**INTRODUCTION**

Woodside Petróleo Operaciones de México, S. De R.L. De C.V. (“Company”) is currently progressing development activities in the Trion field in Mexico. As part of the development, Company will require the use of Third-Party Logistics (“3PL”) support services.

**PURPOSE OF THIS EOI**

Company is soliciting the interest of reputable companies experienced in the provision of 3PL services to ensure high levels of service and solutions to safely support Company’s operations in Mexico. Supplier shall have a strong HSE, anti-corruption and bribery compliance policies and standards and controls. Qualified Suppliers may subsequently be invited into the bidding process for the execution of the here-in described Scope of Services.

Key project metrics and specifications are as follows:

* Work Program Start: Anticipated Spud Date is Q1 2026, but services may be required 6-8 months prior to spud date.
* Scope: 3PL to Support Trion field
	+ Shore base / Port Facilities:
		- Contractor to provide a short-term 3rd party shore base on Company’s behalf in an alternate location to Tampico (Altamira or Matamoros) complete with the following:
			* Dock / bulkhead
			* Draft of 7.6 meters (25 feet)
			* Areas to secure and temporarily store waste.
			* Suitable area for OCTG storage, receiving / staging, storage, in addition to the operational area with a surface that is able to support mobile equipment with adequate drainage to operate in wet weather conditions (e.g. no standing water).
			* Warehouse (including climate controlled) for Company’s smaller loose items.
			* Office facilities
			* Mobile Equipment – a variety of cranes, forklifts, lifting equipment.
			* Camp accommodation (if required to work in a remote area for a period of time).
			* Secure entry and perimeter fencing.
			* Lighting
			* Video (web based) camera surveillance with 30-day storage and review capabilities.
			* Hurricane preparedness plan.
			* Safety equipment.
		- Associated Personnel to run the facility – supervisor, load planners, dock coordinators, riggers, banksmen, HSE specialists, fork life drivers, crane operators, etc.
	+ Cargo Handling Services
		- All activities associated with the movement of materials and equipment to and from the specified vessel(s) at Contractor's Shore base location and/or at surrounding third party locations including the provision of all labor, plant, materials, equipment and services.
	+ Waste Management
		- Custody, care and transport of waste from Company’s operations to a waste management facility, in compliance with all applicable laws and regulations. Waste includes hazardous and non-hazardous materials.
	+ Customs Clearance and Agency Advisory Services
		- Expert advisory services in international trade regulations and customs compliance to help Company navigate the complexities of international trade, including import/export procedures, risk management, customs audits, duty and tax collection, security and protection, inspection and control.
	+ Trucking Services
		- Transportation of Company’s materials between various Suppliers and Company’s Shore base and return. Materials include drill pipe, casing, tubing, subsea trees, steel shipping containers, various cargo carrying units (CCU’s), casing hangers, wellhead housing among other.
	+ Cargo Carrying Units (CCU’s)
		- Certified Cargo Carrying Units ("CCUs") for use in safely and effectively transporting various equipment, materials, supplies, tools, fluids and chemicals between Company’s supplier locations and shore base facilities.
	+ Tier 1 and Tier 2 Oil Spill Response Services
		- Tier 1 Spill Response
			* Two containerized Tier 1 Equipment packages.
			* Capability to store on Company provided vessels.
		- Tier 2 Spill Response
			* Two containerized Tier 2 equipment packages.
			* Equipment packages to be stored at Supplier’s logistics base.
			* Shoreline protection & response capability.
			* Spill response advice to Company Incident Commander.
		- One spare Tier 1 equipment package
		- One spare Tier 2 equipment package
		- Maintenance for all Tier 1 & Tier 2 equipment
		- Training for Company on deployment of equipment
	+ Additional Services:
		- Fuel Services
		- Potable Water
		- Fabrication Services for construction of ad-hoc steel structures in support of safe operations
		- Dust control
		- Wash down bays
		- Shipping Agency Services (port operations)

**EOI RESPONSE SUBMISSION REQUIREMETS**

Prospective Suppliers interested in participating in the identification/assessment process must download, complete and sign the EOI Response Form. A legal representative of the Contractor should sign these Forms. The representative’s name should also be printed where requested. The electronic version of the Forms are located at [Trion - Expressions of interest](https://www.woodside.com/what-we-do/growth-projects/trion/expressions-of-interest)and submit to the following contact:

EOI 3PL – Trion

dante.dimarzio@woodside.com

**Submissions should be made electronically by no later than 8:00 am (CST) on Monday, 24 February 2025**. Company reserves the right not to accept submissions after this time. Submissions must provide as much detailed explanation as possible.

Please note that this invitation to submit an EOI does not constitute a formal request for quotation or proposal, nor is it intended to create any expectations regarding future business dealings between Company and recipient.

All EOI documents will become and remain Company’s property. Company shall not be liable in any respect for any costs, damages, charges or expenses incurred by the contractor in relation to preparing or submitting this EOI response. Company reserves the right to accept or reject any or all EOI submissions that may be received related to the services requested. Company reserves the right to change the requirements of this EOI, terminate further participation in the EOI process and change or terminate the contracting process at any time.

Thank you in advance for your willingness to respond to this EOI. We look forward to hearing from you. Should you have any questions or issues regarding the process outlined above, please contact the undersigned at dante.dimarzio@woodside.com

Sincerely,

Dante DiMarzio

Principal Category Management

Exhibit 1 – Expression of Interest Response Form – 3 PL Services

Interested Contractors must provide the information requested below in order to be considered for further assessment (this information is also listed in the attached Expression of Interest (EOI) Response Form – 3PL).

Where Company is asking for relevant programs, processes, etc. please submit documentation to support request.

|  |  |
| --- | --- |
| Company Name: | Click or tap here to enter text. |
| **Legal Entity Name (if different from Company Name):** | Click or tap here to enter text. |
| **Company Type (Please check one):** | [ ]  **Local** [ ]  **Foreign** [ ]  **Joint Venture (JV)***If JV, please list involved Companies:* Click or tap here to enter text. |
| **Mailing Address:** | Click or tap here to enter text. |
| **Country:** | Click or tap here to enter text. |
| Designated Contact *(name and title)*:  | Click or tap here to enter text. |
| Email Address: | Click or tap here to enter text. |
| Telephone: | Click or tap here to enter text. |
| **Year Company founded:** | Click or tap here to enter text. |
| **Website URL:** | Click or tap here to enter text. |
| **Please list your top three (3) competitors:** | Click or tap here to enter text. |
| **Please list your top five (5) clients:** | Click or tap here to enter text. |
| **Please list all the countries where you currently operate:** |  |
| **Number of years’ experience operating in Mexico:** | Click or tap here to enter text. |
| **Do you directly operate Mexico’s office? If so, when you started operations in Mexico**  | Click or tap here to enter text. |
| **If not, do you use an agent or contractor? Provide the name of the company that provides the services** | Click or tap here to enter text. |
| **If engaged, do you plan on using any 3rd parties to provide services? If yes, please provide details, including names of 3rd parties and the services they will provide** | Click or tap here to enter text. |
| **Are you fully licensed in Mexico? Please explain the extend of licensing in Mexico** | Click or tap here to enter text. |
| **How long have you been providing import/export compliance services in Mexico?** | Click or tap here to enter text. |
| **Provide a list including capital project names and the amount of the Project serviced in the past. Give an example in detail about what you have done in that Capital Project (type of freight, commodity, equipment, region, terms, etc.)** | Click or tap here to enter text. |
| **Please detail the number of people that your organization defines as support for Freight Forwarding and Customs Clearance for a Capital Project** | Click or tap here to enter text. |
| **How flexible is your organization in case of requiring more people to support the Capital Project if its Activity Level increases?** | Click or tap here to enter text. |
| **Please advise the full list of customs broker licenses your network has in Mexico (must have licenses in Mexico City, Tampico/Altamira, Veracruz and Matamoros areas)** | Click or tap here to enter text. |
| **Please confirm your company and list of Mexican brokers that may work on the project are certified in TRACE and FCPA?** | Click or tap here to enter text. |
| **Does your organization have direct owned branch offices in the following locations? If not, please specify which offices are owned and which offices are agents? (Norway, Italy, Brazil, Korea, Japan, Indonesia)** | Click or tap here to enter text. |
| **Please provide information on any past/current/pending litigation and/or investigations by local or international agencies/officials regarding services provided by you, your agent(s) and/or your contractor(s)** | Click or tap here to enter text. |
| **Please explain how you have handled customs fines in the past.** | Click or tap here to enter text. |
| **Provide your legal team's experience in:****Export Administration Act (EAA)****List of embargos administered and enforced by Office of Foreign Assets Control in the Treasury Department.****Export Administration Regulation (EAR)****International Traffic in Arms Regulation (ITAR)****Office of Defense Trade Control.****Arms Export Control Act (AECA)****U.S. Foreign Corrupt Practices Act****U.K. Anti-Bribery Act** | Click or tap here to enter text. |
| **Please describe any interaction your company will have with government officials as part of the services you provide.** | Click or tap here to enter text. |
| **Will your company use cash payments in connection with the services to be provided to Woodside? If yes, please explain why and please provide your policy and procedures pertaining to cash transactions.** | Click or tap here to enter text. |
| **Are any directors, officers, partners, direct or indirect shareholders of the Company or individuals are:Current or Past Government Officials or their Close Relative?Current Person who represents others or their Close Relative?If any answer is yes, provide details:Full name and, if a relative, the relationship to the Company person: Affiliated/employing entity, position, and** **responsibilities: Dates of service (current or past):** | Click or tap here to enter text. |
| **In the past five years (5) years has the Company (including any affiliated entities or any predecessor organization) or any owner, officer, director, employee or third party who will be performing services or managing those performing services for Woodside or who has decision making authority related to the services provided to Woodside been subject to any investigation or allegation of fraud, misrepresentation, bribery, corruption, money laundering, false accounting, tax evasion, trade sanctions, export controls or other related activities in any country?**  | Click or tap here to enter text. |
| **Has the Company (including any affiliated entities or any predecessor organization) been disqualified to participate in public tenders?** | Click or tap here to enter text. |
| **Does your company have an Ethics & Compliance Program?**  | Click or tap here to enter text. |
| **Does your Company provide periodic ethics and compliance training to your personnel and third parties?** | Click or tap here to enter text. |
| **Does your Company conduct anti-corruption or sanctions due diligence when engaging Third Parties?** | Click or tap here to enter text. |
| **Does your Company perform periodic vendor audit?** | Click or tap here to enter text. |
| **Can you provide details about your Tracking, Trace, Customs Clearance and Material Management systems? Explain each system in detail** | Click or tap here to enter text. |
| **Can you provide details about your how you integrate the information of different systems in one dashboard for monitor and control? Power BI and other related** | Click or tap here to enter text. |
| **Can you provide an in-house consultant/contractor? Please give an example of where you have done this in the past.** | Click or tap here to enter text. |
| **Can you craft an export control program? Please give an example of where you have done this in the past.** | Click or tap here to enter text. |
| **Can you craft an export control training program? Please give an example of where you have done this in the past.** | Click or tap here to enter text. |
| **Can you provide project management services? Please give an example of where you have done this in the past.** | Click or tap here to enter text. |
| **Have you set up programs to develop controls for technical item issues? Provide examples.** | Click or tap here to enter text. |
| **Have you developed contract export and compliance clauses? Please give an example of where you have done this in the past.** | Click or tap here to enter text. |
| **Please provide documentation that lists all of the services your company provides as well as any other information that you believe will be beneficial to Woodside in reviewing your response.** | Click or tap here to enter text. |
| **Please explain your HSEC procedures in the Oil and Gas Industry.** | Click or tap here to enter text. |
| **Please provide your latest accident or TRIF report.** | Click or tap here to enter text. |
| **Can you explain how your compliance team vet your foreign brokers? Do you include in that process client’s Compliance members? Please explain your answers for both questions in detail.** | Click or tap here to enter text. |
| **Anticipated local content % in your operation:** | Click or tap here to enter text. |

Confirmation of Interest – prospective Contractor is requested to confirm their company interest and compliance with requirements outlined in this EOI Letter by completing and signing the EOI Response Form.