

Expression of Interest for Integrated Drilling Campaign

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, on behalf of itself and Joint Venture partners, operates both onshore and offshore blocks (water depth $\leq 115\text{m}$) located off the east and west coast of India.

Brief Scope of Work and Bids

Vedanta Limited intends to carry out drilling campaign within next 2-3 years in order to maximize the resource monetization with cost optimization.

To achieve this objective, Vedanta invites global Oil Field Services Provider and/or consortiums having capabilities in onshore field in domains like subsurface technical evaluations, well construction, providing required oil field equipment and materials like tangibles/rigs, services for carrying out drilling from onshore location, completion, testing and associated well services, application of efficient production technology etc for onshore locations.

Interested parties/ consortiums would need to evince interest to participate in the International Competitive Bidding (ICB) Process for the integrated onshore drilling services for Ravva Block.

"SPECIFIC PRE-QUALIFICATION CRITERIA"

NOTE: APPLICANT wherever referred to in this document, would mean the **Leader of CONSORTIUM** of Oil & Gas Services (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services provider itself (in case the bidder applies as an individual company).

Each CONSORTIUM partner/individual bidder will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

KEY PRE-QUALIFICATION CRITERIA

- 1. Financial performance:** Minimum annual average turnover of in last two financial years should be equal to or more than average annual contract value with positive net worth in each of those financial years and minimum liquidity ratio 1 in each of the preceding two years.

In case of consortium, each consortium partner should themselves individually meet the financial evaluation criteria in proportion to the percentage of work to be performed by them

Each CONSORTIUM partner/individual bidder shall 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. Latest financial statement **should not be older than 12 months** on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- Normally standalone financials of the bidding entity only will be considered. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract value
- 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
- 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

APPLICANT will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

2. Technical capabilities:

The **APPLICANT OR CONSORTIUM PARTNER** must demonstrate which of the capabilities they possess for below categories:

Sl No	Category	Description
I	End-to-End onshore Drilling services	Should have below experience as a minimum: a. Subsurface evaluation: G&G capabilities including seismic interpretation, stratigraphic/well correlation, well planning and pore pressure estimates, geo-mechanical studies, formation evaluation, well testing and other relevant sub-surface capabilities. b. Integrated Drilling Services for onshore well: Well construction capabilities to provide required oilfield equipment and services for carrying out 'Drilling', 'Completions', 'Associated well services' for onshore locations c. Onshore rig services: Capability to provide and manage suitable drilling rig for onshore drilling
II	Integrated Drilling Services for onshore well	Should have below experience as a minimum: a. Subsurface evaluation: G&G capabilities including seismic interpretation, stratigraphic/well correlation, well planning and pore pressure estimates, geo-mechanical studies, formation evaluation, well testing and other relevant sub-surface capabilities. b. Integrated Drilling Services for onshore well: Well construction capabilities to provide required oilfield equipment and services for carrying out 'Drilling', 'Completions', 'Associated well services' for onshore locations
III	Onshore rig	Capability to provide and manage suitable drilling rigs for onshore drilling.
IV	Supply of OCTG	Capability to supply OCTG
V	Supply of Wellhead and X Mas Tree	Capability to supply Wellhead and Xmas Tree
VI	Supply of completion equipment	Capability to supply completion equipment

Applicant shall mention the categories that they would evince interest with the following details against the two listed capabilities.

Sl No.	Category	Applicant has capability (Yes/ No)	If Applicant doesn't have the capability, will it be addressed by CONSORTIUM? Names of finalised/ likely CONSORTIUM PARTNERS	If Applicant doesn't have the capability, will it be addressed by SUB-CONTRACTOR? Names of finalised/ likely sub-contractor
I	End-to-End Drilling Services			
II	Integrated Drilling Services for onshore well			
III	Onshore rig			
IV	Supply of OCTG			
V	Supply of Wellhead and X Mas Tree			
VI	Supply of completion equipment			

Required submissions

Category-I: End-to-End onshore Drilling services: The APPLICANT OR CONSORTIUM PARTNER evincing interest in this category has to demonstrate the respective capability in similar job/s. Please submit project details as per **Annexure 1**. In case, any project qualifies for more than one capability, same needs to be specified.

Category-II: Integrated Drilling Services for onshore well: The APPLICANT OR CONSORTIUM PARTNER evincing interest in this category must demonstrate the respective capability in similar job/s. Please submit project details as per **Annexure 2**. In case, any project qualifies for more than one capability, same needs to be specified.

Category-III: Onshore rig: The APPLICANT OR CONSORTIUM PARTNER must demonstrate the respective capability in similar job/s. Please submit project details as per **Annexure 3**. In case, any project qualifies for more than one capability, same needs to be specified.

Category-IV, V & VI: Supply of Tangibles: The APPLICANT OR CONSORTIUM PARTNER must demonstrate the respective capability in similar job/s. Please submit project details as per **Annexure 4, 5 and 6 for Category IV, V and VI respectively**. In case, any project qualifies for more than one capability, same needs to be specified.

3. **Quality, Health, Safety and Environment (QHSE): APPLICANT** must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

APPLICANTs are requested to submit the following documents related to QHSE along with duly filled questionnaires which will be shared in website:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications, Proven track records of catering similar services etc.).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.) for the intended Scope of services
- d) In case the bidding entity is consortium, QHSE documentation as afore mentioned shall be submitted for both the entities.

ANNEXURE 1 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for project completed / on-going within the last 10 years, demonstrating specific capability which should necessarily include:

- a) project details of G&G work including seismic interpretation, Formation evaluation, well planning, pore pressure and geo-mechanical studies and other relevant studies for at least 1 basin executed or under execution with Project start date and completion date or percentage completion if projects are still ongoing.
 - o **APPLICANT's** role & responsibilities in the project
 - o Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Well construction capabilities to provide required oilfield equipment and services for carrying out 'Drilling', 'Completions', 'Associated well services' for at least 15 onshore wells.
 - o **APPLICANT's** role & responsibilities in the project
 - o Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- c) Capability to provide and manage at least 5 drilling rigs for onshore wells
 - o **APPLICANT's** role & responsibilities in the project
 - o Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- d) Demonstrate having Existing Local base for support/service etc.

ANNEXURE 2 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

Provide case study for project completed / on-going within the last 10 years, demonstrating specific capability which should necessarily include:

- a) project details of G&G work including seismic interpretation, Formation evaluation, well planning, pore pressure and geo-mechanical studies and other relevant studies for at least 1 basin executed or under execution with Project start date and completion date or percentage completion if projects are still ongoing.
 - o **APPLICANT's** role & responsibilities in the project
 - o Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Well construction capabilities to provide required oilfield equipment and services for carrying out 'Drilling', 'Completions', 'Associated well services' for at least 15 onshore wells.
 - o **APPLICANT's** role & responsibilities in the project
 - o Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)

- c) Demonstrate having Existing Local base for support/service etc.

ANNEXURE 3 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

- a) Provide case study for a project completed / on-going within the last 10 years, demonstrating specific capability requested. The case study should necessarily include capability of the APPLICANT in providing and managing drilling rigs for onshore wells to reputed Indian/ International operators for 3 years in last 6 years
- APPLICANT's role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Demonstrate having Existing Local base for support/service etc.

ANNEXURE 4 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

- a) Provide case study for a project completed / on-going within the last 10 years, demonstrating specific capability requested. The case study shall necessarily demonstrate capability of the APPLICANT to Supply of OCTG for minimum 5 years **(for Category IV)**
- APPLICANT's role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Demonstrate having Existing Local base for support/service etc.

ANNEXURE 5 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

- a) Provide case study for a project completed / on-going within the last 10 years, demonstrating specific capability requested. The case study shall necessarily demonstrate capability of the APPLICANT to Supply of Well Head and X Mas Tree for minimum 5 years **(for Category V)**
- APPLICANT's role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Demonstrate having Existing Local base for support/service etc.

ANNEXURE 6 - SPECIFIC EXPERIENCE RELEVANT TO THE OPPORTUNITY AREA

- a) Provide case study for a project completed / on-going within the last 10 years, demonstrating specific capability requested. The case study shall necessarily demonstrate capability of the APPLICANT to Supply of Completion Equipment for minimum 5 years **(for Category VI)**
- APPLICANT's role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Demonstrate having Existing Local base for support/service etc.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the APPLICANT on their letter head.
2. In case of bidding as a consortium, the % division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
4. If the APPLICANT is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to (i) Applicant confirming submission of Financial guarantee equivalent to 10% of contract value in addition to the 10% performance Bank Guarantee as per Annexure 2 and (ii) a Commitment Letter from Parent/Holding Company to provide financial support to the APPLICANT as per Annexure 3.

5. Technical capabilities details as listed in Pre-qualification criteria 2 (Delivery capabilities) including specific experience as per Annexure 1, 2, 3, 4, 5 and 6 as applicable.
6. QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
8. Declaration specifying that the APPLICANT is not under liquidation, court receivership or other similar proceedings
9. Any other documents in support of APPLICANT's credentials and experience and expertise, relevant to Cairn opportunity areas

Vedanta Limited requests interested bidders who wish to receive Tender for the above, to submit their Expression of Interest under ICB Process. The interested bidders 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 i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform) within 10 Days from publishing of this EoI.

In case of any clarifications, the interested bidders can communicate at response@cairnindia.com