

INVESTMENT OPPORTUNITY:

FLUIDS SAMPLING AND ANALYSIS SERVICES



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 Fluids sampling and analysis services in Qatar to support local oil and gas drilling activities.

Fluid sampling and analysis in the oil and gas industry is the process of taking numerous small amounts of oil, gas and water samples from the field and performing a variety of tests on them to ensure that product quality is maintained as per the sales requirement and that they comply with the government regulations.

This opportunity aims to localize the collection of oil and gas fluid samples to perform tests and analysis in a laboratory located in Qatar, as outlined in Sections 1 and 2 of this document.

Tawteen's participating oil and gas operators estimate ~ QAR 12M per annum to be spent on Fluids sampling and analysis services in the coming 4 years.

To support the investment opportunity, the Contracting Entity (QatarGas) will release a Tender where QAR 2.5M – 4M per year for 4 years will be committed, as per QatarGas tendering strategy. In addition, Tawteen will provide various incentives across infrastructure and supplier development as will be further outlined in the opportunity investor pack.



Detailed opportunity description



Fluids Sampling And Analysis Services



The objective of this opportunity is to support the establishment of a local company to perform sampling of individual gas and liquid streams from wells and carry out advanced physical and chemical analysis in specialized laboratories.

Tawteen aspires for the investor to establish the following:

- Set up lab and provide necessary equipment and manpower
- undertake land transportation for samples, manpower, equipment, etc.
- provide storage of collected samples
- run test and analysis and provide results

Opportunity strategic fit

- Develop exiting local capabilities on opportunity scope
- Setting up and developing an eco-system of high-end services in country
- Develop Qatar as hub for services critical to oil and gas sector

Localization opportunity

Scope



- In scope
- Out of scope

Supporting Commitment:

- Total commitment: QAR 2.5 - 4 million / annum for 4 years

Contracting Entity:



Tender & Investor Pack Collection

Interested investors can collect the Tender and Tawteen Investor Pack from QatarGas as follows:

- Qatargas will publish the advertisement in the newspaper.
- Investors can view the Tender and Investor pack documents by visiting Qatargas website (Qatargas.com) under Suppliers tab > Current Open Tenders. The tender will be available on Qatargas Website on 5 February 2023.
- Investor will need to register its details on Qatargas's Tender Portal (SMART by GEP) for downloading the partial tender package.
- Investor to confirm their participation on the tender portal
- Investor to submit duly signed Letter of Acknowledgment and Secrecy Declaration to Qatargas Supply Dept department by email [Email address will be provided in the Tender document]
- Qatargas Supply department will issue the remaining tender package to the investors.



Disclaimer

The material, data, charts and pieces of information contained in this document ("Information") is for general information purposes only and should not be construed as an investment or commercial advice or as a recommendation whatsoever. The user of the Information ("User") is responsible for independently verifying the Information and shall make his own determination as to how suitable the Information is for his own usage and intent. User should not rely upon the Information as a basis for making any business or investment decisions. Whilst QatarEnergy endeavors to provide and keep the Information up to date and correct, QatarEnergy makes no representations or warranty of any kind, express or implied about the content, completeness, accuracy, quality, reliability or suitability with respect to the Information for any purpose. QatarEnergy expressly disclaims liability for errors and/or omissions in the Information contained in this document and shall in no event be liable for damages resulting from the use or reliance of User upon the Information. Any reliance the User of the Information places on such Information is strictly at User's own risk.

