



Global Expression of Interest (EOI) for BOT (Build ,operate & transfer) or supply of rental services for Well Head Compression Package at Raageshwari Gas Field, Barmer, Rajasthan, India

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. Vedanta is investing \$9 Bn in capital projects over the next 2-3 years to double its revenues from current levels of \$15 Bn.

Cairn Oil & Gas, Vedanta Ltd., has a portfolio in Oil & Gas exploration and production. Cairn is India's largest private Oil & Gas E&P company having current interest in 58 Blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn – Oil & Gas, has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Vedanta Ltd. on behalf of itself and its Joint Venture (JV) partner, Oil and Natural Gas Corporation (ONGC), invites interested Partners with proven capabilities and demonstrated performance in similar requirement to express their interest for participating in the International Competitive Bidding (ICB) for BOT (Build, Operate & Transfer) or supply of rental services including engineering, procurement, supply, construction & commissioning of Well Head Compression Package. The Contractor shall also be carrying out Operation & Maintenance for the supplied packages.

Brief Description of Scope:

The feed well fluid to well head compressor unit will consist of Natural Gas, Hydrocarbon Condensate & Water. The Fluid from the well shall be compressed from ~70 psig to ~250 psig. This compression ratio might change based on dynamic operating conditions. The gas volume to be considered as feed to well head compression unit shall be from 5 MMscfd to 20 MMscfd for one gas pad. If required, the scope of well head compression unit may be extended to other Gas well pads also. The scope of work for this proposal shall broadly include:

- End to End engineering of the proposed Well head compression unit (incl. other ancillary equipment) based on above mentioned capacity, technology/process license finalized.
- All supply, procurement, construction, & commissioning activities.
- Integration with existing gas well pads equipment (as applicable).
- Compliance to present guidelines/standards of OISD and other regularities body (PESO/DGMS) etc.

The well head compression unit shall be installed at/adjacent to existing Gas Well Pads, the gas well pads are located in ~2-10 Km vicinity of existing gas processing facility at Guda Malani, Barmer, Rajasthan.

PRE-QUALIFICATION CRITERIA

Note: The APPLICANT wherever referred to in this document, shall mean the Bidder itself (in case the bidder responds as an individual company) or the Leader of Consortium (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:

APPLICANT should have executed at least one (1) Project on EPC / LSTK / on rental services basis for Gas compression package (Minimum Capacity of 5 MMSCMD in a single location through single contract for minimum one(1) year duration in past ten (10) years.

APPLICANT shall submit the following documents in support of seeking pre-qualification:

1. Past Track Record: The APPLICANT shall submit the past track record of executing the projects of similar nature and magnitude in past ten (10) years identifying the qualifying projects meeting above criteria with following details:
 - a. Name of the Project
 - b. Client Name / Location of Project
 - c. APPLICANT's Brief Scope of Work
 - d. APPLICANT's Value of work INR/USD
 - e. Contractual Duration
 - f. Actual completion of Project
 - g. Completion Certificate from users (or equivalent documents)
 - h. Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))

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. In case of tenders for a duration less than a year, Turnover in each of the immediately preceding two Financials years should be equal to or more than the estimated 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

APPLICANTS are 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 last 2 (two) financial years in the tender. Latest financial statement should not be older than 12 months on the date of Expression of interest.

Additional points to be considered for evaluation of financial performance:

- 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 tender.
- In case of consortium, APPLICANT is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and indicate the scope of work to be performed by the respective consortium members expressed as a percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, 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 of required 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