

Investment Opportunity

Cementing Services for Onshore Operations



Subsurface Cluster



Investment Opportunity

Executive Summary

Tawteen's Subsurface Cluster covers the equipment and services required for onshore and offshore drilling, completion, steady state production and water injection operations. This Tawteen e-Brochure presents the opportunity for Investors to establish a local business in providing Cementing services in Qatar to support local oil and gas drilling activities.

Cementing is a critical activity in drilling and completion of oil and gas wells as it represents the principal barrier between a formation and the surface, thus ensuring the integrity of the well from the design stage and throughout its life cycle. This opportunity aims to localize supply of services and equipment to perform cementing, acid spot and pressure testing activities for onshore operations.

Tawteen's participating oil and gas operators estimate ~ QAR 40 M per annum to be spent on Cementing and associated services in the coming 5 years.

To support the investment in this opportunity, QatarEnergy, the Contracting Entity will issue an Investor Pack and a Request for Proposal (RfP) to the participating investors where QAR13 –16 million/annum will be committed for 5 years, split potentially between two awardees as per QatarEnergy award strategy.

In addition, Tawteen will provide various incentives in infrastructure and supplier development as support to establishment.

Tawteen will also be conducting briefing sessions that will be communicated in the future to fully align on the process of evaluation and expectations of this opportunity.

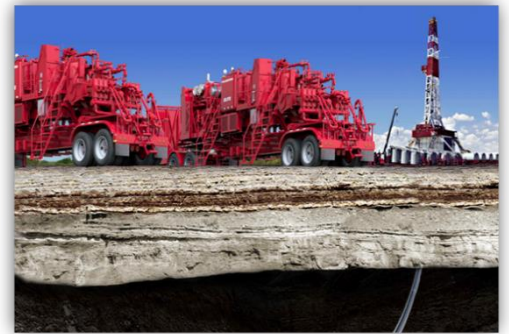


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Detailed Opportunity Description

Cementing Services for Onshore Operations

- Cementing services is the process of mixing a slurry of cement and water and pumping it down through casing to critical points in the annulus around the casing or in the open hole below the casing string. It is used to hold casing in place and to prevent fluid migration between subsurface formations.
- The aspiration is to establish/develop local companies to provide Cementing services for onshore operations. Localization to include:
 - locally owned, certified, and tested Cementing pump units complete with all associated tools for onshore operations
 - base facilities for equipment maintenance, testing, and re- certification
 - local competent workforce to preform site services and supporting services



Cementing services

Strategic Fit

- Create new local capability for onshore well cementing to reduce dependency on international companies
- Develop Local companies under “Anchor*- led” strategy for this critical service

Localization Opportunity

Scope



- Out of Scope
- In Scope

Supporting Commitment:

■ Total commitment**: QAR 13 - 16 million / annum for 5 years

Leading Contracting Entity:



Investment Opportunity

RfP & Investor Pack Collection

Interested investors can collect the RfP and Tawteen Investor Pack from QatarEnergy through the following steps:

- If you are a registered vendor in QatarEnergy then please download the RfP and Tawteen Investor Pack once released by **22 May 2022** through QatarEnergy website:
 - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are not a registered vendor in QatarEnergy then please follow the vendor registration steps as soon as you collect your e-brochure to become eligible to participate once the RfP and Tawteen Investor Pack is released by **22 May 2022** through QatarEnergy website:
 - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are an interested entrepreneur that does not have an established company, please contact the subject Cluster Lead on the email mentioned below to coordinate receiving the RfP and Tawteen Investor Pack
 - SUB Cluster Lead: Subsurface_tawteen@qatarenergy.qa



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