

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Lubes, Oils and Greases for the Hibernia Platform

Reference: 015448

BIDS Categories: 9625

Issue Date: November 1, 2019

Closing Date: November 15, 2019

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner, ExxonMobil Canada Ltd. (ExxonMobil) are in the process of pre-qualifying companies who can supply lubes, oils, and greases 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 Hibernia Project*. For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil and/or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil and/or HMDC may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities as well as exploration or subsea related activities.
- While not planned, it should be noted that any resulting Non-Binding Request for Proposal ("NRFP") and contract may require inclusion of and/or extension to other operators in the area, project co-venturers, contractors and/or affiliated companies.
- ExxonMobil and HMDC support 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 and HMDC encourage the participation of members of designated groups (women; Indigenous 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. Please indicate below which designated group(s) are applicable to your business:

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

Certification for Diverse Businesses

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

- Indigenous Peoples
- Visible Minorities
- Women

ExxonMobil and HMDC 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, my business is certified with the following certifying organization
- No

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 (EMCP), operator of the Hebron Project, sees 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 vendor is approved as a qualified supplier, nor does it indicate that a vendor is included on any NRFP 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 of lubricants and greases to the Hibernia platform (on approximately 22 product line items – see attached list of materials for reference)
- Products would have to be compatible with HMDC's current list of products
- Proof of compatibility would have to be demonstrated during the RFQ stage

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

Minimum Technical Requirements

Vendor to demonstrate how they will provide the scope described above and how they have provided such scope previously, specifically in Eastern Canada.

Submission Requirements

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

1. Completed ExxonMobil / HMDC QA/QC pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. Information demonstrating vendor can meet minimum technical requirements detailed above.
4. Completed technical questionnaire. (Available through BIDS – see contact information below.)
5. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act 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.
6. 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 Hibernia Benefits Plan, the HSE Benefits Agreement and HSE Benefits Plan work requirements

Submitted information is to be provided in separate PDF (or native file) submissions and not submitted as one combination file. Please be aware that ExxonMobil / HMDC is limited to a 10MB file size for receiving e-mail.

Contact details for respondent, including the following:

- a) Full legal company name
- b) Mailing address and physical address (if different)
- c) Contact name, position, email and phone number

The data submitted in response to the aforementioned questionnaires will be used to evaluate your company's ability (and those of your preferred sub-contractors / vendors where applicable) to perform these services or provide these materials.

It will focus primarily on:

- Past safety performance
- Applicable experiences
- Current capability
- 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 NRFP and which contractor will be awarded the final contract.

This EOI is not a pre-qualification of Contractors for other ExxonMobil /HMDC work, but is limited to the scope aforementioned. In addition, participation in this EOI, including any statements whether oral or written between ExxonMobil / HMDC 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 / HMDC and your company. All costs associated with the preparation of your response to this EOI shall be at your expense.

This EOI (including pre-qualification) may or may not result in the issuance of an NRFP and may or may not result in the award of a contract. If you respond to this EOI and your company is selected to be on the list of proponents, 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.

* It should be assumed that the Hibernia Project includes, but is not limited to, current and planned Hibernia and Hibernia Southern Extension operations as well as future development on behalf of Hibernia (operated by Hibernia Management and Development Company Ltd.) and/or Hibernia Southern Extension participants (operated by ExxonMobil Canada Properties).

Responses must be submitted electronically by the closing date to the e-mail address noted below:

Hibernia Management & Development Company Ltd. / ExxonMobil
Attention: Katie Jones
katie.l.jones@exxonmobil.com
Phone: (709) 237-1612

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: jayde.mcconchie@bids.ca
www.bids.ca