

GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BASIS (ICB) FOR ENGINEERING PROCUREMENT & CONSTRUCTION FOR QUICK PRODUCTION FACILITIES (QPF) / EARLY PRODUCTION SYSTEMS (EPS) / OIL OR GAS PROCESSING FACILITIES FOR RJ, CB/OS-2 or RAVVA BLOCK, INDIA

Cairn Oil & Gas, a vertical of Vedanta Limited is the Operator of following blocks

- a) Onshore RJ-ON-90/1 block (Rajasthan, India) Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The RJ-ON-90/1 Block contains oil discoveries namely Mangala, Bhagyam, & Aishwarya, other Satellite fields and gas discoveries namely Raageshwari. In addition to these fields, various other discoveries would be developed over a period of time.
- b) Operator of Offshore Ravva Oil and Gas Field (Ravva), on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India
- c) Operator the Offshore CB/OS-2 block, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC) and Tata Petrodyne Limited, located off the west coast of the state of Gujarat, India.

COMPANY invites interested experienced EPC Contractor / suppliers/ manufacturers/ packagers/Integrators (Indian and International both) for below Projects under International Competitive Bidding (“ICB”) process from reputed Contractors with demonstrated HSE performance and proven track record with capabilities in Engineering, Procurement, Construction and Commissioning.

COMPANY intends to install Quick Production Facilities (QPF) / Early Production system (EPS) / Oil or Gas Processing Facilities to bring fields on production. A typical scheme of a QPF/ EPS consists of well fluid gathering and crude / gas stabilization, storage & loading to tankers/ or evacuation through pipelines, associated utilities etc.

The Scope of Work may broadly include the following:

- The Contractor's scope would include checking and verification of development scheme / concept, conduct detailed design, engineering, procurement, inspection, testing, expediting and supply of materials and equipment, erection / installation and construction, pre-commissioning, performance testing, start-up and commissioning and PGTR.
- The QPF / EPS / Oil or Gas Processing Facilities shall be capable to process Oil or Natural Gas with following typical elements
 - Hook up of producer well
 - Facilities for separation and heating of Oil, water, gas and condensate

- Oil / Water/ Condensate storage and evacuation through loading bay and transfer pump.

or

Evacuation through pipeline to the nearest Company guided location

- Associated facilities such as venting system, firefighting facility etc.
- Electrical and Instrument infrastructure along with necessary utilities
- Range of fluid to be treated in QPF / EPS / Oil or Gas Processing Facilities may vary from 100 bbls to 1500 bbls per day with varying ranges of Oil (100-1500 bbls), Gas (0-5 MMSCFD) and Produced water (0-1000 bbls) for every field

The scope of work could be a combination of the above type of activities or any one of them on standalone basis. Contractors or Consortiums possessing proven track record of execution of such projects of similar nature, magnitude and meet the “Specific Pre-Qualification Criteria” defined below shall respond to this EOI.

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical:

Interested party (Bidder in the case of single entity or any party in case of Consortium or subcontractor of the interested party with an undertaking / MOU) shall have supplied / manufactured and commissioned at least one (1) QPF / EPS / Oil or Gas Processing Facility with range as specified above or higher for Oil and / or Gas in last 10 years.

The supporting documentation from the Interested Parties shall pertain to projects on a Lump sum / EPC basis covering aspects of engineering and supply and installation and commissioning of QPF / EPS / Oil or Gas Processing Facility.

Only completed projects shall be considered for evaluation. Ten (10) year time period mentioned above shall be reckoned from the date of issue of this EOI.

Financial parameters to be considered for evaluation:

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

Note: In case, the Interested Party is in Consortium arrangement, then in such scenario:

- a) Consortium partner names/ arrangement with Lead Contractor name shall be defined and submitted.
- b) Any and / or all the members of the Consortium shall be evaluated by Company for technical criteria. For avoidance of doubt, it is clarified that in such arrangement, the Lead member should be coordinating and managing the entire Execution of the facility. .

- c) 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.
- d) 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. This should be clearly mentioned in the EOI response.
 - ii. In case of CONSORTIUM, the financials of the Leader of the CONSORTIUM (in whose name the bid is submitted) will be evaluated.
 - 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 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

Interested parties are requested to submit the following documents and details:

1. Letter of interest from interested party on their Letter Head.
2. Detailed contractor information clearly specifying years of experience in supply on rentals of similar packages, organization structure, list of manpower with CVs of key personnel including O&M personnel, Plant and machinery list mentioning year of manufacturing, support agencies and other facilities and resources
3. Details of similar QPF / EPS / Oil or Gas Processing Facility executed in the last 10 years and demonstration of adherence to technical evaluation criteria mentioned above.
4. List of current ongoing contracts of similar nature under execution and references to demonstrate knowledge & capability for similar jobs under Indian Statutory and Regulatory requirements.
5. Demonstrate Technical and Managerial resource availability including engineering and procurement capabilities along with organogram and resource responsibility
6. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, HSE Organogram in-line with internationally accepted practices and HSE performance statistics (LTIFR, FAR, MVAFR) for last five (3) years.

7. HSE certification / accreditation / safety award / reward / recognition received & past experience with Cairn
8. Quality Manual, Policies and Procedures, Quality organogram in line with internationally accepted practices along with list of quality trained resources and competency matrix
9. Copies of ISO certifications for ISO 9001, ISO 14001, OHSAS 18001, other statutory certification like DGMS, ASME U stamp, API etc.
10. Details of litigations in last 3 years
11. Financial performance documents (Audited Balance sheets, Profit and Loss statements etc.) for last two (2) years.

EOI submission shall be complete with the above requested information.

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 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 would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within fourteen (14) days of date of publication of Expression of Interest.

Vedanta, a diversified natural resources company produces zinc – lead – silver, copper, iron ore, aluminium, oil & gas and commercial power, across four continents.

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