

**GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR
DETAILED ENGINEERING, PROCUREMENT, CONSTRUCTION AND COMMISSIONING
FOR DEVELOPMENT OF SURFACE FACILITY OF ALKALINE SURFACTANT POLYMER (ASP)
PROJECT WITHIN RJ-ON-90/1 BLOCK, RAJASTHAN**

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.

Mangala field, the biggest Oil field within RJ-ON-90/01 block was originally developed under water flood, subsequently the polymer flood was implemented and presently producing under polymer flood. Based on the successful pilot trial of Alkali Surfactant Polymer (ASP) flood in Mangala field, Cairn Oil & Gas, Vedanta Ltd., intends to implement ASP flood in part of Mangala field (Cluster C) to increase oil recovery.

Cairn Oil & Gas, Vedanta Ltd., is the Operator on behalf of itself and its Joint Venture (JV) partners, Oil and Natural Gas Corporation (ONGC) for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India. The operator invites globally reputed Engineering, Production and Construction (EPC) Companies to express their interest in pre-qualification to participate in International Competitive Bidding (ICB) process for oil and gas field development services in EPC mode to carry out the detailed engineering, procurement, construction, commissioning, start-up and Performance Guarantee Test Run (PGTR) for the surface facility for the Mangala ASP Cluster-C Project in brownfield environment, in Rajasthan, India.

Brief Scope of Work:

The brief scope of Mangala ASP Cluster-C Project includes Detail Engineering, Safety Studies, Procurement, Inspection & Transportation, Erection & Installation, Pipeline laying, Construction, Pre-Commissioning & Commissioning, Start-up, RFSU, Performance Guarantee Test Run (PGTR). It also includes Project and Construction Management, Interface management (Internal and external), QHSE Assurance and satisfactory handover of complete surface facilities, pipelines including all the elements to Company as per the Mangala ASP Cluster-C Project requirements.

SPECIFIC PRE-QUALIFICATION CRITERIA

1. Financial

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.

Also, note -

- 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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)

- 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/Holding Company to provide financial support to the bidding entity
- iii. 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
- iv. 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.
- 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

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

The latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

2. Technical:

- 2.1 Contractor shall have completed minimum two projects in EPC / LSTK mode of minimum Project value of MM 75 USD each in last seven (07) years for an Onshore Oil and Gas Facility.
- 2.2 Contractor shall have executed at least one EPC project involving any one of the following:
 - Chemical / Polymer Flooding
 - Water Treatment facility involving Softening / Produced Water in Oil and Gas Facility

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) Detail of Partners / Sub-contractors, if any
 - c) PO/Contract copy of completed Project for value in INR/USD
 - d) Actual completion date along with Completion Certificate from end user
 - e) Contact details of the Client (Operator may approach the client directly for the feedback)
2. Details of current commitments - List of jobs under execution with the value of the Job and percentage completion and expected completion date.
3. Updated HSEQ Manual, Policies, LTI records, Organogram, procedural overviews, and proven track record of catering similar services for last 3 years.

4. 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 Eol 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 Eol within 7 days of publication of Expression of Interest.