

Expression of Interest- Long Lead Items and Tangibles for supporting Drilling Campaign

Cairn Oil & Gas, Vedanta Ltd., is the largest private oil and gas exploration and production company in India, accounting for more than a quarter of India's domestic crude oil production. Cairn on behalf of itself and its Joint Venture Partners operates offshore blocks located off the east and west coast of India.

Brief Scope of Work and Bids

Vedanta Limited intends to carry out drilling campaign in offshore fields in order to maximize the resource monetization with cost optimization.

To achieve this objective, Vedanta invites experienced Contractors under International Competitive Bidding (ICB) Process for

- A) **Supply of OCTG and accessories**
- B) **Supply of Wellheads, X-Mas Tree and associated services**
- C) **Supply of Completion Equipment and associated Services like 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 should respond to this notice.

Interested contractors would need to express their interest for pre-qualification to participate in the International Competitive Bidding (ICB) Process.

NOTE: APPLICANT wherever referred to in this document, would mean the **Contractor**.

"SPECIFIC PRE-QUALIFICATION CRITERIA"

Contractor will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial performance**: Strong liquidity in each of the preceding two years.

Contractor shall submit its 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.

- 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
- 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

Additional points to be considered for evaluation of financial performance:

- Normally standalone financials of the bidding entity only will be considered. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company commitment letter (as per Annexure 2) to support financially, the bidding entity and submission of Bank Guarantee (as per Annexure 3) equivalent to 10% of contract 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

APPLICANT will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

2. Delivery capabilities:

Please note the below criterion which shall be used for preliminary short listing of bidders for future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

1. Supply of OCTG and accessories

- a. Interested Contractors shall have **minimum 5 years** of experience of supplying OCTG and accessories to Oil & Gas operators.

2. Supply of Wellheads, X-Mas Tree and associated services

- a. Interested Contractors shall have **minimum 5 years** of experience of providing supply and service for wellhead and X-Mas tree to Oil & Gas operators.

3. Supply of Completion Equipment and associated Services like Packers, SSD, nipple, plugs etc.

- a. 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.

For either of the above (1 to 3), please separately submit details of completed / on-going projects and Contracts **in last 10 years** – where the **APPLICANT** has demonstrated the respective 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.

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

APPLICANTS are requested to submit the following documents related to QHSE:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Quality System Certifications, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO 9001- 2015, API Q1 -9th edition, API Q2- first edition or equivalent certifications, ISO 14001-2015, OSHAS-18001 or ISO 45001-2018))

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Documents to be furnished in the Proposal for Pre-Qualification

The Contractors would be requested, as a minimum, to submit the following documents and details for prequalification via Smart Source.

- Letter of interest clearly indicating project reference
- Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc
- Details of completion of similar type of projects in the last ten years under headings:
- a) Brief scope of work b) Value of work c) Contract Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (Cairn may approach the client directly for the feedback).
- Technical capabilities details including specific experience as listed in Pre-qualification criteria (Delivery capabilities).
- QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria.
- Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings.
- Any other relevant documents in support of APPLICANT's credentials and experience and expertise.
- List of Similar work with contract values successfully executed in the last 10 years and projects currently under execution.
- LTI track record for last 3 years
- Details of HSE Organization, responsibilities, resources, standards and documentation, Risk management, Planning and procedures, Implementation and performance monitoring.
- Details of HSE auditing and management review of HSE-MS, Valid Certifications / Accreditations
- Details of established Quality Manual, Policy and Procedures, valid Quality Certifications, Accreditations.

Vedanta Limited requests interested bidders who wish to receive Tender for the above, to submit their Expression of Interest under ICB Process. The interested bidders 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 bidders would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) within 14 Days from publishing of this EoI.

In case of any clarifications, the interested bidders can communicate at response@cairnindia.com

Annexure 2

Format of Financial Commitment Letter from Holding Company of the Bidder

Date:

VEDANTA LIMITED,
ASF CENTER TOWER A,
362-363, JWALA MILL ROAD,
PHASE IV, UDYOG VIHAR,
SECTOR 18, GURUGRAM-122016
HARYANA

Commitment for Financial Support to (“Bidder”) in ITT NO.....(“Tender”)

Dear Sirs,

We,, a Company incorporated under the laws of, have beneficial ownership of more than 50% shareholding in the Bidder.

While the Bidder is unable to fulfill the financial evaluation criteria of the Tender, Vedanta Limited has agreed to consider our the audited financial statements in support for Bidder’s qualification and in consideration thereof we confirm and commit as follows:

1. Should the Bidder be awarded a binding contract pursuant to the Tender (“the Contract”), we shall provide to the Bidder all necessary support to be able to meet all their costs and liabilities pursuant to the Contract;
2. We shall provide to Vedanta Limited a Bank Guarantee in the format provided therefor in the Tender;
3. If requested by Vedanta Limited, we shall extend the validity period of the aforesaid Bank Guarantee or issue a further Bank Guarantee in the event that the duration of the Contract is for any reason extended beyond validity date of the Bank Guarantee;
4. We understand and agree that Vedanta Limited shall have an unqualified right under to draw on the Bank Guarantees under the following circumstances:
 - (i) Any failure by the Bidder to duly perform any of its obligations under the Contract;
 - (ii) Any valid claim made by Vedanta Limited accruing due to any acts/omission of the Bidder and the Bidder fails to pay Vedanta Limited for such a claim immediately upon such demand;
 - (iii) Our failure to renew or replace the Bank Guarantee, at least 7 (seven) days’ prior to its expiry, in case the term of Contract has been extended.
5. We further undertake to indemnify all losses, damages, expenses, claims, costs and proceedings which may be suffered or incurred by Vedanta Limited due to the failure or breach on the part of the Bidder.
6. The undertaking contained herein and the Bank Guarantee issued pursuant hereto shall remain valid through the term of the Contract and shall not be invalidated by any change in our shareholding of the



Bidder or by any other agreement or arrangement, save and except with express written consent or agreement with Vedanta Limited.

7. The terms of this undertaking are to be construed in accordance with the laws governing the Contract.

Thanking you,

Yours faithfully,

For and on behalf of

Signature :

Name :

Designation :

Date :

Annexure 3

Format of Bank Guarantee to be provided by Holding Company of the Bidder

BANK GUARANTEE

To,

VEDANTA LIMITED,
ASF CENTER TOWER A,
362-363, JWALA MILL ROAD,
PHASE IV, UDYOG VIHAR,
SECTOR 18, GURUGRAM-122016
HARYANA

1. In consideration Of VEDANTA LIMITED, a body corporate established under the laws of India, and having its Registered Office at 1st Floor , 'C' wing ,Unit 103, Corporate Avenue, Atul Project, Chakal, Andheri(East), Mumbai – 400093, Maharashtra, India. (hereinafter referred to as “Company”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, ‘executors and permitted assigns) having entered into a Contract No..... dated (hereinafter called the “Contract” which expression ‘shall include all the amendments thereto) with , a company incorporated and ‘validly existing under the laws ofhaving its registered office at (hereinafter referred to as the “Contractor”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), based on the commitment to provide financial support to the Contractor by its Holding Company namely, (hereinafter referred to as the “Contractor’s Parent”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), the Contractor’s Parent furnishes to the Company a bank guarantee for the amount of (.....) to guarantee the satisfactory performance by the Contractor in accordance with the terms and conditions of the Contract,
2. We, **BANK** registered under the laws of (hereinafter referred to as the “Bank”, which expression shall, unless repugnant to the context or meaning thereof, include all its successors, administrators, executors and permitted assigns), do hereby guarantee and undertake to pay to the Company (or if the bank has accepted the assignment of the benefit of this bank guarantee by the Company to any third party pursuant to Clause 4 of this bank guarantee then to that third party) forthwith within 1 (one) Business Day, after receipt by the Bank of a demand complying with the requirements of this bank guarantee on first demand in writing any / all moneys to the extent of (.....) without any demur reservation, recourse, contest or protest and without any reference to the Contractor or the Contractor’s Parent. Any such demand made by Company on the Bank by serving a written notice, shall be conclusive and binding, without any proof whatsoever as regards to the amount due and payable, notwithstanding any dispute (s) pending before any court, tribunal, arbitrator or any other authority and / of any other ‘matter or thing whatsoever, as the Bank’s liability under these presents being absolute and unequivocal. For the purposes of this Clause 2 “Business day” means a day on which commercial/scheduled banks are open for business in **India**. The Bank hereby

agrees and acknowledges that this bank guarantee is irrevocable and continues to be enforceable until it is fully and finally discharged by Company in writing or **date:-** (**"Expiry Date"**) whichever is earlier. This bank guarantee shall not be determined, discharged or affected by the liquidation, winding up, dissolution or insolvency of the Contractor or the Contractor's Parent and shall remain valid, binding and operative against the Bank.

3. The Bank also agrees that Company at its option shall be entitled to enforce this bank guarantee against the Bank as a principal debtor, in the first instance, without proceeding against the Contractor or the Contractor's Parent and notwithstanding any security of other guarantee that Company may have in relation to the liabilities of the Contractor or the Contractor's Parent.
4. With the prior written consent of the Bank (which shall not be unreasonably withheld), the benefit of this bank guarantee may be assigned, charged or transferred by the Company to any person, company, bank or other institution to which the benefit of the Contract is assigned in accordance with its terms only. The Bank shall be given written notice of any such assignment in advance. However, the Bank reserve the right at any time to refuse payment of or to reject documents presented bearing reference to any country, entity or individual that may be the subject of any boycott, sanction or embargo imposed by any laws, executive orders or regulations of the government and/or authorities of the **[insert the country name]** or other countries ("applicable restrictions"), This includes documents evidencing transshipment through any country affected by any applicable restrictions. The Bank shall not be liable for any delay or failure to make payment under this bank guarantee or disclosure of information in connection with such documents, or any other consequence thereof. Further, this bank guarantee may not be assigned or transferred to any person or entity that is the subject of any boycott, sanction or embargo under any applicable restrictions.
5. The Bank further agrees that shall have the fullest liberty without the Bank's consent and without affecting in any manner the Bank's obligations hereunder: to vary. any of the terms and conditions of the Contract or to extend time for satisfactory performance of the Contract by the said Contractor and to enforce, or to forebear to enforce any-of the terms and conditions relating to the Contract and the Bank. shall not be relieved from its liability by reason of any such variation, or extension being granted to the Contractor or any forbearance, act or omission on the part of the Company or any indulgence shown by Company to the Contractor or any such matter or thing: whatsoever which under the applicable laws may, but for this provision, have effect of relieving the Bank.
6. The Bank further agrees that the bank guarantee herein contained shall remain in full force till it is validly discharged by the Company or whichever is earlier, and all dues of the Company under or by virtue of the Contract have been fully paid and ail its claims satisfied or discharged or till the Company discharges this bank guarantee in writing, whichever is earlier but not later than
7. The bank guarantee shall not be discharged by any change in Bank's constitution, constitution of Company or that of the Contractor or change in appropriate laws.

8. The Bank confirms that this bank guarantee has been issued with observance of appropriate laws of **INDIA**.
9. The Bank also agrees that this bank guarantee shall be governed and construed in accordance with **INDIA** laws and subject to the exclusive jurisdiction of **INDIA** courts.
10. All changes, fees, commission and other costs shall be to the account of the Contractor's Parent. Failure of the Contractor's Parent to make such payments shall not in any way affect the bank's obligation under this bank guarantee and Company shall be paid the money due to it under this bank guarantee without any deduction.
11. Notwithstanding anything contained hereinabove:
- (i) Bank's liability under this bank guarantee is limited to (.....)
 - (ii) Bank's guarantee shall remain in force until
 - (iii) Any letter from the Company to the of Branch Office at of the Bank, under the seal of Company shall be deemed to be sufficient and valid demand for payment under this bank guarantee.
 - (iv) The Bank undertakes not to revoke this bank guarantee before the expiry of this bank guarantee including during extension period, if any.

Place:

Date: