

GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF PRODUCTION CHEMICALS & CHEMICAL MANAGEMENT SERVICES FOR CAMBAY BLOCK

Cairn, Oil and Gas, a vertical of Vedanta Limited, is the operator on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the CB-OS/2 (located on the West Coast of India) (the “Block”).

The operator, on behalf of itself and its JV partners, invites Expressions of Interest (EOI) under International CB from Contractors with demonstrated HSE performance and proven track record for Supply of Production chemicals and provision of Chemical Management Services (CMS) for the CB-OS/2 Block. Contract period is typically multiple years.

A) Supply of Chemicals:

The scope of work shall broadly include supply of production chemicals typically including demulsifiers, biocides, corrosion Inhibitors, scale inhibitors etc. to achieve crude oil and water specifications and to maintain asset integrity.

B) Chemical Management Services:

The scope of work for providing Chemical Management Services shall broadly include Chemical application, monitoring and handling.

Contractors having the following Financial & technical qualification shall only be qualified to participate in the International Competitive Bidding process.

Financial Criteria

- Turnover of the vendor for the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
- Positive net worth in each of the immediately preceding two financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60.

Technical Criteria

- Bidder shall have 3 years of relevant experience in providing Chemical Management Services and Supply of Production Chemicals with bundled approach (Supply + Service) in Oil and Gas Industry.

Contractors are requested, as a minimum, to submit the following documents and details:

- Letter of interest with detailed company information.
- Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest. 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. 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.

- List of projects (with details on description of work, operator, value, duration of contract, etc.) for chemical management services & supply for production chemical(s) in upstream O&G processing facility done in last 05 years. Parent company or Affiliate's experience can be submitted and considered. This should be clearly mentioned in the EOI response.
- List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
- Health, Safety and Environment (HSE) and Quality policies and procedures. – Please provide policy, manual and procedure
- Copies of valid international certifications or accreditations like ISO / OSHAS.

For further details, interested Parties are requested to visit our website (visit URL: <http://www.cairnindia.com>) and should evince interest to participate in EOI within 14 days of publication of Expression of Interest. The interested suppliers 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 India website i.e. **<https://www.cairnindia.com>** and submit their contact details online. Further to this, interested suppliers would be invited to submit their response via Smart Source [Cairn's e Sourcing Platform]. The suppliers would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source.