

EXPRESSION OF INTEREST (EOI) FOR SEA PORT FACILITIES AND SERVICES FOR RAVVA BLOCK

Cairn Oil & Gas, Vedanta Limited, operates the Block 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 Limited (ROS), located off the east coast of the state of Andhra Pradesh, India.

Cairn on behalf of itself and its Joint Venture partners invites Expression of Interest under national Competitive Bidding (“NCB”) process from reputed and experienced contractors with demonstrated Health, Safety and Environment (HSE) and Quality performance and possessing the requisite and proven track record in providing Sea Port Facilities and Services.

Brief Scope of Work:

- Provision of vessel berthing, unberthing, loading, unloading, storage, movement, handling, bulk material (Liquid & Solid chemicals, Water, Fuel) mixing, pumping & back-loading, piloting, facilities for utilities and Offshore Emergency Management support for Ravva Offshore Operations.

In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

- Bidder shall either own or be a direct lessee of the ISPS compliant seaport which bidder will offer
- Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value.
- Positive net worth in each of the immediately preceding two (02) financial years.
- Liquidity ratio in each of the preceding two (02) financial years should not be less than 1.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of Interest on the Letter Head.
2. Detailed Company Information with Organization structure and Parent company
3. Experience of the bidder in years as either the owner or direct lessee of the ISPS compliant seaport which they will offer.
4. Details of Infra-structure / Technical capabilities such as:
 - a. Details of Infra-structure available to provide vessel berthing, loading / unloading materials from / to vessels (AHT / PSV / OSV).
 - b. Details of Utilities available or facilities available for power, water, diesel etc.
 - c. Details of Space available within customs bonded Warehouse.
5. Details of Loss Time Incidents in last three years
6. Port shall have security system in place in compliance to ISPS Code
7. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last two (02) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Following additional points will be considered for evaluation of financial performance:

- a) 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.
- b) In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered

- subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- c) 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.
 - d) 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 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. Further to this, interested contractors would be invited to submit their response via **Smart Source** (Cairn's e Sourcing Platform). The contractors would be requested, as a minimum, to submit the above documents and details for prequalification via **Smart Source** within Fourteen (14) days of publication of this EOI.