

EXPRESSION OF INTEREST (EoI) UNDER NATIONAL COMPETITIVE BIDDING FOR PROVISION OF LOGISTICS SERVICES WITHIN RJ-ON-90/1 BLOCK IN RAJASTHAN

Vedanta Ltd. is the world's 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia, and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 - 3 years to double our revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, Vedanta Ltd on behalf of itself and its joint venture partners invites reputed bidders with demonstrated HSE performance and proven track record to express their interest in pre-qualification as bidders and to participate in National Competitive Bidding (NCB) process for provision of logistics services within RJ-ON-90/1 Block in Rajasthan on long term basis.

Brief Scope of Work

Provision of Material Handling, Lifting Equipment and Movement like trailers, cranes, forklifts, cherry-pickers etc. required for handling and transportation of inventory/spare parts/equipment within fields/plant/asset as per the company's Lifting, HSE & Road Transport standards.

SPECIFIC PRE-QUALIFICATION CRITERIA

Financial Capabilities:

1. Annual 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 in each of the preceding 2 financial years shall not be less than 1.
4. Bidders/ all Consortium partners shall not be under liquidation, court receivership or other similar proceedings.

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/Company to provide financial support to the bidding entity

- iii. Evaluation will be done only based on the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- iv. 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.
- v. Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (Eol). The bidding entity not meeting the financial criteria mentioned above in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process.

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

Technical Capabilities

Bidder shall have a minimum of three (03) years' experience (in preceding seven (07) years) in providing Logistics Services to industries such as Oil & Gas processing / refining / Petrochemical Chemicals / Thermal Power Plants / Mining / Metals/Ports etc.

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

1. Letter of interest clearly indicating the project reference.
2. Detail Company Information with Organization structure.
3. Details of Material handling & Lifting Equipment Owned.
4. Details of completion of similar type of services in the last three years under heading:
 - a. Brief scope of work
 - b. Value of work in INR
 - c. Contractual Duration
 - d. Actual completion of Project
 - e. Client's name
 - f. Contact details of the Client (Cairn may approach the client directly for the feedback)
 - g. HSE statistics, LTI graph etc.
5. Bidder shall provide contract copies of major contracts executed in each of the preceding five years.
6. Details of current commitments - List of all jobs under execution with the value of the Job and percentage Completion.
7. Service Completion Certificates, Client Feedback etc of similar contracts executed in the last five years.
8. LTI track record, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last three years.
9. Updated Quality Policy & Practices, Process flow, organization chart, proven track record of catering similar services for 3 years etc.
10. Copies of ISO 9001:2015/ API Q1 9th edition/ API Q2 2nd edition or equivalent (as required), ISO 14001:2015, ISO 45001:2018 or any other certification as applicable for the intended scope of services.
11. 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 18 months on the date of submission of response to Expression of interest.
12. Documents in support of Health & Safety Environment & Quality [HSEQ] performance

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



The interested bidders should "Evince interest" to participate in EoI within 10 days of publication of Expression of Interest.