

GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR PERFORMING ASP INJECTIVITY IN THE WELLS OF MBA FIELDS IN RAJASTHAN BLOCK

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., envisions to implement Alkaline Surfactant Polymer (ASP) Flood in various Mangala, Bhagyam, and Aishwariya (MBA) reservoirs. An injectivity test of 12 to 16 weeks duration is planned to test the injectivity of Alkaline Surfactant Polymer Solution in the wells of Fatehgarh reservoirs. To achieve this objective, Cairn Oil & Gas, Vedanta Ltd on behalf of itself and its joint venture partners invites interested players and/or consortiums with proven capabilities and demonstrated performance in similar requirement with end-to-end capabilities to express their interest to participate in the International Competitive Bidding (ICB) Process for the provision of supply of rental equipment and skids for ASP injectivity test in MBA fields in Barmer, Rajasthan, India.

The scope broadly includes Design, Procurement & Supply, Assembly, Inspection & Testing, deliveries to project site, Complete Erection and Installation, Hook-ups complete with applicable tie-in with the existing & proposed facilities, Site Acceptance Testing (SAT), Pre-Commissioning & Commissioning, and Operation & Maintenance (O&M) of these facilities for given period. Scope also includes dismantling, transportation, and restoration of site in original condition after completion of O&M period.

Only those companies possessing substantial and proven record of providing aforementioned services, should respond to this. Interested parties/consortiums, under International Competitive Bidding ("ICB"), would be required to express interests and submitting technical and financial documents as mentioned below.

SPECIFIC PRE-QUALIFICATION CRITERIA

1. Technical:

Bidder or Consortium shall meet successfully below mentioned technical criteria to qualify -

- a. Bidder or Consortium shall have successfully supplied, installed and commissioned, Injection facility of 1000 BLPD or more in oil & gas fields in last 7 years on EPC or rental basis. Bidder shall also provide experience credentials of Operation & Maintenance (O&M) (including rental) of at least 1 plant or skid.

2. Financial

- a) 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
- 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

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 last 2 (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:

- 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 as described under (ii). This should be clearly mentioned in the tender
- ii. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
 - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value
 - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity
- iii. 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.
- 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

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

Participants are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the **qualifying projects** with following details:
 - a) Brief scope of work
 - b) Plant Capacity (MMSCFD/BOPD)
 - c) Value of work in INR/USD
 - d) Contractual Duration
 - e) Actual completion date
 - f) Completion Certificate from end user
 - g) Details of O&M experience
2. Updated HSEQ Manual, Policies, LTI records, Organogram, procedural overviews, and proven track record of catering similar services for last 3 years.
3. Copies of valid ISO 9001, 14001, OHSAS 18001 or any other certification as applicable for intended scope of work

The interested Parties 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 Parties would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform).

The interested Parties should "Evince interest" to participate in EoI within Fourteen (14) days of publication of Expression of Interest.
