

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF INTEGRATED WASTE MANAGEMENT SERVICES FOR TREATMENT, REPROCESS, RECYCLE, REUSE AND DISPOSAL AT BLOCK RJ-ON-90/1, BARMER, 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 Limited, is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil & Gas is the 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. Cairn Oil & Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities & performance record of accomplishment in similar requirement to express their interest to participate in the International Competitive Bidding (ICB) Process for **“PROVISION OF INTEGRATED WASTE MANAGEMENT SERVICES FOR TREATMENT, REPROCESS, RECYCLE, REUSE AND DISPOSAL AT RAJASTHAN BLOCK: RJ-ON-90/1”**.

Bidder to indicate its interest in any or all of the following categories of services and locations:

PART-A: Skimming & Treatment of floating Oil from Waste Pits of RJ Block

PART-B: Oily Sludge & Slop Oil Treatment for Hydrocarbon Recovery from RJ Block.

PART-C: Sludge De-watering from Waste Pit of RJ Block.

PART-D: O&M Captive TSDF (Haz, Non-haz landfill, Waste storage shed, Weigh bridge & Incinerator)

PART-E: Disposal (Co-processing) of Hazardous Waste through Cement Plant from RJ Block

Interested parties meeting the following criteria should respond to this Eoi:

Financials:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than 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 0.60.

Technical:

Contractor shall have minimum three (03) years' (in preceding five years) experience in providing similar services in Oil & Gas Processing/Refinery/Petrochemical/Chemicals/Thermal Power Plant/Mining/Metals/Ports etc.

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

1. Letter of interest clearly indicating their interest to participate for the services mentioned above Under Part A B, C, D & E.
2. Detailed Company Information with Organization structure, List of manpower with CVs of key Personnel.
3. Capability to execute job with clear responsibility & escalation matrix for Technical, HR & HSE Departments.
4. Details of completion of similar type of contracts in the last Five years (PO/Contract copies and Service Completion Certificate) and similar contracts/agreements currently under execution under headings:

- 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 (Vedanta may approach the client directly for the feedback) HSE statistics, LTI graph etc.
5. Details of availability of all resources (Technology, Equipment, manpower etc.)
6. Details of availability of all resources (thermo-catalytic conversion or equivalent process equipment's, Decanters, Centrifuges)
7. Details of HSSEQ policies, Regulatory Compliance, Contractor HSE Induction, Environment Management, Health, Hazard Management, Incident Investigation & Analysis, Competency & Training, Integrity & Maintenance Management, Operating and Safe Working Procedures, Safety Awareness, Transport Management, Security Management, Sub-Contractor Management etc.
8. Valid Quality Certifications/ Accreditations etc.
9. 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.

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 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. 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.
- iii. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, 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 for 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.
- vii. Latest audited financial statement should not be older than 12 months from the date of EoI.

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the “Evince Interest” Link for the corresponding EoI listing on the Cairn Website i.e., <http://www.cairnindia.com> and submit their contact details online within 14 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform).