PROCUREMENT POLICY AND CRITICAL EQUIPMENT SUPPLY

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Relationship Affairs Manager

May, 2012
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.**
BUSINESS MODEL
Operating as an integrated energy company, dominant in Brazil

Exploration & Production
• Focus on production in deep and ultra-deep waters;
• Licensed blocks guarantee access to reserves;
• New exploratory frontier, adjacent to existing operations.

Downstream
• Dominant position in a growing market;
• Balance and integration between production, refining and demand.

Gas and Power
• Gas infrastructure developed for gas processing and transportation;
• Complete flexibility to process domestic and imported gas.

Biofuels
• High productivity in Brazilian ethanol;
• Wide agricultural land;
• Large consumer market, with fleet and distribution in place.
PETROBRAS – Last Decade

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (US$ billion)</th>
<th>Production (million boe/d)</th>
<th>Reserves (SPE) (billion boe)</th>
<th>Market Value (US$ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>35.5</td>
<td>2.7</td>
<td>10.4</td>
<td>26</td>
</tr>
<tr>
<td>2010</td>
<td>151</td>
<td>1.6</td>
<td>16.0</td>
<td>237</td>
</tr>
</tbody>
</table>

Market Value (US$ billion) increased from 26 billion in 2000 to 237 billion in 2010, an increase of 9x.
BRAZILIAN LEADERSHIP IN RECENT DISCOVERIES

Deep-water discoveries in Brazil represent 1/3 of the worldwide discoveries in the last 5 years

- In the last 5 years, more than 50% of the new discoveries (worldwide) were in deep waters
- The development of these reserves will demand additional capacity from the supply chain
- Expansion of the oil and gas supply chain in Brazil shall be aligned to this perspective

Petrobras expects to double its proved reserves until 2020.

Source: PFC Energy
2010-14 Business Plan
US$224 billion

2011-15 Business Plan
US$224.7 billion

**2011-2015 INVESTMENTS**
Long term investments, greater focus on E&P

- **5% of investments will be overseas, 87% of which in E&P**

- HSEE (US$ 4.2 bi), IT (US$ 2.7 bi), Technology (US$ 4.6 bi), Logistics (US$ 17.4 bi), Maintenance & Infrastructure (US$ 20.6 bi)

(*) US$22.8 billion in Exploration
• Over US$ 4 billion annual investments in exploration

• Investments of US$ 12.4 billion in transfer of rights areas (2011-2015)

• In the B.P. 2010-2014, the forecasted investment for the Pre-Salt was of US$33 billion

Note: Pre-salt includes Basins in Santos, Campos and Espírito Santo
Petrobras plans to double the production in the next decade

- Pre-salt and Transfer of Rights will represent 69% of the additional capacity until 2020

- Pre-Salt share of the total production will increase from the current 2% to 18% until 2015 and 40.5% until 2020
Construction of new refineries to meet the demands of the local market

- **COMPERJ** (1st phase) 165,000 bpd (2013)
- **Abreu e Lima Refinery (RNE)** 230,000 bpd (2012)
- **COMPERJ** (2nd phase) 165,000 bpd (2018)
- **PREMIUM I** (1st phase) 300,000 bpd (2016)
- **PREMIUM II** 300,000 bpd (2017)
- **PREMIUM I** (2nd phase) 300,000 bpd (2019)

**Oil and NGL Production – Brazil**

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2015</th>
<th>2020</th>
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<tbody>
<tr>
<td>1971</td>
<td>1,791</td>
<td>1,933</td>
<td>2,004</td>
<td>2,147</td>
<td>2,205</td>
</tr>
<tr>
<td>2009</td>
<td>1,791</td>
<td>1,933</td>
<td>2,004</td>
<td>2,147</td>
<td>2,205</td>
</tr>
<tr>
<td>2010</td>
<td>1,798</td>
<td>1,798</td>
<td>2,100</td>
<td>2,208</td>
<td>2,208</td>
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<tr>
<td>2011</td>
<td>1,811</td>
<td>1,811</td>
<td>2,205</td>
<td>2,205</td>
<td>2,205</td>
</tr>
<tr>
<td>2015</td>
<td>2,205</td>
<td>2,205</td>
<td>2,205</td>
<td>2,205</td>
<td>2,205</td>
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<tr>
<td>2020</td>
<td>3,327</td>
<td>3,327</td>
<td>3,327</td>
<td>3,327</td>
<td>3,327</td>
</tr>
</tbody>
</table>

**Total crude oil processed – Brazil**

- **Oil Products Market (2 scenarios)**
### NEW VESSELS AND EQUIPMENTS
Resources required for production growth

#### Critical Resources

<table>
<thead>
<tr>
<th>Critical Resources</th>
<th>Current Situation (Dec/11)</th>
<th>Delivery Plan (to be contracted)</th>
<th>Accumulated Value</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>By 2013</td>
<td>By 2015</td>
</tr>
<tr>
<td>Drilling Rigs Water Depth Above 2.000 m</td>
<td>20</td>
<td>35</td>
<td>33 (^{(1)})</td>
</tr>
<tr>
<td>Supply and Special Vessel</td>
<td>289</td>
<td>423</td>
<td>479</td>
</tr>
<tr>
<td>Production Platforms SS e FPSO</td>
<td>48</td>
<td>56</td>
<td>63</td>
</tr>
<tr>
<td>Others (Jacket and TLWP)</td>
<td>77</td>
<td>78</td>
<td>78</td>
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</tbody>
</table>

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#### DRILLING RIGS CONTRACTED

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Up to 1,000 meters</td>
<td>6</td>
<td>11</td>
<td>11</td>
<td>8</td>
<td></td>
<td>+1</td>
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<tr>
<td>1,000 to 2,000 meters</td>
<td>19</td>
<td>19</td>
<td>19</td>
<td>26</td>
<td>+15</td>
<td>+1</td>
</tr>
<tr>
<td>Over 2,000 meters</td>
<td>2</td>
<td>3</td>
<td>13</td>
<td>20</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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(1) Two rigs reallocated from international operations, expire in 2015, so it is not considered in the 2020 accumulated value.
(2) The demand for long-term will be adjusted as new demand assessments are made.
DEEPWATER LEADERSHIP
Developing technology and know-how in Brazilian waters

Deepwater Production
2010 Gross Global Operated¹

Offshore Production Facilities

Source: PFC Energy
Note: (1) These 15 operators account for 98% of global deepwater production in 2010. Minimum water depth is 1,000 feet (about 300 meters)
BRAZILIAN BASINS
Offshore Brazil is a wide area to be explored
GROWING PRODUCTION

8.2% p.a. in the last 30 years

1980
1990
2000
2010

Deep water
Shallow water
Onshore

Deep and ultra-deep water
Pre-salt

Thousand bpd

Onshore
Shallow water
Deep water
Deep and ultra-deep water
Pre-salt
MAIN PROJECTS
Large projects supporting production growth

- **Lula Pilot** FPSO BW Cidade Angra dos Reis 100,000 bpd
- **Cachalote and Baleia Franca** FPSO Capixaba 100,000 bpd
- **Uruguá** FPSO Cidade de Santos 35,000 bpd
- **Jubarte** FPSO P-57 180,000 bpd
- **Mexilhão** Jaqueta NG
- **Uruguá** FPSO Cidade de Santos NG
- **Marlim (South)** module 3 SS P-56 100,000 bpd
- **Sapinhoá Pilot 2** FPSO Cidade de São Paulo 120,000 bpd
- **Baleia Azul** FPSO Cidade de Anchieta 100,000 bpd (FPSO Espadarte reallocation)
- **Tiro/Sidon** FPSO Cidade de Itajaí 80,000 bpd
- **Juruá NG**
- **Lula NE** FPSO Cidade de Paraty 120,000 bpd
- **Whale’s Park** FPSO P-58 180,000 bpd
- **Sapinhoá (North)** FPSO 150,000 bpd
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd
- **EWTs Lula NE** FPSO BW Cidade São Vicente
- **EWT Carioca NE** FPSO Dynamic Producer
- **EWT Lula (Iracema area)**
- **EWT Sapinhoá (North)**
- **EWT Franco**
- **1 EWT Pre-salt**
- **2 EWTs Pre-salt**
- **3 EWTs Pre-salt**
- **4 EWTs Pre-salt**

**EWTs**
- **EWTs Lula NE** FPSO BW Cidade São Vicente
- **EWTs Carioca NE** FPSO Dynamic Producer
- **EWT Guará** FPSO Dynamic Producer

**NG Projects**
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd

**Pre-Salt and Transfer of Rights Projects**
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd

**Post-Salt Projects**
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd

**EWTs**
- **EWTs Lula NE** FPSO BW Cidade São Vicente
- **EWTs Carioca NE** FPSO Dynamic Producer
- **EWT Guará** FPSO Dynamic Producer

**Cernambi (South)** FPSO 150,000 bpd
- **Lula NE** FPSO Cidade de Paraty 120,000 bpd
- **Whale’s Park** FPSO P-58 180,000 bpd
- **Sapinhoá (North)** FPSO 150,000 bpd
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd
- **EWT Carioca NE** FPSO Dynamic Producer
- **EWT Lula (Iracema area)**
- **EWT Sapinhoá (North)**
- **EWT Franco**
- **1 EWT Pre-salt**
- **2 EWTs Pre-salt**
- **3 EWTs Pre-salt**
- **4 EWTs Pre-salt**

**Maromba** FPSO 100,000 bpd
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd
- **EWT Carioca NE** FPSO Dynamic Producer
- **EWT Lula (Iracema area)**
- **EWT Sapinhoá (North)**
- **EWT Franco**
- **1 EWT Pre-salt**
- **2 EWTs Pre-salt**
- **3 EWTs Pre-salt**
- **4 EWTs Pre-salt**

**BMS-9 or 11**
- **Franco 1 Transfer of Rights** FPSO 150,000 bpd
- **Tiro Pilot SS-11** Atlantic Zephir 30,000 bpd
- **EWT Guará** FPSO Dynamic Producer 30,000 bpd
- **EWT Carioca NE** FPSO Dynamic Producer
- **EWT Lula (Iracema area)**
- **EWT Sapinhoá (North)**
- **EWT Franco**
- **1 EWT Pre-salt**
- **2 EWTs Pre-salt**
- **3 EWTs Pre-salt**
- **4 EWTs Pre-salt**

**EWTs**
- **EWTs Lula NE** FPSO BW Cidade São Vicente
- **EWTs Carioca NE** FPSO Dynamic Producer
- **EWT Guará** FPSO Dynamic Producer
WHAT IS PRE-SALT?

Located in a remote area, up to 300 km offshore

Water depths that can exceed 2,000 meters

Post-Salt Layer
Focus up to 2006

Pre-Salt Layer
New Exploratory Border

Corcovado Hill

Total depth from 5,000 to 7,000 meters

Salt layer more than 2,000 meters thick.

Large Oil Carbonatic Reservoirs

Corcovado Hill

2000m
3000m
Área total da província .......... 149,000 Km²
Área total concedida .......... 45,815 Km² (30,6%)
Área não concedida .......... 103,385 Km² (69,40%)
Área concedida, c/ parte PETROBRAS .......... 39,615 Km² (26,8%)
FUTURE PROSPECTIVE
Petrobras Innovation Background
THREE MAJOR PHASES

Production, Refining Capacity and Reserves

- Production (thousand boe/d)
- Refining Capacity (thousand bpd)
- Reserves (billions of boe)

Production, Refining Capacity and Reserves

- Production (thousand boe/d)
- Refining Capacity (thousand bpd)
- Reserves (billions of boe)
1953 – Petrobras Foundation
1963 – Foundation of Petrobras R&D unit
1973 – Opening of CENPES facilities

Main drivers

• Refining technologies
• Technological capacity building
• Human resources development
THREE MAJOR PHASES

Production and Reserves

- Production (thousand boe/d)
- Reserves (billions of boe)

THREE MAJOR PHASES

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Several offshore discoveries
- 1974 - Garoupa
- 1984 - Albacora
- 1985 - Marlim
- 1996 - Roncador

Main driver
Deepwater production technologies

P-18 at Marlim Field, Campos Basin
PROCAP 1000

Wet XT Layaway Connection - 1986
(Albacora)

Subsea Completion Records

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CAMPOS BASIN

PROCAP 2000

First Steel Catenary Riser in a SS – 1998 (Marlim)

First Polyester Mooring Full Anchoring System – 1997 (Marlim)

First Wet ESP Completion – 1998 (Carapeba)

Subsea Completion Records

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**CAMPOS BASIN**

**PROCAP 3000**

First Pendular Manifold Installation – 2006 (Roncador)

Torpedo Piles Installation – 2005 (Albacora Leste)

**Subsea Completion Records**

VASPS Operation, Gas-Liquid Subsea Separation (Marimbá)

First Free Standing Hybrid Riser (Roncador)
The size of the circles indicate the magnitude of the estimated reserves.
PETROBRAS R&D INVESTMENTS

**Estimated**

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>46%</td>
</tr>
<tr>
<td>2002</td>
<td>4%</td>
</tr>
<tr>
<td>2003</td>
<td>22%</td>
</tr>
<tr>
<td>2004</td>
<td>11%</td>
</tr>
<tr>
<td>2005</td>
<td>5%</td>
</tr>
<tr>
<td>2006</td>
<td>22%</td>
</tr>
<tr>
<td>2007</td>
<td>11%</td>
</tr>
<tr>
<td>2008</td>
<td>11%</td>
</tr>
<tr>
<td>2009</td>
<td>22%</td>
</tr>
<tr>
<td>2010</td>
<td>5%</td>
</tr>
</tbody>
</table>

* 2001-03 average US$ 160 millions
* 2008-10 average US$ 872 millions
* 2008-2010: US$ 2.6 billions

**Segmented R&D Investments 2008 – 2010**

- Production: 46%
- Exploration: 11%
- Environment: 11%
- Downstream: 22%
- Biofuels: 4%
- Gas & Power: 5%
- Other R&D activities: 1%

Total 2008-2010: US$ 2.6 billions

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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
PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

Reservoir
- Reservoir characterization
- EOR
- Rock fluid interaction
PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

Subsea
- Flexible risers for water depth of 2,200m (7,218 ft)
- Flow assurance
- Scaling control
PRE-SALT - SOME TECHNOLOGICAL CHALLENGES

Floating Production Units

• Mooring in 2,200m water depths
• Interaction with the riser’s system
• CO$_2$ processing
Future Scenario

New Generation of Process Equipment

Subsea Processing

Unmanned Underwater Vehicle

Nanomaterials

Nanoparticles

Laser Drilling

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NEW GENERATION TECHNOLOGY DEVELOPED IN BRAZIL WITH KEY PARTNERS

Suppliers

Brazilian Universities and Research Institutions

International Institutions

Oil Companies

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LOCAL CONTENT - SUPPLY POLICY
Petrobras recognizes opportunities to improve cost effectiveness and quality standards in the local supplying market for the present and future projects;

Local suppliers usually provide faster and friendlier After Sales in comparison with foreign companies;

Petrobras focuses on competitiveness and sustainability in the supply market (either in Brazil or abroad);

The Petrobras Local Content policy is connected with - and contributes to – Petrobras’ Social Responsibility Policy.
Prominp – Mobilization Program for National Oil and Gas Industry, coordinated by the Ministry of Mines and Energy, established by the Federal Government through Decree No. 4925 of December 19, 2003, it has the objective to maximize the participation of national industry of goods and services, on a competitive and sustainable basis.

PETROBRAS LOCAL CONTENT POLICY

The projects and contracts for Petrobras must withstand the challenges of the Strategic Plan and maximize Local Content in competitive and sustainable basis, accelerating the development of the markets where it operates and guided by the ethics and continued innovation.
LOCAL CONTENT REQUIREMENTS

E&P
Minimum Local Content requirement at contracts for O&G Exploration and Field Development

REFINERIES
Minimum Local Content requirement according Petrobras Local Content Policy

G&E
Minimum Local Content requirement according Petrobras Local Content Policy

Minimum Local Content requirement for financing concession (BNDES)
Global minimum local content (deep water)

<table>
<thead>
<tr>
<th>Round</th>
<th>LC Exploration</th>
<th>LC Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Round 7</td>
<td>37%</td>
<td>55%</td>
</tr>
<tr>
<td>Round 8</td>
<td>37%</td>
<td>55%</td>
</tr>
<tr>
<td>Round 9</td>
<td>37%</td>
<td>65%</td>
</tr>
<tr>
<td>Round 10</td>
<td>37%</td>
<td>65%</td>
</tr>
</tbody>
</table>

Global minimum local content and for specific items

Local Content used as bid evaluation criteria

Certifier (Resolution ANP)

Rounds 7, 9 and 10

Min LC required for System, Subsystem and Item (Example)

<table>
<thead>
<tr>
<th>System</th>
<th>LC System</th>
<th>SS</th>
<th>LC Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>Development</td>
<td>55%</td>
<td>65%</td>
<td>UEP</td>
</tr>
<tr>
<td>Basic Engineering</td>
<td>50%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Detailed Engineering</td>
<td>95%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hulls</td>
<td>80%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Naval systems</td>
<td>50%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and CA</td>
<td>60%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Item X

Is it possible to buy in Brazil?

- YES
- NO

National demand is enough to justify adding capacity? (incremental or new plant)

- YES
- NO

Item components, individually, can improve local content?

- YES
- NO

Use local industry

Develop Component Supplier

Import

Local Content – Downstream projects – Global Average

Source: ONIP
Local Content Formula

\[
% \text{ LC} = \left(1 - \frac{\text{Imported Portion}}{\text{System Total Price without tax}}\right) \times 100
\]
‘Brazilian companies’ means companies that have manufacturing processes and after-sales services in Brazil, thus creating jobs and collecting taxes in the country.
CRITICAL GOODS AND SERVICES
<table>
<thead>
<tr>
<th>Year</th>
<th>Project/Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>REFLUX - HDT Nafta de Coque</td>
</tr>
<tr>
<td>2001</td>
<td>REFLUX - HDT Diesel F-I</td>
</tr>
<tr>
<td>2002</td>
<td>REFLUX - HDS de Gasolina</td>
</tr>
<tr>
<td>2003</td>
<td>REFLUX - HDS de Gasolina</td>
</tr>
<tr>
<td>2004</td>
<td>REFLUX - HDS de Gasolina</td>
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<td>2015</td>
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<tr>
<td>2016</td>
<td>REFLUX - HDS de Gasolina</td>
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<tr>
<td>2017</td>
<td>REFLUX - HDS de Gasolina</td>
</tr>
</tbody>
</table>

**Notes:**
- **Bus Pl 2004 - 2008**
- **Bus Pl 2005 - 2009**
- **Bus Pl 2006 - 2010**
- **Bus Pl 2007- 2011**
- **Bus Pl 2008 - 2012**
- **Bus Pl 2009 - 2013**
- **Bus Pl 2010 - 2014**
- **Bus Pl 2011 - 2015**
## DEMANDS SCENARIOS

<table>
<thead>
<tr>
<th>Technological Basis</th>
<th>Sectors</th>
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<tbody>
<tr>
<td>Metalurgical</td>
<td>Mills</td>
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<tr>
<td>Technology</td>
<td>Pipelines</td>
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<tr>
<td></td>
<td>Flanges and Connections</td>
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<td>Boiler Works</td>
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<td>Subsea Equipment</td>
</tr>
<tr>
<td></td>
<td>Subsea - Umbilicals and Flexible Pipes</td>
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<tr>
<td>Transforming Industry</td>
<td>Mechanical Technology</td>
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<td>Pumps</td>
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<td>Cranes</td>
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<td>Valves</td>
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<tr>
<td></td>
<td>Generators and Electrical Motors</td>
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<tr>
<td></td>
<td>Substations and Transformers</td>
</tr>
<tr>
<td></td>
<td>Electrical Distribution Panels</td>
</tr>
<tr>
<td></td>
<td>Instrumentation and measurement</td>
</tr>
<tr>
<td></td>
<td>Automation</td>
</tr>
<tr>
<td></td>
<td>Telecommunication</td>
</tr>
<tr>
<td>Electronic Technology</td>
<td>Marine parts</td>
</tr>
<tr>
<td></td>
<td>Construction Services</td>
</tr>
<tr>
<td></td>
<td>Engineering Services</td>
</tr>
</tbody>
</table>

*Source: UFRJ – Competitiveness Study, 2010.*
INDUSTRIAL SECTORS PERFORMANCE ANALYSIS

Sectors
1. Telecommunication
2. Substation and transformers
3. Generators and Motors
4. Electrical Distribution Panels
5. Automation
6. Pipelines
7. Mills
8. Steam Turbines
9. Winches
10. Valves
11. Flanges and Connections
12. Boilers Works
13. Subsea – Equipment
14. Subsea – Umbilical and Flexible Pipes
15. Pumps
16. Alternative Compressors
17. Engines
18. Cranes (Onshore)
19. Engineering Services
20. Construction and Assembly
21. Instrumentation and Measurement
22. Gas Turbines
23. Centrifugal Compressors
24. Electrical Motors (large size)

Legend
Degree of dependence of O&G

Low
Medium
High
## EQUIPMENT AND MATERIALS REQUIRED FOR 2012-2017

(** This list does not exhaust all the equipment and materials required for 2012-2017 period.)

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pumps</strong></td>
<td>un</td>
<td>899</td>
<td>1.737</td>
<td>942</td>
<td>381</td>
<td>96</td>
<td>331</td>
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<td><strong>Compressors</strong></td>
<td>un</td>
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<td>54</td>
<td>51</td>
<td>23</td>
<td>40</td>
<td>45</td>
<td>387</td>
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<tr>
<td><strong>Cranes</strong></td>
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<td>23</td>
<td>25</td>
<td>24</td>
<td>8</td>
<td>7</td>
<td>6</td>
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<tr>
<td><strong>Structure Steel (Ships Hull)</strong></td>
<td>t</td>
<td>205.100</td>
<td>45.600</td>
<td>31.750</td>
<td>29.600</td>
<td>70.900</td>
<td>70.900</td>
<td>453.850</td>
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<td>140.000</td>
<td>364.000</td>
<td>224.000</td>
<td>112.000</td>
<td>140.000</td>
<td>112.000</td>
<td>1.092.000</td>
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<td><strong>Structure Steel (Rigs Hull)</strong></td>
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<td>0</td>
<td>120.000</td>
<td>120.000</td>
<td>120.000</td>
<td>120.000</td>
<td>80.000</td>
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<td><strong>Flares</strong></td>
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<td>12</td>
<td>8</td>
<td>6</td>
<td>4</td>
<td>5</td>
<td>46</td>
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<tr>
<td><strong>Power Generators (13,8 kV)</strong></td>
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<td>32</td>
<td>189</td>
<td>14</td>
<td>20</td>
<td>27</td>
<td>17</td>
<td>299</td>
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<tr>
<td><strong>Power Generators (0,48 kV)</strong></td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>158</td>
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<td><strong>Tanks</strong></td>
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<td>253</td>
<td>180</td>
<td>68</td>
<td>55</td>
<td>39</td>
<td>89</td>
<td>684</td>
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<td><strong>Processing Towers</strong></td>
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<td>101</td>
<td>119</td>
<td>53</td>
<td>0</td>
<td>5</td>
<td>17</td>
<td>295</td>
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<tr>
<td><strong>Reactors</strong></td>
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<td>71</td>
<td>0</td>
<td>0</td>
<td>4</td>
<td>0</td>
<td>189</td>
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<td><strong>Wet Christmas Trees</strong></td>
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<td>136</td>
<td>158</td>
<td>191</td>
<td>217</td>
<td>203</td>
<td>229</td>
<td>1.135</td>
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<tr>
<td><strong>Offshore Wellheads</strong></td>
<td>un</td>
<td>215</td>
<td>204</td>
<td>220</td>
<td>225</td>
<td>207</td>
<td>235</td>
<td>1.307</td>
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<tr>
<td><strong>Dry Christmas Trees</strong></td>
<td>un</td>
<td>457</td>
<td>522</td>
<td>436</td>
<td>324</td>
<td>189</td>
<td>120</td>
<td>2.047</td>
</tr>
<tr>
<td><strong>Onshore Wellheads</strong></td>
<td>un</td>
<td>458</td>
<td>522</td>
<td>436</td>
<td>324</td>
<td>189</td>
<td>120</td>
<td>2.049</td>
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<tr>
<td><strong>Manifolds</strong></td>
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<td>18</td>
<td>23</td>
<td>15</td>
<td>12</td>
<td>21</td>
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<td><strong>Umbilicals</strong></td>
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<td>714</td>
<td>887</td>
<td>1.295</td>
<td>1.485</td>
<td>1.593</td>
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<td>Equipment and Materials</td>
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<td>2012</td>
<td>2013</td>
<td>2014</td>
<td>2015</td>
<td>2016</td>
<td>2017</td>
<td>Total</td>
</tr>
<tr>
<td>-------------------------</td>
<td>------</td>
<td>--------</td>
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<td>--------</td>
<td>--------</td>
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<td>--------</td>
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<tr>
<td>Flexible pipes</td>
<td>km</td>
<td>743</td>
<td>616</td>
<td>713</td>
<td>957</td>
<td>1.471</td>
<td>1.478</td>
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<tr>
<td>Risers</td>
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<td>210</td>
<td>173</td>
<td>311</td>
<td>441</td>
<td>544</td>
<td>682</td>
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<td>38</td>
<td>18</td>
<td>12</td>
<td>16</td>
<td>26</td>
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<tr>
<td>Turbines (Steam)</td>
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<td>91</td>
<td>67</td>
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<td>0</td>
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<td>203</td>
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<td>Special alloys for tubing and casings</td>
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<td>2.470</td>
<td>3.293</td>
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<td>11.854</td>
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<td>Turbo generators</td>
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<td>8</td>
<td>12</td>
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<td>353</td>
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<td>Steam generators</td>
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<td>HCC reactors</td>
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<td>0</td>
<td>9</td>
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<tr>
<td>Special alloy boilers, reactors, towers, and pressure vessels</td>
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<td>64</td>
<td>79</td>
<td>67</td>
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<td>4</td>
<td>5</td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>9</td>
</tr>
</tbody>
</table>

(**) This list does not exhaust all the equipment and materials required for 2012-2017 period.
The Corporate Register is a database of Brazilian and foreign companies interested in participating in bidding for Petrobras.

These companies, Brazilians or foreigners, are eligible to provide to Petrobras high complexity services or equipment/goods, which are under permanent Petrobras interest.

The evaluation approval, as part of the registration process, ensures the incorporation of the company in the Petrobras Corporate Register, obtaining the CRCC – Certificate of Registration and Classification. Then, the company could be invited to participate of new biddings.
It is an “e-Procurement” portal, which provides tools for acquiring goods and services for Petrobras System companies and their suppliers. In its business platform are carried out several transactions ranging from requests for quotes and sending proposals to management of orders and contracting.

www.petronect.com.br
Suppliers Registration Objectives

- **Legal:**
  - comply with 2745 Decree and support Petrobras in the supplying relationships;

- **Commercial:**
  - provide confidence in the purchasing and contracting processes;

- **Development of the supplier market:**
  - stimulate quality improvements and development of the companies.
CRCC – Certificate of Registration and Classification

Mandatory Criteria

Service Providers

Goods Suppliers

Note: to render services in Brazilian territory the foreign company must have a local branch, subsidiary or a formal partnership with a Brazilian company.
Evaluation Criteria

**TECHNICAL**
- Facilities
- Equipment
- Materials
- Personnel
- Technology
- Technical Capacity

**ECONOMICAL**
- Credibility of Accounts
- Structure
- Solvency
- Profitability
- Economic-Financial Management

**LEGAL**
- Proof of being legally established
- Legal Representative

**HSE**
- ISO 14001/ OHSAS 18001 Certification (not mandatory)
- Environmental Policy
- Planning
- Establishment and Operation
- Checking and corrective action
- Critical Analysis
- HSE additional information
- HSE results

**MANAGERIAL**
- ISO 9001 Certification
- Quality Management System
- Liability
- Resource Management
- Product Manufacturing
- Measuring, Analysis and Improvements

* For service providers only
HOW TO REGISTER?

http://www.petronect.com.br
CONCLUSIONS
Petrobras has a robust projects portfolio, which is atypical in the current global economic situation.

In order to attend the Local Content requirements, Petrobras suppliers shall be installed in Brazil.

There are huge opportunities for previously installed suppliers and also for newcomers in the Brazilian market, as service and engineering companies, due to the scale provided by the portfolio of projects.

In order to carry out such portfolio, Petrobras is looking forward to establishing long term business relationships with all available companies that are willing to invest in Brazil.
Danke Sehr!
RONALDO MARTINS

ronaldomartins@petrobras.com.br