

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) PROCESS FOR SUPPLY OF PROJECT FEASIBILITY CONSULTANCY SERVICES ACROSS ALL CAIRN OPERATED BLOCKS IN INDIA

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. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the Rajasthan basin.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and its joint venture partners invites globally reputed consultants to express their interest in pre-qualification to participate in the International Competitive Bidding (ICB) process for supply of project feasibility consultancy services across all Cairn operated blocks in India.

The requirement is to carry out the following for Oil and Gas Projects:

- (i) Field development concepts
- (ii) Technology screening and BAT assessment
- (iii) Pre-feasibility & Feasibility studies (including Market survey)
- (iv) Preparation of detailed feasibility report
- (v) Estimation of Development cost

SPECIFIC PRE-QUALIFICATION CRITERIA

1. Technical Evaluation -

Participant should have executed any two of the following activities in past 5 years for a single or multiple projects in Oil and Gas industry:

- (i) Field development concepts
- (ii) Pre-feasibility & Feasibility studies
- (iii) Estimation of Development cost

Only the completed projects shall be considered for evaluation for pre-qualification.

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

- 1) Letter of interest with detailed company information
- 2) Detailed Company Information with Organization structure, Credentials of key personnel (Project Engineering Manager/ Head of Department), etc.
- 3) Details of completion of similar type of projects in the last five years under headings:
 - a. Brief description of the project
 - b. Name & location of the project
 - c. Contractual Duration
 - d. Actual completion of Project with completion certificates
 - e. Clients name & Contact details
 - f. Applicant role in the project

1. Financial Capabilities:

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 -

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:

- 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 and Commitment Letter, as described under:
 - 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
 - In case of consortium, Participant is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and 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.
- 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

The interested suppliers 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 suppliers / contractors would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform). Further to this, interested Parties would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform).

The interested suppliers should “Evince interest” to participate in Eol within 21 days of publication of Expression of Interest.