA PROCESSING TERMINAL AND ALL THE SURFACE EQUIPMENT & SYSTEMS INSTALLED AT ASSOCIATED WELL-PADS, RAJASTHAN, 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 \$9Bn in capital projects over next 2–3 years to double our revenues from current levels of \$15Bn.

Cairn Oil and Gas, Vedanta Limited ("COG") is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil and Gas, is the Operator of the Onshore RJ-ON-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 and Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries, with significant gas potential in the southern area. Cairn Oil & Gas on behalf of itself and Joint Venture (JV) partner(s) issues this EOI for Comprehensive Operation and Maintenance Services.

Brief Scope of Work and Bids:

Cairn Oil and Gas being operator is managing operations of upstream onshore Oil and Gas facility comprise of Mangala processing terminal with processing of around 1200KBLPD fluid, with its associated 46 well pads in Mangala, Bhagyam, Aishwariya fields, around 700 wells, in area of 20-30KM radius from MPT. MPT Utilities includes 60 MW inhouse power generation with 100 MW grid import facility and internal power distribution stations with interfiled overhead power lines. Well pads are connected to MPT via interfiled pipelines. Central polymer facility of 100KBPD mother solution and distribution network. Cairn Oil and Gas intends to consolidate all the ongoing Operation and Maintenance activities with this campaign in order to maximize the resource monetization with cost optimization.

To achieve this objective, Cairn Oil and Gas invites global Oil & Gas Service/EPC/O&M companies and/or CONSORTIUMs, with Operation and Maintenance capabilities for end to end Oil and Gas facilities, to express their interest for participating in the International Competitive Bidding (ICB) Process. Interested companies/CONSORTIUMs would preferably need to demonstrate strong and integrated O&M capabilities as well as past experience of executing similar projects successfully.

Specific Qualification Criteria:

NOTE: APPLICANT wherever referred to in this document, would mean the leader of **CONSORTIUM** of Oil & Gas Services/EPC/O&M Companies (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services/EPC/O&M Company itself (in case the bidder applies as an individual company). **APPLICANT** should necessarily have core competence on Operation and Maintenance of Oil and Gas Facilities. Additionally, **APPLICANT** will be required to meet the below mentioned qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Key Qualification criteria:

1. Financial performance:

- a. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value
- b. Positive net worth in each of the immediately preceding two financial years

c. Liquidity ratio shall not be less than 1.00 in each of the preceding Two (02) financial years **APPLICANT**s shall be required 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 last 2 (two) financial years. Latest financial statement should 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:

- 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:
 - o Submission of Financial guarantee in the form of 10% Bank guarantee of contract value.
 - o Commitment Letter from Parent/Company to provide financial support to the bidding entity.
 - III. In case of **CONSORTIUM**, the financials of the leader of the **CONSORTIUM** (in whose name the bid is submitted) will be evaluated.
 - IV. 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
 - V. 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
 - VI. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
2. **Operation and Maintenance Capabilities:** The **APPLICANT** must demonstrate the Comprehensive Operation and Maintenance capabilities (directly or as a part of the **CONSORTIUM**) or a significant part of the Comprehensive Operation and Maintenance. Participant shall be required submit following:
- a. Please mention the following details:
 - (i) Whether the **APPLICANT** has the capability? (Yes / No)
 - (ii) If the **APPLICANT** doesn't have the capability, will it be addressed by **CONSORTIUM**? (Yes/No)
 - (iii) If the **APPLICANT** doesn't have the capability, will it be addressed by a sub-contractor? (Yes/No)
 - (iv) If capability addressed by **CONSORTIUM**, name(s) of finalized/likely **CONSORTIUM PARTNERS**
 - (v) If capability addressed by subcontractors, name(s) of finalized/likely sub-contractors
 - b. Please submit details of completed / on-going medium to large scale projects **in last 7 years** – where the **APPLICANT** or any **CONSORTIUM MEMBER** has demonstrated the capability in a similar context. Please submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, please clearly state the same.

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for a Comprehensive Operation and Maintenance project completed / on-going in the last 7 years, demonstrating required capabilities. The case study should necessarily include:

- a) Client Name with Address
- b) Existing client situation / client context
- c) Name of the **APPLICANT / CONSORTIUM MEMBER** who was involved in this project
- d) Project description done by **APPLICANT / CONSORTIUM MEMBER** (mention project name and

- details)
- e) **APPLICANT's** or **CONSORTIUM MEMBER's** role & responsibilities in the project
 - f) Project start & completion date
 - g) Project Value in INR/USD
 - h) Contact person of client along with contact no. & e-mail id
 - i) Details on approach adopted, technology applications (proprietary, access to technology applications, implementation etc.), resources deployed, etc.
 - j) Outcomes (e.g. Efficiency, Availability, Brownfield developments, etc.)
 - k) Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
 - l) Technical/Managerial capabilities deployed
 - m) Local base for support/service etc.

Documents to be furnished in the Proposal:

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a **CONSORTIUM**, the division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Technical capability details as listed in qualification criteria
4. Financial performance documents as listed in the qualification criteria
5. Details of relevant projects as requested in qualification criteria in last 7 years (format as per Annexure 1).
6. HSE performance documents including HSE Management system of the bidder/all members of the **CONSORTIUM**
7. Valid Quality Certifications / Accreditations, Quality Manual, Policy & procedures
8. Detailed company information with organizational structure, list of manpower with CVs of key personnel, capital equipment, India support base.
9. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
10. Specific execution strategy outlining engineering and procurement.
11. List of current contracts under execution with value of contracts and duration executed
12. Experience of working in onshore locations
13. Support base in India/ Asia for future service requirements
14. Details of Technical /Managerial resources that will be allocated to this project (name, designation, experience, office location etc.)
15. List of litigations in last 5 years, if any
16. Declaration specifying that the **APPLICANT** is not under liquidation, court receivership or other similar proceedings
17. Any other documents in support of **APPLICANT's** credentials and experience and expertise, relevant to Cairn Oil and Gas 's opportunity areas

The interested Contractors 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 Fourteen (14) 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).