

EXPRESSION OF INTEREST

Supply of Liner Hanger Equipment and Services

Reference: WS#2946288

BIDS Categories: 0218

Issue Date: July 27, 2015

Closing Date: August 10, 2015

Overview:

- ExxonMobil Canada Properties, a partnership (ExxonMobil) is in the process of pre-qualifying companies who can supply liner hanger equipment and services for their offshore Newfoundland and Labrador requirements.
- Contractor shall provide all management, personnel, processes, materials, tools, equipment, applicable certifications and facilities as may be required to ensure all equipment covered by this pending Contract shall be fabricated and supplied to meet all statutory requirements, codes of practice and applicable specifications.
- The intention is to have this scope of work cover the requirements of the Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil's discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- While not planned, it should be noted that the resulting RFP and contract may require inclusion of and/or extension to other operators in the area, project co-venturers, contractors and/or affiliated companies.
- For work related to the Hebron Project, ExxonMobil supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.

ExxonMobil Canada Properties, a partnership (ExxonMobil) encourages the participation of members of designated groups (women; Aboriginal peoples; persons with disabilities; and members of visible minorities) and corporations or cooperatives owned by them, in the supply of goods and services.

Supplier Diversity

Diverse Ownership (Completion of this section is voluntary)

A Diverse supplier is a business that is at least 51 % owned and controlled by a member(s) of one or more of the four designated groups identified in Canadian employment equity legislation:

- Women
- Aboriginal peoples
- Visible Minorities
- Persons with disabilities

Please indicate above which designated group(s) are applicable to your business.

Certification for Diverse Businesses

There are currently national certifying organizations that cover certification for businesses owned by:

- Aboriginal Peoples
- Visible Minorities
- Women

The Projects will continue to look for organizations that can provide certification support to businesses owned by persons with disabilities.

If you indicated that your business is owned by a member of a designated group, are you currently certified as a diverse-owned business? Yes No

Through which certifying organization is your business certified? _____

If you are a NL registered business and are not currently certified, would you be interested in learning more about certification? Yes No

The Hebron Project has a vendor database that is used to identify possible suppliers and contractors to participate in the project. Suppliers and contractors are encouraged to register.

ExxonMobil Canada Properties, operator of the Hebron Project, will use the database beyond development/construction, into the operations phase of the project. We also see value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, as well as project co-venturers and co-owners should they request information. The increased visibility to three major projects and other noted industry participants may be of value to your organization as it has the potential to increase future procurement opportunities.

DISCLAIMER: By registering your company in the vendor database, you are consenting to making your information available to the parties noted above in addition to the Hebron Project.

NOTE: Registration in the database does not imply that a supplier or contractor is approved as a qualified supplier, nor does it indicate that a supplier or contractor is included on any tender or bid list for the supply of goods or services for which it has registered.

Scope of Work Overview:

The scope of work/supply includes, but is not limited to:

- Supply, operation, and maintenance of liner hanger equipment, complete with facilities for the pre-assembly, maintenance and testing of components.
- Provision of qualified onshore and offshore personnel to coordinate and conduct technical and operational (deployment) activities.
- Participation in the planning and design of all wells or interventions as it pertains to liner hanger scope.

Additionally, the selected contractor will be required to meet all technical and Safety, Health, Environmental, and Security (SHE&S) specifications and safe work practices of ExxonMobil and its affiliates as appropriate.

Minimum Technical Requirements

- Contractor must have demonstrated and proven safe experience providing comprehensive offshore liner hanger services for high angle, long lateral displacement development programs for 16" x 20", 11-3/4" x 13-3/8", 7" x 9-5/8" and 5-1/2" x 9-5/8" liner hanger systems. Required experience to include the design and manufacturing of liner systems that meets or exceeds comprehensive Company and industry/API specifications inclusive of possessing various applicable API and propriety threaded connection licences required.
- Contractor to have current industry Quality Certification and have or be in the process of obtaining certification to API Q2, "Specification for Quality Management System Requirements for Service Supply Organizations for the Petroleum and Natural Gas Industries".
- Contractor must have a local liner hanger facility and experienced staff located within the greater St. John's Newfoundland metropolitan area. Facility must include offices required to support the

scope of work, indoor storage for liner hanger inventory, be suitable for conducting liner hanger maintenance, preservation, rig ready inspections, and facilitate conducting detailed inspections on all returned liner hanger equipment.

- Contractor must have a comprehensive technical/manufacturing staff required for the design and manufacturing of Liner Hanger systems along with providing technical field support. Contractor must have highly experienced field support personnel capable of safely and successfully installing liner hanger systems within high specification offshore wellbore configurations.
- Contractor will have all local facilities, required liner hanger systems inventory, and personnel in place to support Company's development drilling operations beginning 3rd Quarter 2017.
- Contractor must have experience providing equipment, personnel and services according to applicable laws and CNLOPB regulations.

Submission Requirements

Vendor submissions in response to this Expression of Interest **must** include the afore-mentioned reference number, as well as the following information:

1. Information demonstrating qualification for the Scope of Work detailed above.
2. Information demonstrating vendor can meet minimum technical requirements detailed above. Specifically, vendor must provide documentation which demonstrates high degree of experience providing comprehensive offshore liner hanger services for high angle, long lateral displacement development programs for 16" x 20", 11-3/4" x 13-3/8", 7" x 9-5/8" and 5-1/2" x 9-5/8" liner hanger sizes.
3. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts, and your experience with any similar regimes in other parts of Canada or internationally. At the RFP/ITT stage, bidders will be required to indicate how they comply with the above.
4. Please acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following where applicable
 - i) Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act
 - ii) The Hebron Benefits Agreement and Hebron Benefits Plan work requirements

The data submitted will be used to do a preliminary evaluation of your company's ability to perform these services. Additional evaluation in the form of a prequalification should be anticipated in advance of ExxonMobil finalizing a bidders list.

It will focus primarily on:

- past safety performance
- applicable experiences
- project execution skills
- project management skills & integration skills
- available technologies with proven performance
- current capability
- system lifecycle support capabilities and proven lifecycle programs
- work-load
- personnel qualifications
- financial capacity

We will evaluate this data and develop a final group of vendors who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which contractors will receive the

Request for Proposals (RFP) or Invitation to Tender (ITT) and which contractor will be awarded the final contract.

This Expression of Interest is not a pre-qualification of contractors for other ExxonMobil work, but is limited to the scope aforementioned. In addition, participation in this Expression of Interest (including pre-qualification), including any statements whether oral or written between ExxonMobil and your company, shall not create or be deemed to create any binding legal relationship or contract, or be construed to do so between ExxonMobil and your company. All costs associated with the preparation of your response to this expression of interest shall be at your expense.

This Expression of Interest (including pre-qualification) may or may not result in the issuance of an RFP/ITT and may or may not result in the award of a contract. If you respond to this Expression of Interest (including pre-qualification) and your company is selected to be on the bidders list, your company name, your designated company representative's name and business contact information may be posted on public websites. Similarly, if you are selected for award, the same information may also be posted, indicating that the work has been awarded to your company.

Responses must be submitted electronically by the closing date to all of the ExxonMobil or HMDC e-mail addresses noted below:

Hebron Project
ExxonMobil Canada Properties
Attention: Kimberley Pearce,
kimberley.a.pearce@exxonmobil.com
Phone: (709) 778-7408

If the size of the electronic response exceeds 10MB, please request access to our secure file transfer system via the above email address.

Finally, potential vendors, if they have not already done so, should register with BIDS using following contact information:

Phone: 1-800-270-4611
E-mail: isabelle@bids.ca
www.bids.ca