



EXPRESSION OF INTEREST (EOI) FOR FOR HIRING OF PORT FACILITIES AND SERVICES TO SUPPORT PRODUCTION OPERATIONS FOR RAVVA BLOCK & CB-OS/2 BLOCK

Cairn Oil & Gas, a vertical of 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 is the Operator of the Offshore **Ravva Oil and Gas Field** located off the east coast of the state of Andhra Pradesh, India and **CB-OS/2 block** located off the west coast of the state of Gujarat, India

Cairn on behalf of itself and its Joint Venture partners invites Expression of Interest (EOI) under National Competitive Bidding ("NCB") process from reputed and experienced contractors with demonstrated Health, Safety and Environment (HSE) performance, possessing the requisite and proven record of performance in providing Port Facilities and Services in the East Coast of India and West Coast of India .

The scope of work for this EOI shall basically include but not limited to the following:

- The contractor shall provide vessel berthing, loading, unloading, storage, movement, handling, bulk material (Liquid & Solid chemicals, Water, Fuel) mixing, pumping and back-loading and Offshore Emergency Management support for Ravva Offshore Operations in East Coast of India and/or CB-OS/2 Offshore Operations in West Coast of India.

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

- Bidder must have either owned or on lease basis a Port for berthing Ocean Going Ships

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. 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 such as Berths, Power, Water, HSD Supply etc.
 - c. Details of Space available within customs bonded Warehouse.
4. Intent to develop a close long term relationship with Cairn.
5. Details of HSE Manual or Policy or Procedures in place.
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 statements, Auditor's Report and Notes to Accounts etc.) for last two (02) years. Latest audited financial statement should not be older than 12 months on the date of 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 such 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 Account 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 Parties should evince interest to participate in EOI within **14** Days of publication of this Expression of Interest. The interested Parties shall evince the interest by clicking on the "Evince Interest" link against the corresponding EOI listing on Cairn website i.e. www.cairnindia.com 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) within **14** Days from publishing of this EOI. In case of any clarifications, the interested bidders can communicate at response@cairnindia.com.