

# RIO OIL & GAS 2012

## PROCUREMENT POLICY AND CRITICAL EQUIPMENT SUPPLY



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# DISCLOSURE & IMPORTANT NOTICE

The presentation may contain forecasts about future events. Such forecasts merely reflect the expectations of the Company's management. Such terms as "anticipate", "believe", "expect", "forecast", "intend", "plan", "project", "seek", "should", along with similar or analogous expressions, are used to identify such forecasts. These predictions evidently involve risks and uncertainties, whether foreseen or not by the Company. Therefore, the future results of operations may differ from current expectations, and readers must not base their expectations exclusively on the information presented herein. **The Company is not obliged to update the presentation/such forecasts in light of new information or future developments.**





# **PRESENTATION SUMMARY**

- 1. Business Plan**
- 2. Pre-salt Overview**
- 3. Local Content**
- 4. Brazilian Companies**
- 5. Relevant equipment demand for the period 2012-2017**
- 6. Suppliers Qualification & Register**
- 7. Conclusion**

# BUSINESS PLAN

# Investments during the 2012-2016 period

2012-2016 BP

=

Under Implementation

All E&P projects in Brazil and projects of the remaining segments in phase IV\*

+

Under Evaluation

Projects for the remaining segments currently in phase I, II and III.

US\$ 236.5 Billion

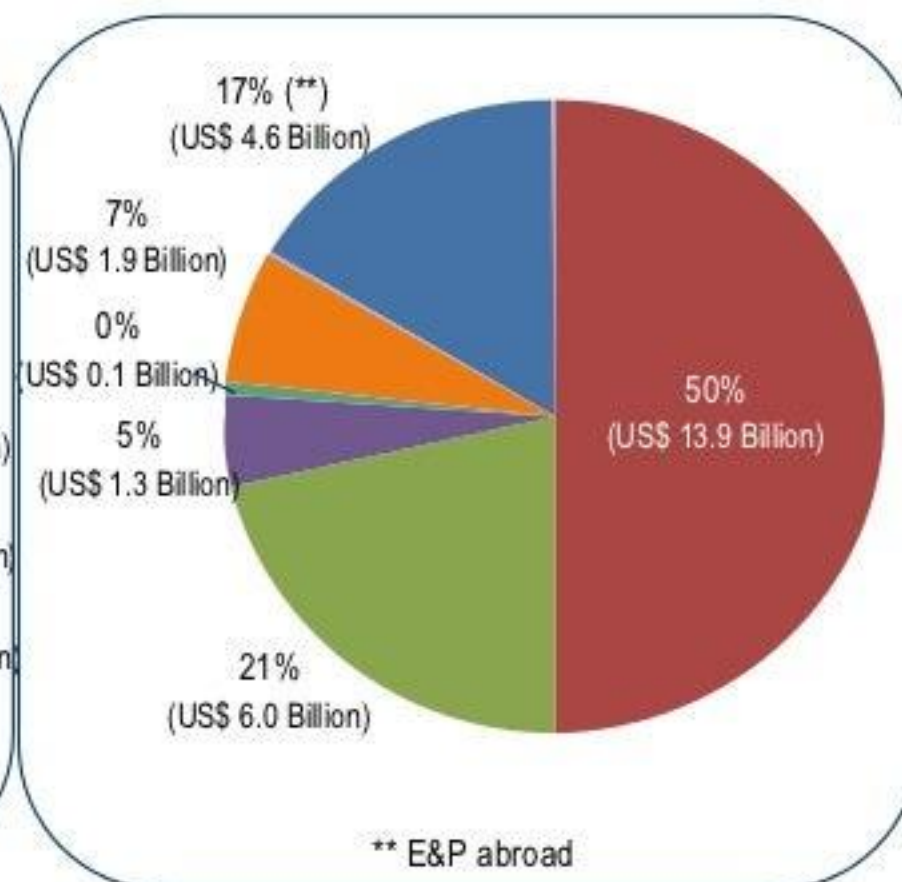
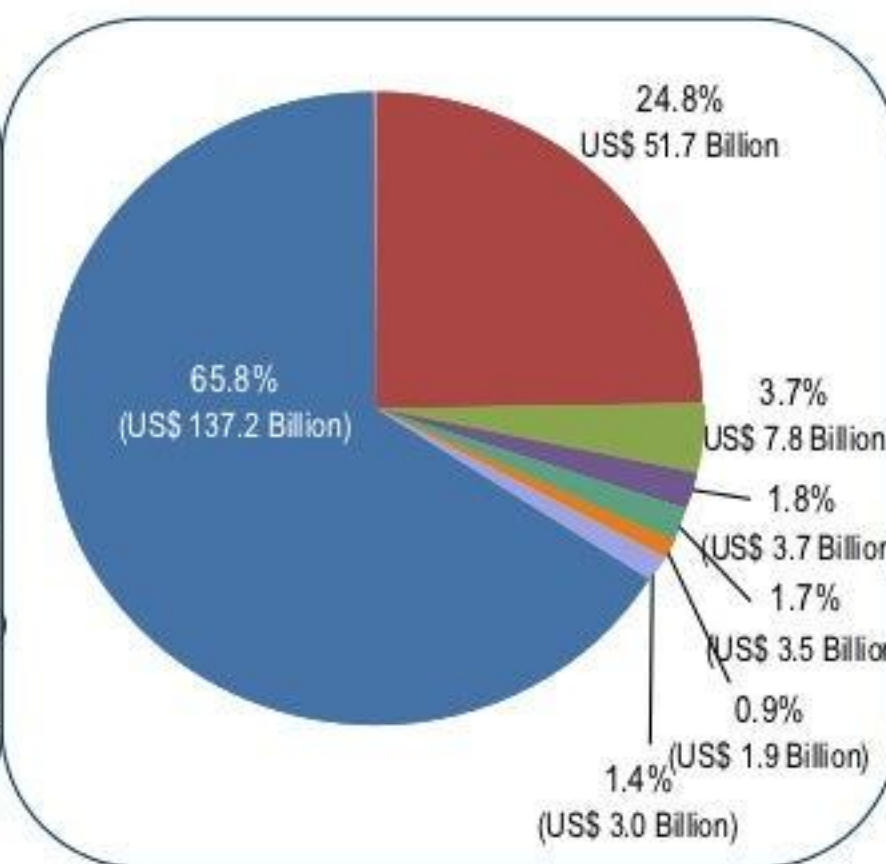
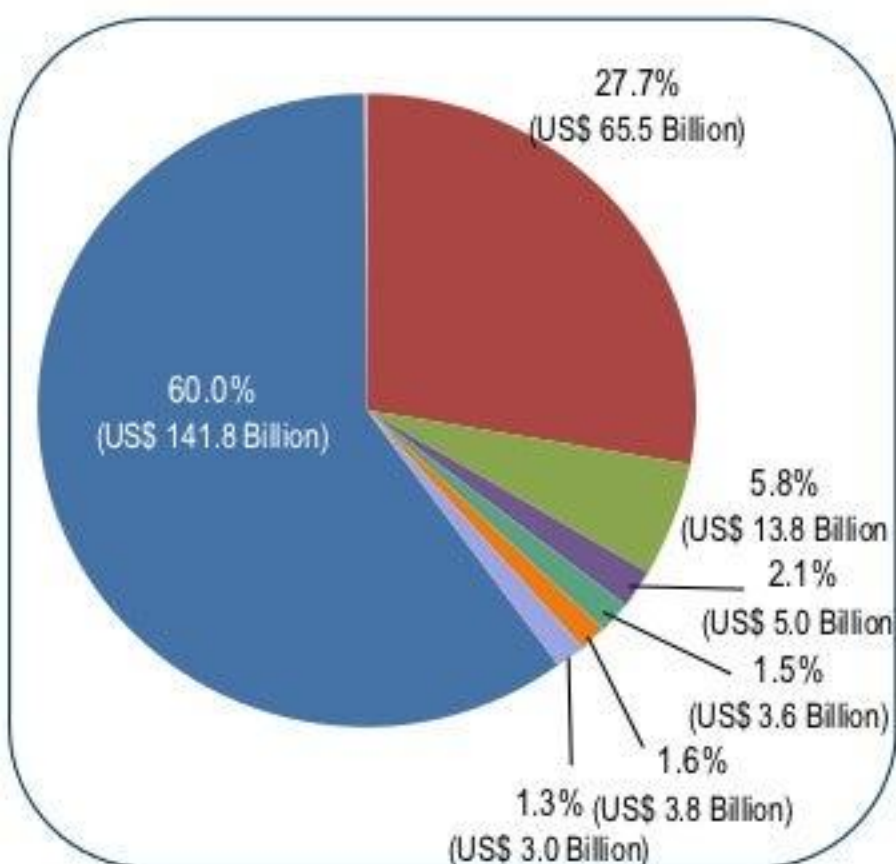
980 projects

US\$ 208.7 Billion

833 projects

US\$ 27.8 Billion

147 projects

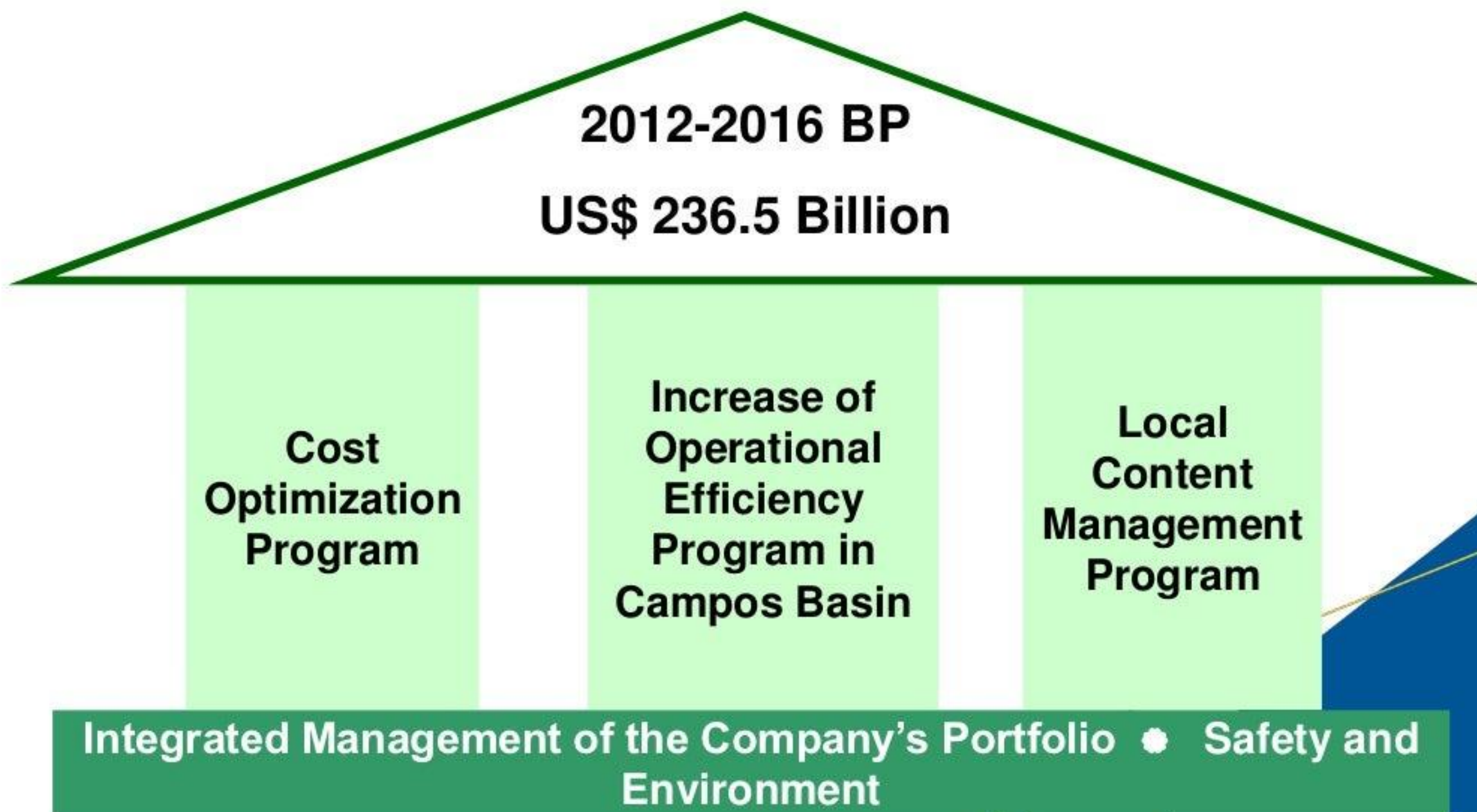


E&P RTM G&E Petrochemical Distribution Biofuel Corporate

\* Includes budget already designated for projects under evaluation for RTM, G&E, Petrochemical, Distribution, Biofuels and Corporate

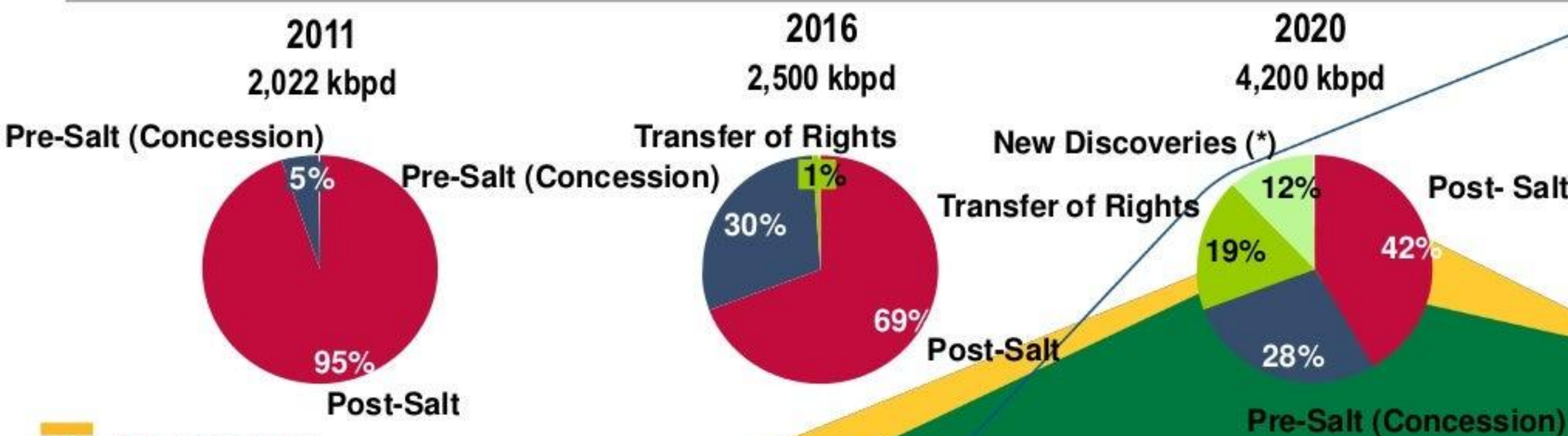


# Programs supporting the 2012-2016 BP



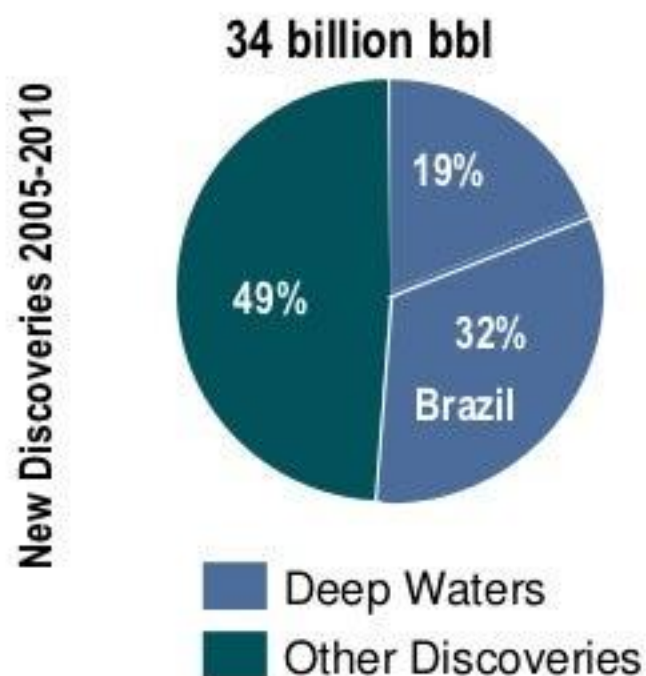
# Production Curve in Brazil – Post-Salt, Pre-Salt and Transfer of Rights

## Oil and LNG Production



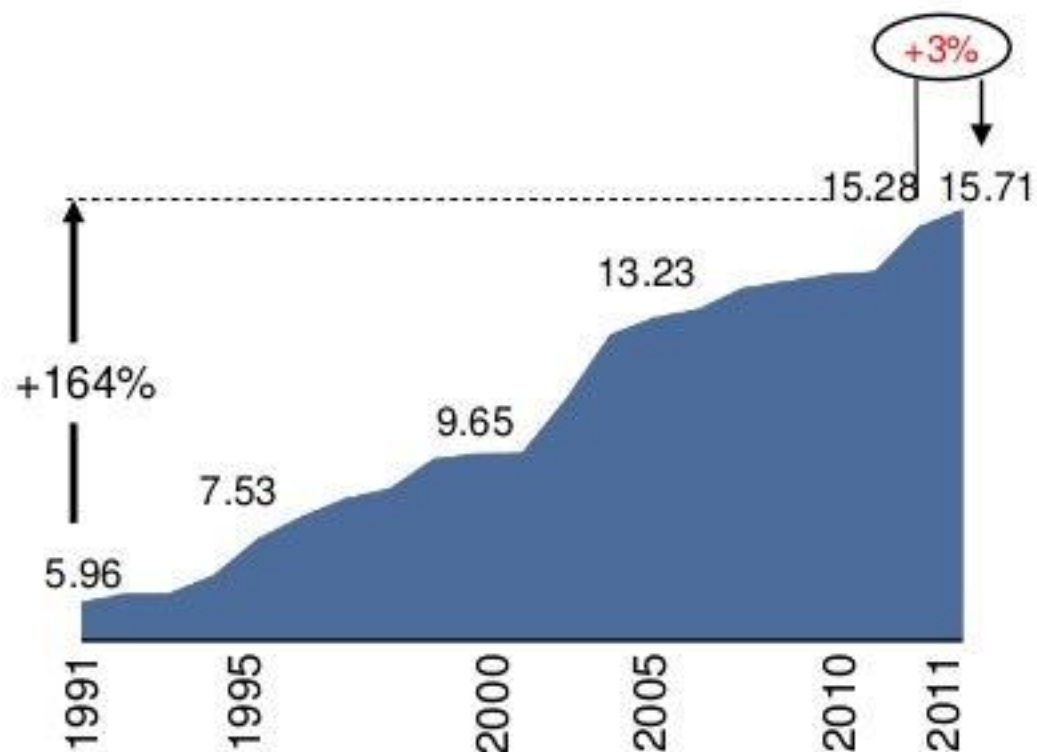


## PETROBRAS: Reserve Replacement Ratio > 100% for the 20<sup>th</sup> consecutive year



- In the last 5 years, more than 50% of the new discoveries worldwide were made in deep waters. **Brazil accounts for 63% of these discoveries.**
- Projections indicate that as Brazil develops these newly discovered reserves, it will lead non-OPEC supply growth until 2030 (PFC Energy).

### Petrobras: Proven Reserves in Brazil (billion boe)



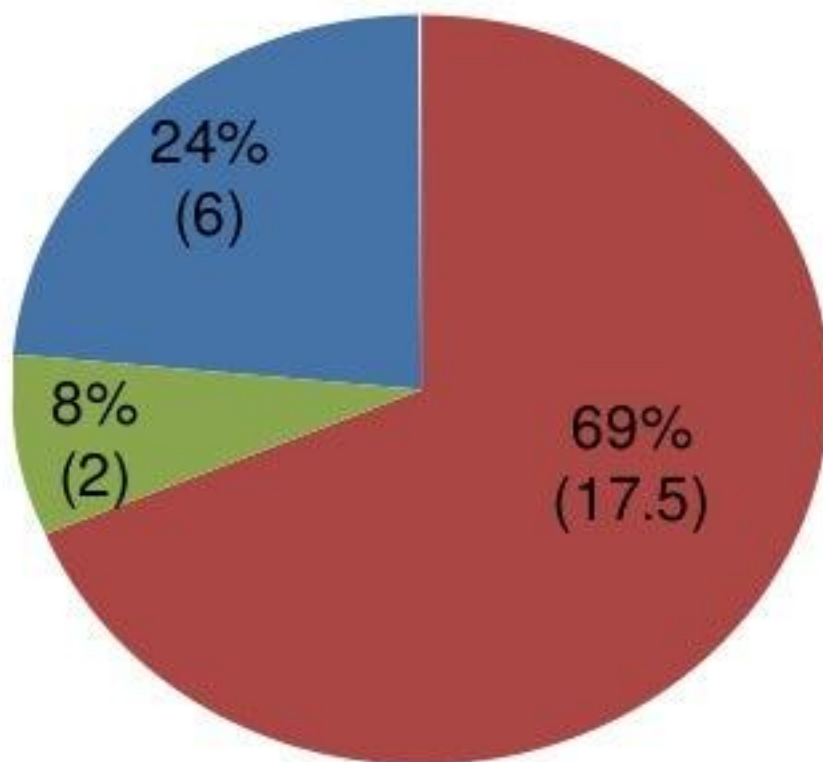
- Reserve/Production → 19.2 years
- Reserves Incorporated in 2011  
Total: 1.24 billion boe  
**Pre-Salt: 1 billion boe**



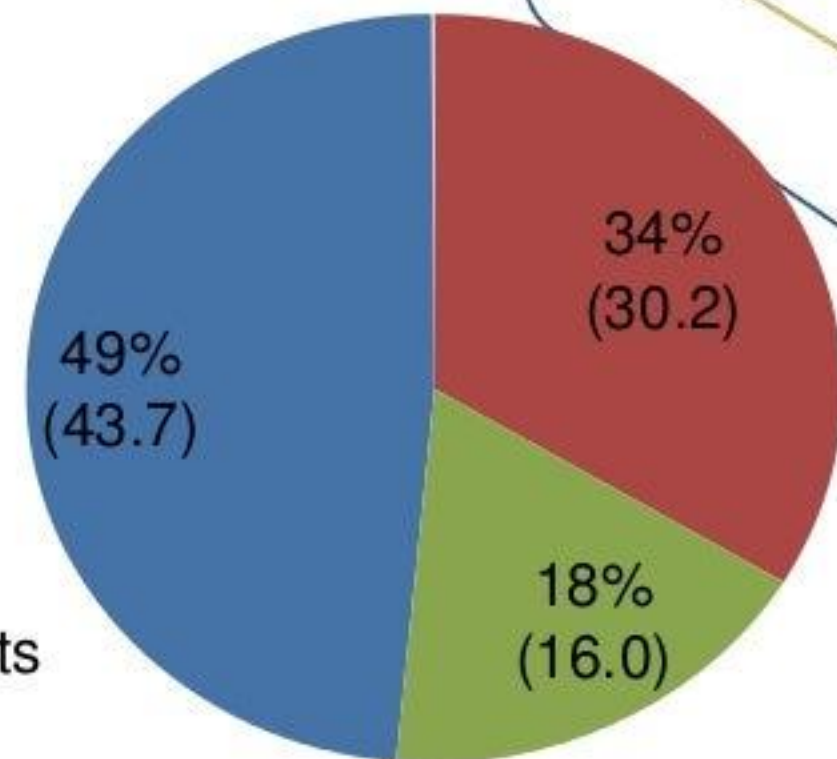
# E&P Investments

## 2012-2016 Period

**Exploration**  
**US\$ 25.4 Billion**



**Production Development**  
**US\$ 89.9 Billion**

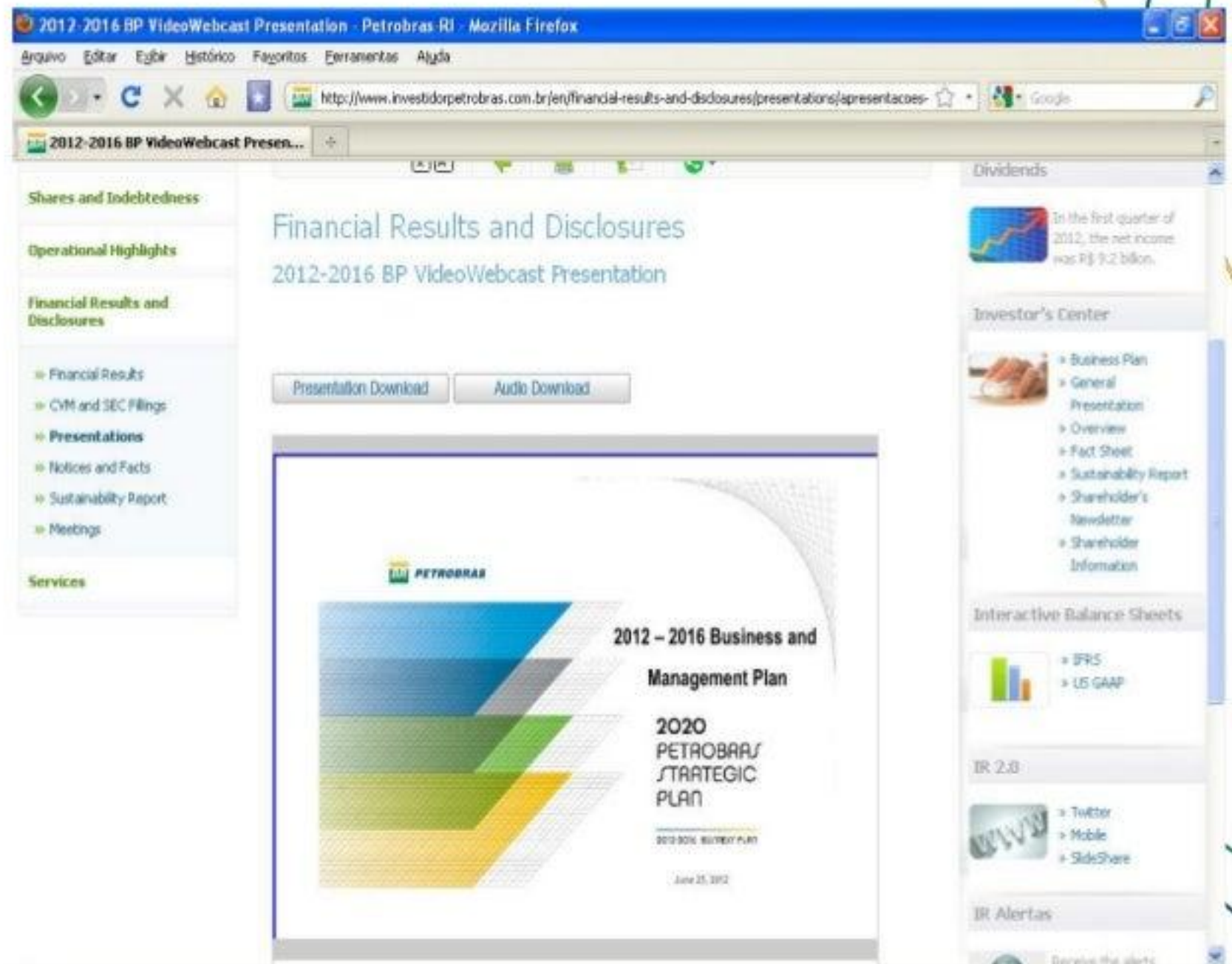


Besides Exploration and Production Development, E&P investments in infrastructure total US\$ 16.3 billion

# BUSINESS PLAN - 2012-2016

More information about the Business Plan 2012-2016 at:

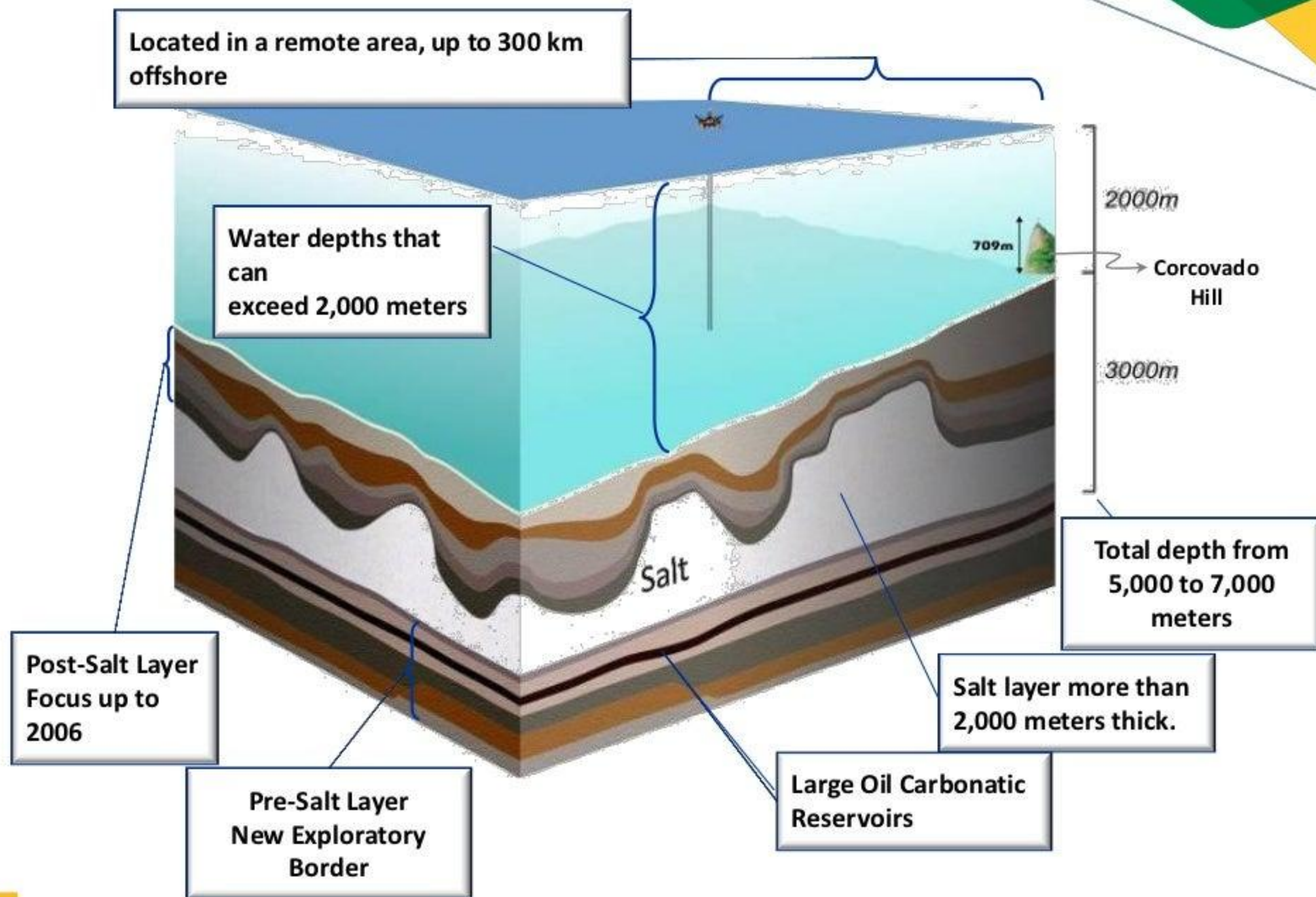
- <http://www.investidorpetrobras.com.br/2012-2016-business-plan.htm>





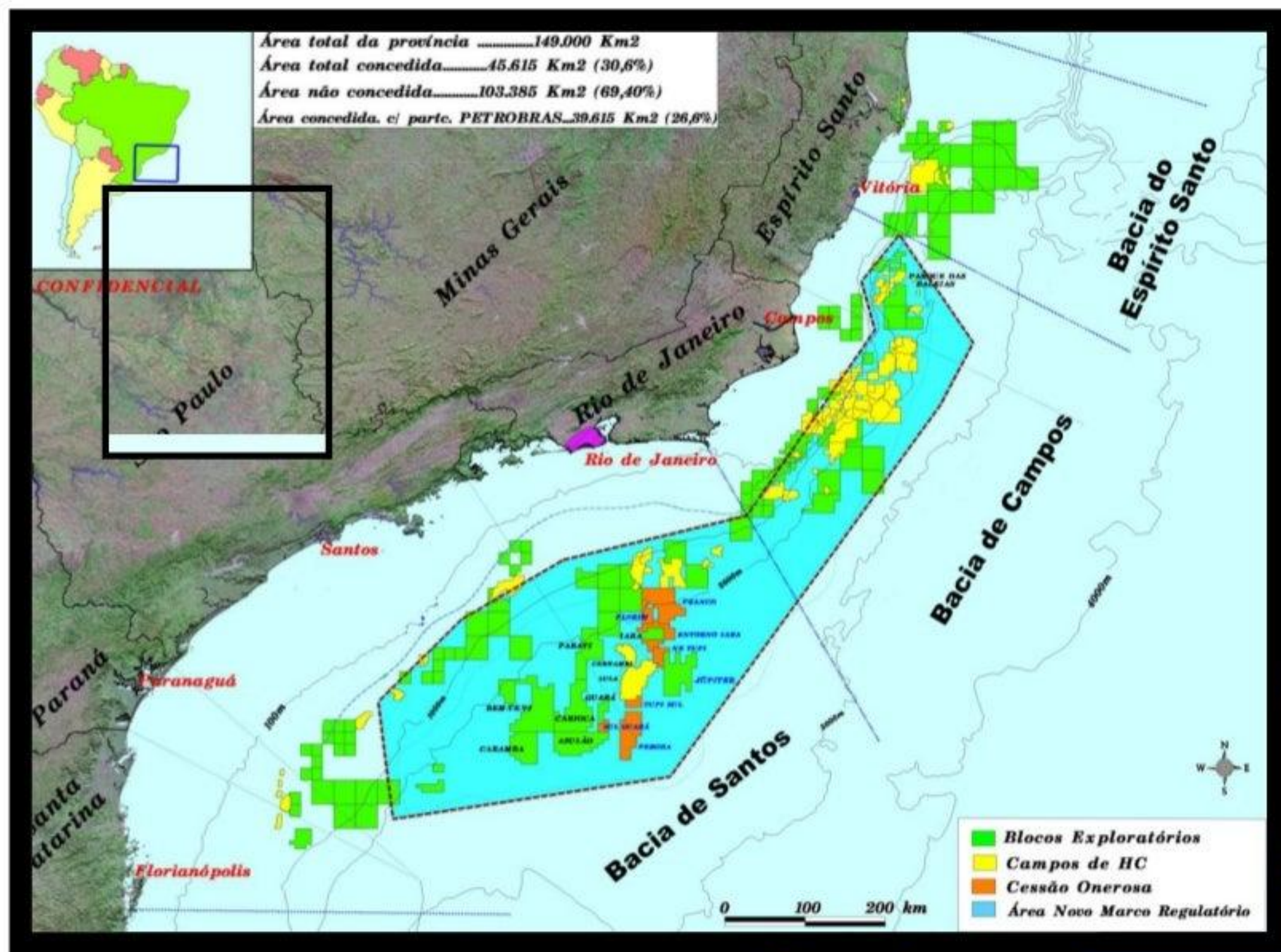
# PRE-SALT OVERVIEW

# WHAT IS PRE-SALT?





## WHAT IS PRE-SALT?



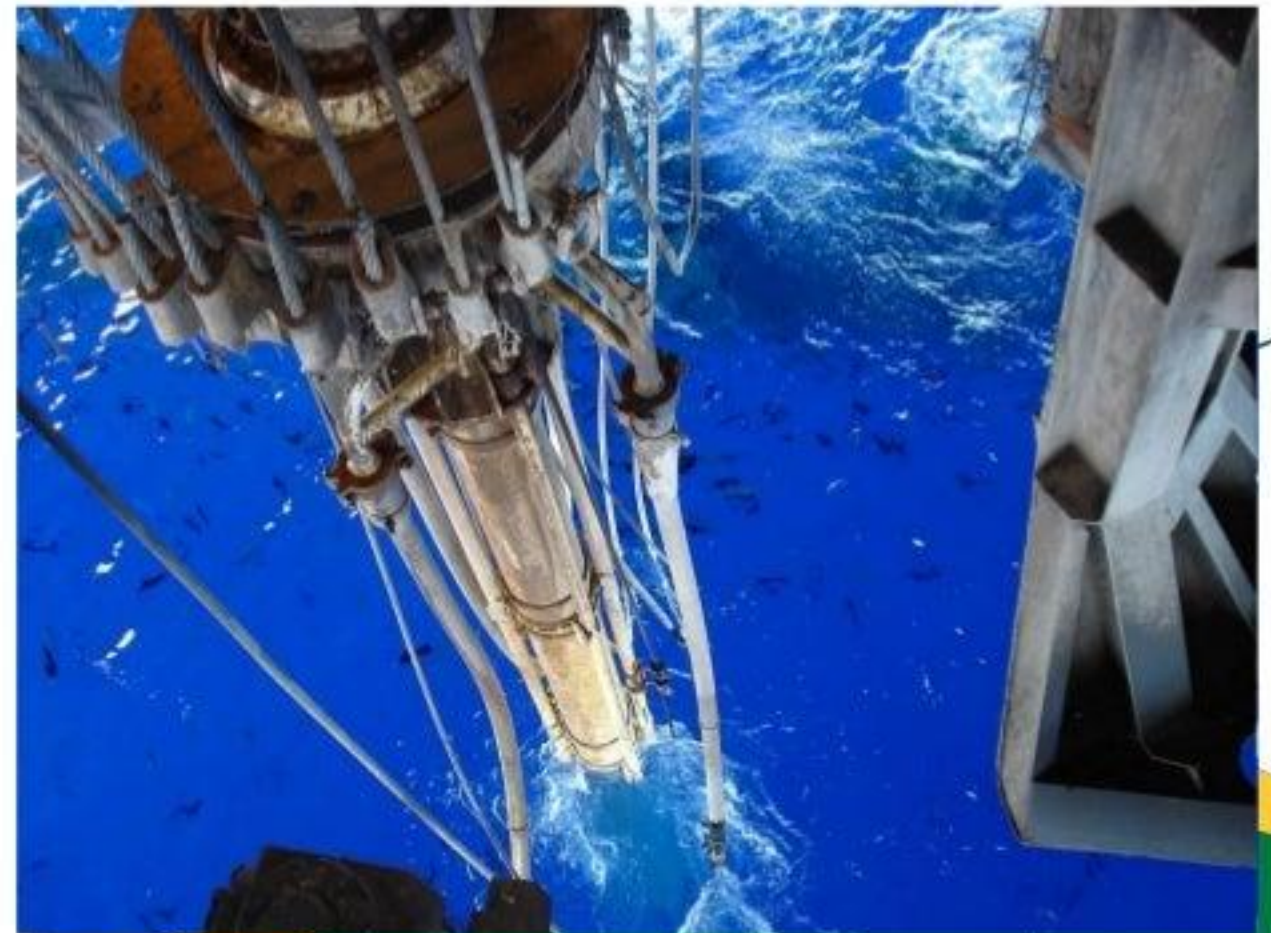


# WHAT IS PRE-SALT?

## PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

### Drilling and Completion

- Construction of high angle wells, deviated into the salt zone
- Well integrity
- Penetration rate in the microbial carbonate reservoir
- New alloys to reduce costs of well materials



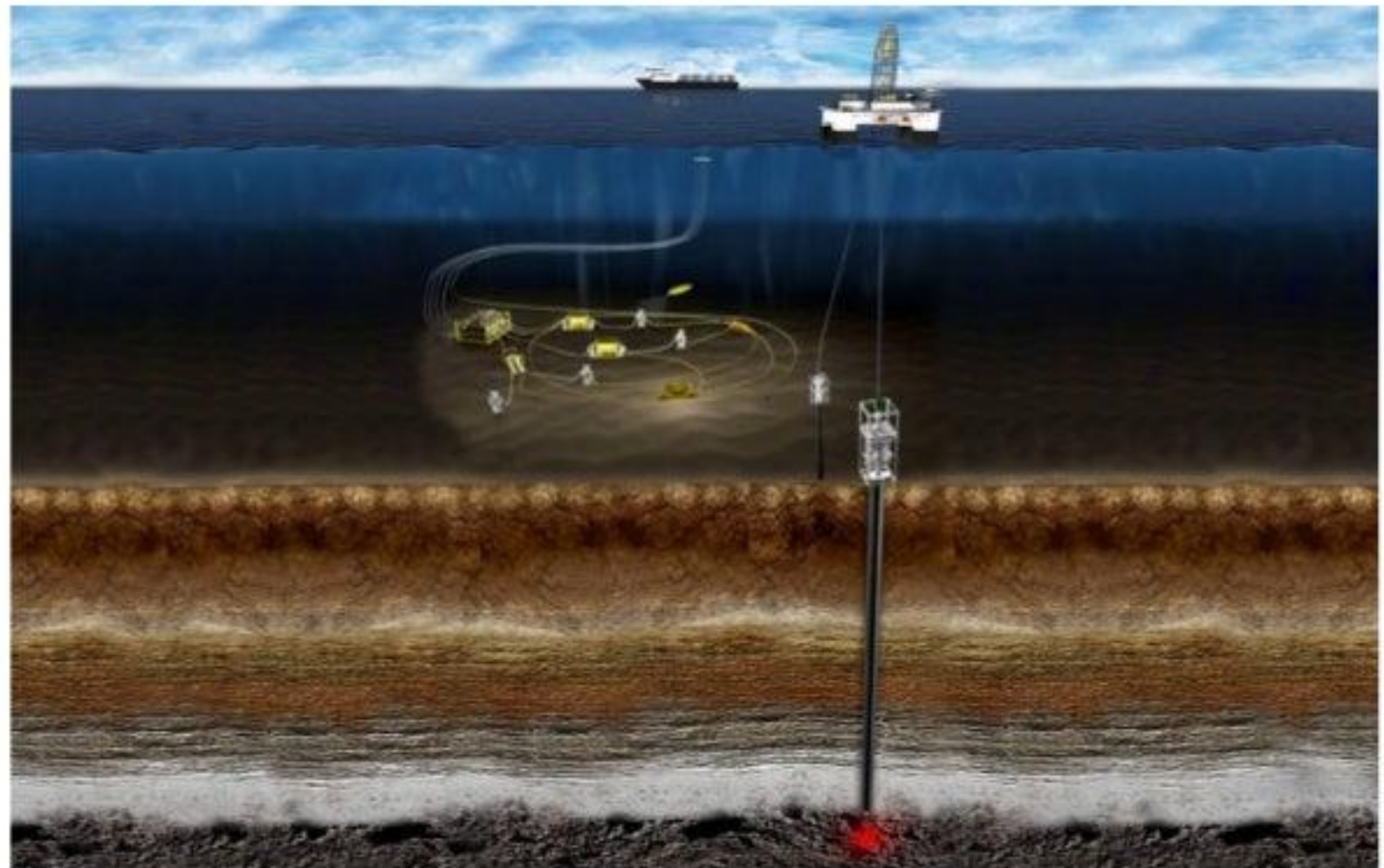


# WHAT IS PRE-SALT?

## PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

### Reservoir

- Reservoir characterization
- Rock fluid interaction
- EOR



# WHAT IS PRE-SALT?

## PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

### Subsea

- Flexible risers for water depth of 2,200m (7,218 ft)
- Flow assurance
- Scaling control





# WHAT IS PRE-SALT?

## PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

### Floating Production Units

- Mooring in 2,200m water depths
- Interaction with the riser's system
- CO2 processing



# LOCAL CONTENT



### **PETROBRAS LOCAL CONTENT POLICY**

The projects and contracts of Petrobras must withstand the challenges of the Strategic Plan and maximize Local Content in competitive and sustainable basis, contributing to market development where Petrobras operates, guided by ethics and continued innovation.



# LOCAL CONTENT

## Legal Requirements



### E&P

Exploration and  
Production:  
Evidences to ANP for  
new concessions  
contracts, production  
sharing and transfer of  
rights



### RTC

There is no requirement to  
Local Content.  
The operating company  
states its goal and proves  
the percentage achieved



### G&P

There is no requirement to  
Local Content.  
The operating company  
states its goal and proves  
the percentage achieved

Operating expenses are not subject to the requirements of the Local Content by ANP