

**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING
FOR
INTEGRATED DEVELOPMENT OF SURFACE FACILITIES FOR MANGALA, BHAGYAM AND AISHWARIYA
FIELDS FOR RAJASTHAN BLOCK**

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, Aluminum & 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 has a vision to achieve 50% of India's crude production and contribute to India's energy security. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the Rajasthan basin.

Cairn on behalf of itself and its Joint Venture ("JV") partners, Oil and Natural Gas Corporation ("ONGC"), for the contracted area RJ-ON-90/1 located in Barmer in Rajasthan, India, issues this EOI for the development services in EPC mode under International Competitive Bidding ("ICB"). Bids are invited from reputed EPC companies with surface facility development capabilities with demonstrated HSE performance and proven track record with capabilities in Engineering, Procurement, Construction and Commissioning of surface facilities.

Scope of Work:

To enhance the Oil & Gas production from the Block, Cairn intends to augment the surface facilities for production (hooking up of wells) and processing (modification and augmentation in the existing well pads and processing plant) within RJ-ON-90/1 block. The surface facility works primarily include Site Survey, Engineering, Procurement of Equipment/bulks, Construction work related to piping & mechanical, civil & structural, tanks, vessels, equipment, electrical and instrumentation, telecom works, including Pipelines / OHL / OFC for corridor, Pre-Commissioning & Commissioning activities including integration with existing facilities complete with associated Project Management, Construction Management, and Interface management.

PRE-QUALIFICATION CRITERIA:

Note: APPLICANT wherever referred to in this document, shall mean the Oil & Gas Services/EPC Company itself (in case the bidder responds as an individual company) or Leader of Consortium of Oil & Gas Services/EPC Companies (in case the bidder responds as a CONSORTIUM).

The APPLICANT shall be required to meet the below mentioned pre-qualification criteria to legitimately express interest for collaboration with Cairn Oil and Gas.

Technical Pre-qualification criteria:

Bidder or Consortium shall have completed at least two (2) Projects of similar Scope of work on LSTK/EPC basis each of minimum project value of USD 06 mn for development of surface facilities in Oil & Gas production / Oil & Gas processing/ Gas gathering station in past seven (7) years.

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

1. Letter of interest identifying the qualifying projects meeting above criteria with following details:

- a. Name of the Project
- b. Client Name / Location of Project
- c. APPLICANT's or CONSORTIUM MEMBER's Brief Scope of Work

- d. Value of work INR/USD
 - e. Contractual Duration
 - f. Actual completion of Project
 - g. Completion Certificate from users
 - h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
2. Detailed Project Execution Philosophy describing management of engineering, procurement, construction, and commissioning phases of project.
 3. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
 4. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.

Financial Pre-qualification criteria

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.

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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- 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
 - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity
- 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

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

Documents to be submitted as a proposal for pre- qualification

1. Letter of intent (on letter head) to participate in the EOI [Expression of Interest] clearly indicating the EOI reference along with company information detailing their nominated management, staff, and business process support.
2. A declaration on bidder's company letter head, signed and stamped by an authorized signatory of the bidder, that the bidder shall be responsible for end to end delivery for which the bidder expresses the interest through this EOI.
3. Documents in support of financial capabilities:
 - a. Bidder is 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 the preceding five financial years. Latest financial statement should not be older than 15 months on the date of submission of response to Expression of interest.
 - Normally standalone financials of the bidding entity only will be considered. However, if Parent Company Guarantee (PCG) is submitted then consolidated financials at the bidding entity level can also be submitted. This should be clearly mentioned in the EOI response.
 - b. 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.
 - c. Provide information regarding revenue/turnover from business for the last two years.
 - d. List of litigations in last 5 years, if any.
 - e. Declaration specifying that the Bidder is not under liquidation, court receivership or other similar proceedings.
4. Letter of interest from interested party on their Letter Head.
5. Detailed contractor information clearly specifying years of experience in similar jobs, organization structure, list of resources, machinery, support agencies and other facilities and resources for relevant scope.
6. List of current ongoing contracts of similar nature under execution.
7. Proven Track Record of catering similar services for last 10 years.

Quality, Health, Safety and Environment (QHSE) requirement: Bidder must have a comprehensive Health, Safety and Environmental Management system in place. Bidders are requested to submit the following documents related to HSE to be evaluated at Tender stage:

8. Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure, and sample HSE plan for similar nature of job.
9. HSE statistics - fatality rate, LTIFR data etc.
10. Certifications pertaining to HSE, QA/QC, International accreditations etc.

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 i.e., <http://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).

The interested Parties should "Evince interest" to participate in EOI within 10 days of publication of Expression of Interest.