Brazil’s E&P Landscape
Petrobras Disposals to Pre-Salt Giants: Opportunities for Independents to Super-Majors
A bumpy ride since breaking the Petrobras monopoly 20 years ago

First pre-salt discoveries 2005-6
“Nosso oleo”
Round 9 retractions & retreat of majors
Global financial crisis

Political upheavals – Roussef/Temer/Bolsonaro
Licence rounds reinvigorated/local content dropped
Pre-salt rounds biannual
Petrobras divestments at last gain traction

1999-2009

2010-2015

2016-2019

Petrobras Investment & management challenges
PSC & CO introduced in pre-salt polygon
Corruption & loss of focus
First pre-salt ‘round’ despite Lava Jato
Brazil E&P: 30 year perspective

Oil Price (Nominal vs. Real) 1986 BASE

- Pre-salt discovery
- Brazil Round 1
- Brazil Risk Contracts terminated
- Brazil Petroleum Law Protectionist changes
- Brazil easing terms

Oil Price Nominal (Yr Avg) 1986 Oil Price (US inflated) Real Oil Price (Deflated back to 1986)
From the ANP’s pre-Round 14 Presentation

Current Scenario

As at 27\textsuperscript{th} September 2017

- Sedimentary Area: 7.5 million km\textsuperscript{2}

- Area under concession: ~ 260,000 km\textsuperscript{2}
  - 311 blocks
  - 434 producing fields

Production (May, 2017)
- Oil 2.7 million barrels/d
- Gas 105 million m\textsuperscript{3}/d

Proven Reserves (Dec, 2016)
- Oil 12.7 billion barrels
- Gas 378 billion m\textsuperscript{3}
Brazil Open for E&P Business following.....

• Dramatic political & fiscal changes
  • Corruption, impeachment, imprisonment
  • Lava jato & banking crisis
  • Right-wing populism & ‘Tropical Trump’ Bolsonaro

• Pre-salt discovery & development
  • Petrobras lobbying
  • Political polygon
  • Production Sharing Contracts
  • Cessao Onerosa – only MWP
    • No signature bonus
    • No SPT
    • No R&D tax
Curse of the pre-salt ‘gift from God’

November 2009 Euphoria

September 2019 Lava Jato legacy
# Bidding Round Calendar (Source: ANP)

<table>
<thead>
<tr>
<th>Year</th>
<th>Bidding Round</th>
<th>Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>14th Bidding Round</td>
<td>East Margin</td>
</tr>
<tr>
<td></td>
<td>2nd Production Sharing Bidding Round</td>
<td>Unitizable Areas (Carcara, Gato do Mato, Sapinho and Tartaruga Verde)</td>
</tr>
<tr>
<td></td>
<td>3rd Production Sharing Bidding Round</td>
<td>Peroba, Pau Brasil and Alto de Cabo Frio</td>
</tr>
<tr>
<td></td>
<td>4th Marginal Fields Bidding Round</td>
<td>Marginal oil and gas accumulations in mature basins</td>
</tr>
<tr>
<td>2018</td>
<td>15th Bidding Round</td>
<td>Equatorial Margin</td>
</tr>
<tr>
<td></td>
<td>4th Production Sharing Bidding Round</td>
<td>Saturno, Tres Marias, Uraipuru and blocks in Campos Basin</td>
</tr>
<tr>
<td></td>
<td>5th Marginal Fields Bidding Round</td>
<td>Marginal oil and gas accumulations in mature basins</td>
</tr>
<tr>
<td>2019</td>
<td>16th Bidding Round</td>
<td>East Margin</td>
</tr>
<tr>
<td></td>
<td>5th Production Sharing Bidding Round</td>
<td>Aram, SE de Lula, Sui e SW de Jupiter, Bumerangue</td>
</tr>
<tr>
<td></td>
<td>6th Marginal Fields Bidding Round</td>
<td>Marginal oil and gas accumulations in mature basins</td>
</tr>
</tbody>
</table>
Recent Bidding Round Results

- **13th Round** – unlucky for some!
  - Only 14% of offered blocks sold, huge flop!
  - ANP ‘softened’ qualification process adding risk
  - 7th October 2015 oil price crash

- **14th Round**
  - Total signature bonus $R 3.8 B (~U.S.$1 B)
  - 27th September 2017

- **15th Round**
  - Total signature bonus $R 18 B (U.S.$4.5 B) a record!
  - 29th March 2018

- **16th Round**
  - Total signature bonus $R 9 B (U.S.$2.25)
  - 10th October 2019
Pre-Salt Play Fairway: Santos & Campos Basins

- Huge potential resource
- High costs & falling oil price
- Maximise DFI or ‘nationalise’?
- Stick to tried, tested & adequate Concession Agreement or introduce PSCs?
- Cede 5 B boe to Petrobras via Cessao Onerosa
- Construct a political polygon without considering post-salt fields & prospects
- Result:
  - JABUTICABA!
GCA’s 2010 Pre-Salt Review & Evaluation of the Cessao Onerosa Discoveries & Prospects for the ANP

Discoveries
• Franco – renamed Buzios
• Tupi – renamed Lula
• Jupiter
• Iara – renamed Itapu, Atapu, Sururu etc.

Prospects
• Libra
• NE Tupi
• Sul de Guara
• Peroba
• Florim
• Pau Brazil
E&P Opportunities: An Independent’s view

CHANGING MARKET OPPORTUNITY

REGULATOR INCENTIVES
- Increase Independents activity
- Improve mature field recovery
- Reduced royalties
- Permanent Round Offerings

PBR SALES PROCESS
- Petrobras current sales process
  of ~25,000 bopd production
- Stated intention is to sell all
  Onshore Fields

PETROBRAS RESTRUCTURING
- Offshore pre-salt focus
- Debt reduction
- Corruption scandal
- More disciplined capital allocation

ACCESS TO INFRASTRUCTURE
- Access to installed infrastructure
  and improved negotiating strength
  for oil sales terms
- Petrobras Refining Monopoly
  being broken

IMPROVED SUPPLY CHAIN
- More operators, more
  suppliers, improved market
  stability

Source: Pindorama Energy
Independent Onshore Focus

Onshore Mature Basins

Onshore Potiguar
62 blocks
~1,700 km²

Onshore Sergipe-Alagoas
46 blocks
~1,300 km²

Reconcavo
27 blocks
~640 km²

Onshore Espírito Santo
19 blocks
~460 km²

Source: Pindorama Energy
Independent Opportunity View

THE SIZE OF THE MARKET
BRAZIL ONSHORE QUICK FACTS

6 Oil Producing Basins
115,000 bopd Total Onshore Oil Production
~200 Oil Producing Fields

Only
~20 Independent Onshore Oil Producers
2,500 bopd 2nd Largest Onshore Producer
Average independent flows 230 bopd

Two recent asset sales by Petrobras are pending approval by ANP. These asset sales will significantly increase independent production.

PetroReconcavo - Riacho da Forquilha Cluster - ~6,000 bopd
3R - Macau Cluster - ~5,500 bopd (New operator entering market)

Source: Pindorama Energy
Independent View of Growth Potential

THE SIZE OF THE MARKET

BENCHMARKS

USA
6000+
Ind. producers
8 mm bbl/day

CANADA
100+
Ind. producers
28 mm bbl/day

BRAZIL
~20
Ind. producers
6000 bbl/day

Source: Pindorama Energy
### COMPETITORS AND NEW ENTRANTS

<table>
<thead>
<tr>
<th>Company</th>
<th>OIL PROD (BBL/D)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Petrobras</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Maha Energy</td>
<td>2,550</td>
</tr>
<tr>
<td>Sonangol</td>
<td>2,450</td>
</tr>
<tr>
<td>Petrozergy</td>
<td>400</td>
</tr>
<tr>
<td>Nova Petroleo</td>
<td>250</td>
</tr>
<tr>
<td>Partex Brasil</td>
<td>240</td>
</tr>
<tr>
<td>Imetama</td>
<td>180</td>
</tr>
<tr>
<td>Petrolgas Brasil</td>
<td>180</td>
</tr>
<tr>
<td>Recôncavo B&amp;P</td>
<td>80</td>
</tr>
<tr>
<td>Phoenix</td>
<td>80</td>
</tr>
<tr>
<td>Enea</td>
<td>60</td>
</tr>
<tr>
<td>Santana</td>
<td>48</td>
</tr>
<tr>
<td>Petroz</td>
<td>30</td>
</tr>
<tr>
<td>Newo</td>
<td>19</td>
</tr>
<tr>
<td>Vipetro</td>
<td>18</td>
</tr>
<tr>
<td>Guto &amp; Cacal</td>
<td>18</td>
</tr>
<tr>
<td>EPG Brasil</td>
<td>15</td>
</tr>
<tr>
<td>Pericia</td>
<td>14</td>
</tr>
<tr>
<td>Alvopetro</td>
<td>7</td>
</tr>
<tr>
<td>Great Energy</td>
<td>5</td>
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<tr>
<td>Ubuntu Engenharia</td>
<td>4</td>
</tr>
<tr>
<td>Central Resources</td>
<td>3</td>
</tr>
<tr>
<td>Nord</td>
<td>2</td>
</tr>
<tr>
<td>Leros</td>
<td>1</td>
</tr>
<tr>
<td>Petrol</td>
<td>0</td>
</tr>
<tr>
<td>Energizzi Energias</td>
<td>0</td>
</tr>
</tbody>
</table>

**Entering the Market**
- 3R
- Geopark Brasil
- Oeste de Canoas
- Panenergy
- Petroborn

Source: Pindorama Energy
Onshore Production Growth Potential

BRAZIL ONSHORE OVERVIEW

7% of total identified basin area under contract

~23k Wells drilled in the history of Onshore Brazil

Compared to ~25k Wells/yr in United States

ONSHORE RECOVERY FACTOR PER BASIN

World Average

OIL AND GAS PRODUCTION

Source: Pindorama Energy
Equity and Debt Finance Available with RBL to follow

WHO IS FINANCING THE GAME

<table>
<thead>
<tr>
<th>INSTITUTION</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morgan Stanley</td>
<td>• Financed Local Company PetroReconcavo</td>
</tr>
<tr>
<td></td>
<td>• Open to acquire debt of new players</td>
</tr>
<tr>
<td>Goldman Sachs</td>
<td>• Offered debt to 3R Petroleum onshore and Ouro Preto in offshore assets</td>
</tr>
<tr>
<td></td>
<td>• Open to acquire debt of new players</td>
</tr>
<tr>
<td>Apollo</td>
<td>• Potentially involved in backing of Starboard and 3R</td>
</tr>
<tr>
<td></td>
<td>• Not directly funding any Company yet</td>
</tr>
<tr>
<td>BTG Pactual</td>
<td>• Support deal of 3R with Debt</td>
</tr>
<tr>
<td></td>
<td>• Support deal of 3R with equity</td>
</tr>
<tr>
<td>Norges Bank Investment</td>
<td>• Supported the acquisition of a number of offshore fields in Brazil</td>
</tr>
<tr>
<td>EIG</td>
<td>• Backed bidder in ~$800m offer for offshore assets Pampo/Enchova and</td>
</tr>
<tr>
<td></td>
<td>were unsuccessful, evaluating more options.</td>
</tr>
<tr>
<td>Warburg Pincus</td>
<td>• Equity backing of Trident Energy in successful bid for Pampo/Enchova</td>
</tr>
<tr>
<td></td>
<td>Offshore Package</td>
</tr>
<tr>
<td>Yorktown Partners LLC</td>
<td>• Equity Backing of PetroReconcavo in all asset deals</td>
</tr>
</tbody>
</table>

Source: Pindorama Energy
Petrobras shallow offshore teaser example: Polo Pargo

Oportunidade de Investimento em Ativos de Águas Rasas no Brasil
Polo Pargo
Julho de 2017

Oportunidades de Investimento em Ativos de Águas Rasas no Brasil

Visão Geral

Petróleo Brasileiro S.A. ("Petrobras") está realizando um processo (o "Processo") para vender a totalidade de sua participação (WI) em certos ativos de águas rasas localizados na Bacia de Campos ao Brasil (a "Transação Potencial"). Os ativos foram compilados em um polo (o “Polo”) conforme descrito na tabela a seguir:

<table>
<thead>
<tr>
<th>Polo</th>
<th>Planalto</th>
<th>Campos</th>
<th>Profundidade</th>
<th>Participação</th>
<th>Produção 2017 1º Sem</th>
<th>% Ofera</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pargo</td>
<td>Campec</td>
<td>Cupante, Vermelho, Pargo</td>
<td>80-100</td>
<td>15%</td>
<td>13.122</td>
<td>82%</td>
</tr>
</tbody>
</table>

- O Polo está localizado em águas rasas a uma distância de ~60 km da costa, e com profundidade de reservatório entre 2.700 e 3.750m
- Atualmente produzindo com 57 poços e 7 plataformas fixas, de onde petróleo e gás são transportados para uma estação de processamento e separação onshore (cabeças) através da plataforma PGP-1
- Alguns oportunidades exploratórias identificadas
- Termo da concessão em 2025, com potencial para ser estendido

Mapa da localização

Produção histórica (Aboe/d)

Destaque

- Ativos em produção e com histórico comprovado, com a produção iniciada no final da década de 80
- Termos fiscais atrativos – concessões da Rodada Zero, sem nenhum requerimento de conteúdo local
- Potencial cessionário no total gestão sobre os custos do ativo, dado que lhe será transferido 100% da WI com operação
Opportunity Spread: Bidding Rounds

• Ongoing Exploration Licence Bidding Rounds
  • 2 per annum, open & transparent from Round 1 to 16
  • Rounds 17, 18, 19, 20 slated for 2020-21

• PSC or ‘Pre-Salt’ Rounds
  • 5 rounds completed, 1st 2013*, 2nd - 5th (2017-19)
  • 6th round slated for 7th November 2019
  • 2 per annum planned
  • Bidding element – ‘profit oil’

• Cessao Onerosa or ‘Surplus Production’ Round
  • Slated for 6th November 2019
  • Pre-determined Signature Bonus of U.S.$27 billion!
  • Bidding element – ‘profit oil’

• 1st Permanent Offer Initiative
  • September 2019
  • ExxonMobil JV – 2 offshore Sergipe-Alagoas blocks awarded
  • Brazilian independents & GeoPark acquired blocks in Parnaiba, Potiguar, Espirito Santo, Reconcavo & Sergipe-Alagoas Basins
Example from 14th Round

Sergipe-Alagoas Basin

11 Blocks on Offer
Total Area ~7,700 km²
Area per block ~760 km²
Ultra-deep water
(water table > 2,000 m)

Efficient petroleum system
(Albian-Turonian marine source rock and Upper Cretaceous turbidite reservoirs);
In the last few years light oil and condensate discoveries were made in deep and ultra-deep water.
Potential for similar discoveries.

- Ongoing Discovery evaluation plan
- Extension well with hydrocarbon show
- Block on offer R14
Deep Water post-salt potential

Sergipe-Alagoas Basin

Leads
Upper Cretaceous Turbidites

Estimated unrisked in Place Volumes

~15 billion bbl
Petrobras disposal overview

• Petrobras divestment target: U.S.$26.9 B by 2023
• ‘Aligned to the 2018-22 Business Plan, which provides for continuous portfolio management and focus on investments in the deep water, pre-salt’
• 70% of 254 fields mandated for sale – i.e. 178 onshore & offshore, mid-2019 deadline given by the ANP to Petrobras – extension requested...!
• Mature onshore & offshore field packages initially, but later 80s-90s ‘giant’ deep water fields may also be offered – e.g. Marlim, Roncador, etc.
Opportunity spread: Petrobras disposals

• Offshore field examples:
  • Campos packages
    • Vermelho, Pargo & Carapeba - acquired by Perenco for U.S.$370 mm
    • Marimba, Enchova, Bonito, Enchova Oeste, Bicudo, Pirauna, Badejo, Pampo, Linguado & Trilha - acquired by Trident for U.S.$1 B
    • Tartaug Verde & Espadarte – acquired by Petronas for U.S.$1.29 B
    • Maromba – ‘acquired’ by BW Offshore, undisclosed & possible part service contract basis including CAPEX investment of U.S.$250 mm
  • Santos packages
    • Bauna – acquired by Karoon for U.S.$665 mm
## Selected Precedent Transactions – Offshore Brazil

<table>
<thead>
<tr>
<th>Date</th>
<th>Buyer</th>
<th>Seller</th>
<th>Key Assets</th>
<th>Depth</th>
<th>Pre-sale</th>
<th>Deal Value (US$ Bn)</th>
<th>Brent Price Range (US$)</th>
<th>% Oil</th>
<th>2P Implied Value (US$ Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr 26, 2019</td>
<td>Petrobras</td>
<td>Petrobras</td>
<td>50% in the Turunze Verde Field assets</td>
<td>Deepwater</td>
<td>No</td>
<td>$2.394</td>
<td>$72.35 - 94%</td>
<td>8.0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Apr 26, 2019</td>
<td>Petrobras</td>
<td>Petrobras</td>
<td>34 onshore Brazil producing fields</td>
<td>Conventional</td>
<td>Yes</td>
<td>$964</td>
<td>$72.35 - 92%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>Nov 28, 2018</td>
<td>Petrobras</td>
<td>Petrobras</td>
<td>100% interest in offshore fields in Brazil</td>
<td>Shallow Water</td>
<td>Yes</td>
<td>$330</td>
<td>$58.70 - 59%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>Jul 1, 2018</td>
<td>Equinor</td>
<td>Banes</td>
<td>10% interest in BM-S-8 (Camorra)</td>
<td>Deepwater</td>
<td>Yes</td>
<td>$370</td>
<td>$77.75 - 77%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>Dec 18, 2017</td>
<td>Shell</td>
<td>Petrobras</td>
<td>20% interest in Romocal field</td>
<td>Deeper</td>
<td>Yes</td>
<td>$2.869</td>
<td>$63.81 - 85%</td>
<td>6.13</td>
<td>n.a.</td>
</tr>
<tr>
<td>Jul 21, 2017</td>
<td>Exxon Mobil / Italy</td>
<td>Shell</td>
<td>30% interest in BM-S-6 (Goana)</td>
<td>Shallow Water</td>
<td>Yes</td>
<td>$36.44</td>
<td>$65.84 - 77%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>Dec 21, 2016</td>
<td>Total</td>
<td>Petrobras</td>
<td>35% interest in BM-S-9 and 23.3% in BM-S-11</td>
<td>Deepwater</td>
<td>Yes</td>
<td>$2.300</td>
<td>$54.46 - 100%</td>
<td>9.66</td>
<td>n.a.</td>
</tr>
<tr>
<td>Jul 1, 2016</td>
<td>Shell / Petrobras</td>
<td>Petrobras</td>
<td>70% interest in BM-S-8 (Camorra)</td>
<td>Deepwater</td>
<td>Yes</td>
<td>$1.449</td>
<td>$43.46 - $47.62</td>
<td>77%</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

1. *Note: include different transactions in Brazil with transaction values over US$100 million announcement since January 1, 2016. "%" indicates publicly available source.
2. *Other key assets: Petrobras, Shell, and QP have several transactions of wholly or majority-owned interests across BM-2.0 and Camorra assets.
4. *Santos' acquisition of 35% interest in BM-8 from Shell. Shell was agreed to divest 8% to an 11% interest from QP in BM-8 (22.1% and 8.3%); Shell will also divest 3% interest in BM-8 to Petrobras.
5. *Shell acquired 35% interest in BM-8 from Petrobras. Shell also acquired 30% interest from QP in BM-8 (35% and 70%); Shell will also divest 3% interest in BM-8 to Petrobras.
6. *Santos' acquisition of 35% interest in BM-8 from Shell. Shell was agreed to divest 8% to an 11% interest from QP in BM-8 (22.1% and 8.3%); Shell will also divest 3% interest in BM-8 to Petrobras.
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Total deal value: U.S.$37 B, Brent price range U.S.$54-111
22 deals, 73% deep water, 8 pre-salt, 1 onshore

Ulysses Petroleum Management
The Petrobras Sales Process

**Petrobras Divestment Process**

- **Public Release of Teaser**: Sign NDA and Compliance Certificate, Receive VDR access with limited data package, Submit non-binding offer, No proof of financing required.
- **Non-Binding Offer Submission**: PBR Selects various companies to progress to Binding Phase, Based primarily on NBO price, Visit Physical Data Room, Present Binding Offer, Highly confident financing guarantee letter required, Must submit comments to SPA with Binding Offer.
- **Binding Offer Submission**: PBR Selects one Company to conduct exclusive negotiations, Operator and PBR review SPA comments and attempt to reach agreement, Offer price cannot be adjusted during negotiations, 2-3 other operators informed to stay "on-hold".
- **Exclusive Negotiations**: 4-6 months
- **Approval Final SPA**: If PBR determines that "material changes" were made to SPA negotiated and "final" SPA is offered to remaining 2-3 operators to provide a re-bid binding offer

**Re-Bid?**

Source: Pindorama Energy
Sale & Purchase Agreement

Petrobras Divestment Process

- Re-bid "Process" has confused the industry and led to hesitation to enter Petrobras processes
- Currently proposed SPA must be altered due to unacceptable terms for financing or operational handover
- The re-bid process can be managed and Binding Offer must be made with premise that SPA will be altered as requested
- Once exclusive negotiations concluded, SPA cannot be altered in re-Bid
- If operator is successful in Re-Bid, process progresses to Signing of SPA

Signing of SPA 3-5 months

Approval of ANP to Transfer

Total process to asset handover 12-18 months

Source: Pindorama Energy
Pre-salt acquisitions so far
Note: Signature Bonuses fixed, Profit Oil is Bidding element

• Round 1: Single ‘offer’
  • U.S.$ 15 B Signature Bonus
    • Libra (Pbr/Shell/Total/CNPC/CNOOC)
• Round 2: 3 from 4 offered
  • U.S.$ 3.3 B Signature Bonus total:
    • Sul de Gato do Mato (Shell/Total)
    • Entorno do Sapinhoa (Pbr/Shell/Repsol)
    • Norte de Cacara (Equinor/Petrogal/ExM)
• Round 3: 3 from 4 offered
  • U.S. $2.85 B Signature Bonus total:
    • Peroba (Pbr/CNOOC/BP);
    • Alto do Cabo Frio Oeste (Shell/CNOOC/QPI) &
    • Alto do Cabo Frio Central (Pbr/BP)
Franco (Buzios) and Libra Structures
Base Salt Mapping (source: ANP)
Norte de Carcara (Source: ANP)

Estimated In Place Volumes:
~2.2 billion bbl
(outside the contracted area)
Peroba & Pau Brasil (Source: ANP)

Peroba and Pau Brasil

Peroba e Pau Brasil are prominent four way closure structures

**Peroba**
It is just south of Lula Field

**Peroba**
Estimated unrisked in place volume
5.3 billion barrels of oil

**Pau Brasil**
Estimated unrisked in place volume
4.1 billion barrels of oil
Pre-salt acquisitions so far
Note: Signature Bonuses fixed, Profit Oil is Bidding element

• Round 4: 3 from 4 offered
  • U.S.$3.15 B Signature Bonus
    • Tres Marias (Pb/Chv/Shell)
    • Uirapuru (Pbr/Statoil/Petrogal/ExM)
    • Dois Irmaos (Pbr/Statoil/BP)

• Round 5: 4 from 4 offered
  • U.S.$ 6.82 B Signature Bonus
    • Saturno (Shell/Chv)
    • Tita (ExM/QPI)
    • Pau Brasil (BP/Ecp/CNOOC)
    • Sudoeste de Tartaruga Verde (Pbr)
Transfer of Rights or Surplus Bid Round & 6th PSC Round

‘Transfer Blocks’
Signature Bonus U.S.$ B
Buzios 17
Sepia 5.5
Atapu 3.5
Itapu 0.44
Total ~ 27 B USD

6th Pre-Salt Round Blocks
Aram
Sudoeste de Sagitario
Cruzeiro do Sul
Bumerangue
Norte de Brava

Acordo de Individualização da Produção (AIP)
= Unitization & Unit Operating Agreement requirement
Brazil’s Pre-Salt play: political/fiscal switch-back

- 2005-6 Campos pre-salt & Santos (Tupi) discoveries
- 2007-9 Petrobras lobbying, 41 pre-salt blocks withdrawn from Round 9, IOCs exit
- Petroleum Law changes, creation of Petrosal & PSCs, plus ‘Cessao Oneroso’
- 2nd & 3rd Pre-Salt Rounds - 28 October 2017
  - Local content reduced, Petrobras no longer Operator & 30% minimum participant
  - “Ordem e progresso” ou vai para praia?
Bidding & body language...

Jogadores
Paulo Brito
1986