

INSTRUCTIONS TO BIDDERS AND REQUEST FOR QUALIFICATION

1. ABOUT VEDANTA LIMITED AND THE SITE

Vedanta Limited (VL), a subsidiary of Vedanta Resources Limited, is one of the world's leading diversified natural resource companies with business operations in India, South Africa, Namibia, and Australia. Vedanta is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Total revenue of the Group is US\$15.5 Billion approx.

Vedanta Limited, Jharsuguda is a premier manufacturer of high-quality aluminium products which are used by a wide gamut of industries. The company traces its origins to the early years of the current decade when Vedanta Resources, the parent company, was increasingly diversifying its operations and expanding its presence in the domestic and global aluminium market. Vedanta Limited has carved out a niche for itself in the aluminium industry with its superior product quality based on state-of-the-art technology.

Jharsuguda is the site for our Aluminium Smelters, Captive Power Plant and an Independent Power Plant. Jharsuguda is situated in the western part of Odisha. National Highway no-69 and State Highway No-10 passes through this place. Jharsuguda is situated at 335 km from Bhubaneswar, 310 km from Raipur and 619 km from Kolkata. It is well connected to major cities of India through the rail network and Airport "Veer Surendra Sai". The details of these projects are given below.

- 1- 1.6 MTPA Aluminium Smelter.
- 2- Two power plants with a combined capacity of 3615 MW.
- 3- Rail infrastructure for Coal, Aluminium & finished product.
- 4- A state-of-the-art modern township

Please visit: <http://www.vedantaaluminium.com/index.htm> to know more about us

Jharsuguda Smelters contains the following Major Assets/facilities -

Aluminium Smelter-1 plant is GP320 state of the art prebake technology pot featured with high efficiency & centre point feeding technology supplied by GAMI China having a total designed capacity of 0.5 Million Ton Per Annum of Aluminium Production. The plant consists of two Potlines e.g. Potline number 1 & 2 which consist of 608 pots. To serve these two Potlines, one carbon plant (comprising of two GAP of capacity 35 MT/Hr each, two Bake Ovens with total 986 anodes per day in 28 hours fire cycle and one Rodding plant with capacity of 68 anodes per hour with two shift operations), one cast house (comprising of three Ingot Casting Machine of capacity 25 MT/Hr each, two wire rod mills of capacity 8 MT/Hr each, one billet casting facility having one casting pits of capacity 120kT/annum and one Slab casting m/c with capacity 100 kT/annum), one Switchyard & Rectifier 400/220/33 kV, Utilities (water, compressed air etc.) and technological vehicles (ATV,LTV,LTTV etc.) are there with other assets and facilities.

Aluminium Smelter-2 (Special Economy Zone) plant is GP340 state of the art prebake technology pot featured with high efficiency & centre point feeding technology supplied by GAMI China having a total designed capacity of 1.1 Million Ton Per Annum of Aluminium Production. The plant consists of four Potlines e.g. Potline number 3, 4, 5 & 6 which consists of 1322 pots, out of which presently 860 pots are operational and plan for ramp up in place. To serve all these

four Potlines, one carbon plant (comprising of two GAP of capacity 35 MT/Hr, three Bake Ovens with total 15 fire with a capacity of 144 anodes per fire per day and one Rodding plant with capacity of 160 anodes per hour), two cast houses (comprising of four Ingot Casting Machine of capacity 30 MT/Hr each, four wire rod mills of capacity 15 MT/Hr each out of which two can be operated as Cast bar line as well with capacity 65 kT/Annum each, three billet casting facility having three casting pits of capacity 120kT/annum each, one saw casting machine with capacity 100kT/Annum), one Switchyard & Rectifier 400/220/33 kV, Utilities(water, compressed air etc.) and technological vehicles(ATV,LTV,LTTV etc.) are there with other assets and facilities.

2. PRESENT MODE OF OPERATIONS AND INTENT OF EOI

Presently both the smelters are being run in mixed outsourcing model wherein core operations and critical activities are with VL and maintenance along with auxiliary services of operations are outsourced to multiple business partners at various levels. The extent of present outsourcing can be estimated as 4:1 (outsource: insource) approximately.

The intent of this EOI document can be stated in a simplest manner that VL is looking forward for world class business partner/partners having deep engineering and process knowledge & experience in Operation and /or Maintenance of Aluminium smelters/other base metal processing. VL intends to outsource entire supply and services required for end to end Operations, Maintenance and Process control of all the Potlines, carbon plants, cast Houses, switchyards & rectifiers, utilities, technological vehicles and other associated assets etc. for both the smelters. However, supply of commodities and major spares, quality control and security services will be managed by VL. Business partner will ensure complete end to end compliance as required under Legal, statutory, HSE norms, calibrations, VSAP (Vedanta's Corporate sustainability framework and audits), Asset Optimization (Vedanta's Corporate framework for Asset optimization and audits), Integrated Management system (quality, safety, environment, Energy, Assets), other ISO standards, Hazardous/non-hazardous waste management etc. for both the smelters.

Business Partner will provide all the manpower, tools, tackles, equipment, spares (excluding provided by VL) and consumables etc. VL will hand over the entire plant along with all VL owned assets to Business Partner (Assets and resources presently hired through various outsourcing partners will be withdrawn) and Business Partner will be responsible for end to end operation and maintenance. All the resources, infrastructure, utilities, expertise, risk mitigation measures etc. which are required for successful & reliable operations of the plant will be in the scope of Business Partner. Business Partner will also be accountable for upkeep of the plant equipment, structures, buildings, roads, horticulture and all the other assets & utilities which is being handed over to them by Vedanta limited in a best possible condition.

3. INDICATIVE DELIVERABLES

Business Partner will be completely accountable to deliver desired output in terms of volume of metal production, value addition in final products, quality and cost of the products, customer complaints, HSE and legal requirements, energy savings etc. Business Partner will also be accountable for new product developments as per decision of the VL marketing/management based on market demand.

4. BATTERY LIMITS

VL will only provide the following:

- Power till Rectifier/SBU transformer battery limit
- Water till smelter pump houses
- Raw materials till designated railway/road unloading points (unloading and handling further in scope of business partner)
- Major Spares at stores outlet

VL will do the quality clearance and accounting of the Finished goods at the designated location and Business Partner will be accountable for end to end FG handling till loading to road/rail logistics.

5. ASSESSMENT OF SCOPE OF WORK

Brief summary of Scope of work is provided in this document along with the expectations from business partners. Detailed RFP will follow separately to qualified aspiring Business partners. Business Partners may do a detailed study of site and scope of work for further understanding at their end (if required), however they need to submit their interest as per published EOI timelines and mode.

6. PRE-QUALIFICATION REQUIREMENTS

Interested companies meeting following criteria should respond to this EOI:

- Must have relevant Engineering capabilities, process knowledge and experience of complete/part of operation and/or maintenance of Aluminium Smelter/other base metal of 0.5 MTPA or similar capacity for at least 3 years in the last 10 years.
- Must have capability to operate plants in India and able to deploy Indian manpower as per requirement.
- Having long term interest in carrying out such type of work in India.
- The financial capability of the agency: - Minimum Annual Turnover > 50 Cr. INR (last three FY)
OR
Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated annual contract value.

Note: The aspiring business partners can participate in this EOI as an individual entity or may form joint venture/consortium.

VL reserves the right to accept or reject any or all the proposals without assigning any reason whatsoever in any stage of the contracting process. Issue of any document doesn't qualify for consideration of proposal by the owner. All direct and indirect costs for preparation of the offer (including clarification meetings), shall be to business partner account and VL shall bear no liability whatsoever on such costs and expenses at any stage of the contracting process.

7. LIST OF DOCUMENTS TO BE PROVIDED BY INTERESTED BIDDERS FOR ISSUE OF RFP

Bidders are requested to submit the following pre-qualification documents as a minimum:

- ❖ Letter of interest indicating full or part of intended scope of work along with EO reference
- ❖ Detailed company Information/company profile
- ❖ Organization structure.
- ❖ Details of completion of similar type of services in the last three years under heading:
 - Brief scope of work
 - Value of work in INR
 - Contractual Duration
 - Actual completion of work
 - Client/customer name
 - Contact details of the Client (VL JSG may approach the client directly for the feedback)
 - HSE statistics, LTI graph etc.
- ❖ Bidder shall provide contract copies of major contracts executed in each of the preceding five years along with client feedback etc. of similar contracts executed.
- ❖ Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest