



Oil and Gas in Brazil Today

Bid Rounds and Petrobras Divestment Process

spg@mme.gov.br

Ministério de
Minas e Energia

Oil and Gas Sector in a Global Context



OILPRICE
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Nigeria Awards 2017 Crude Oil Term Contracts To 39 Companies

By Tsvetana Paraskova - Jan 04, 2017, 12:03 PM CST



State-held Nigerian National Petroleum Corporation (NNPC) has awarded the 2017/2018 crude oil term contracts to 38 companies to lift 32,000 bpd each and an NNPC unit to load 90,000 bpd, NNPC [said](#) on Tuesday.

FINANCIAL TIMES nyjFT

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Oil majors line up to bid for Mexican deepwater contracts

Auctions will test investment appetite in Mexico after Trump victory in US



Oil majors are expected to compete in a long-awaited auction for deepwater contracts in Mexico on Monday that marks a key opening of the country's energy sector.

ExxonMobil, BP, Royal Dutch-Shell and Chevron and China's CNOOC are set to be among bidders for blocks in the Gulf of Mexico that have been off-limits to private investment for nearly a decade.

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PLANO ESTRATÉGICO PLANO DE NEGÓCIOS E GESTÃO 2017- 2021

Setembro 2016



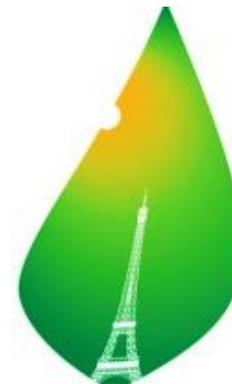
PETROBRAS

upstream
Oil & Gas Intelligence



Argentina gears up for offshore bid rounds

First event scheduled for next year with deep-water rounds in 2018 and 2019 in push to explore vast offshore play



PARIS2015
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Oil, Gas and Biofuels National Policies

Upstream

Midstream and Downstream



- E&P National Policy
- Onshore E&P Policy



- Transfer of Rights Renegotiation
 - Local Content Policy
- Tax Regime Renewal (Repetro)
 - 2017-2019 Bidding Rounds
 - Unitization Agreements
- Petrobras' Right of First Refusal (Pre-salt Operatorship)

National Policies Checklist



Officially Published in 2017

2017-2019 Bidding Rounds Calendar

- ❖ 4th Onshore Marginal Fields: Closed on May 11/2017
- ❖ 14th Round: Closed on Sep 27/2017
- ❖ 15th Round: Due to close on May/2018
- ❖ 16th Round: Due to close Q3/2019
- ❖ 2nd and 3rd Pre-salt PSC: Closed on Oct 27th/2017
- ❖ 4th Pre-salt PSC: Due to close on May/2018
- ❖ 5th Pre-salt PSC: Due to close Q3/2019

- ✓ Unitization Agreements
- ✓ Repetro Tax Regime Renewal
- ✓ Reference Price for Government Take
- ✓ Petrobras' Right of First Refusal (Pre-salt Ownership)
- ✓ Exploration Period Extension for 11th and 12th Concession Bidding Rounds
- ✓ PSC Government Share Oil and Gas Commercialization
- ✓ Local Content Policy
- ✓ E&P National Policy Review
- ✓ New Gas Policy
- ✓ Downstream Policy
- ✓ Biofuels Policy

National Policies Checklist



Upcoming Deliverables in 2017

- ❖ Onshore E&P Policy
- ❖ Transfer of Rights Renegotiation
- ❖ New Gas Act
- ❖ New Biofuels Act

Bid Rounds Schedule

2017

2018

2019

Concession Bidding Rounds:

14th

27 September

15th

May

16th

Q3

Production Sharing Bidding Rounds:

2nd and 3rd

27 October

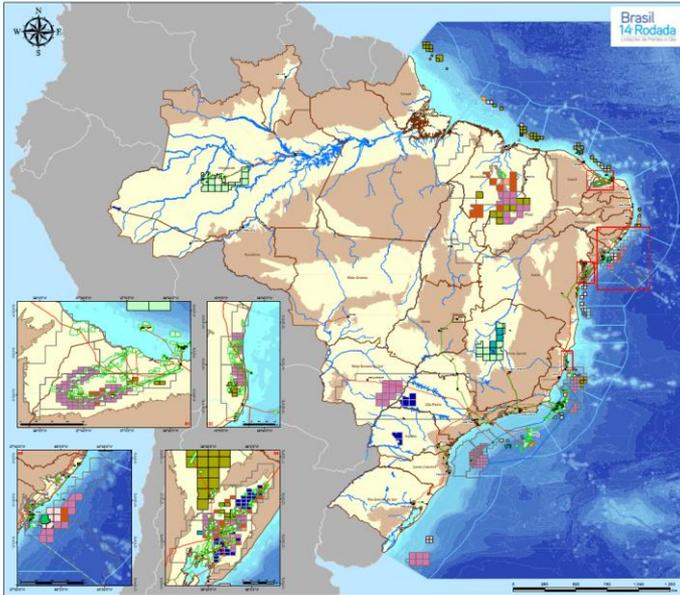
4th

May

5th

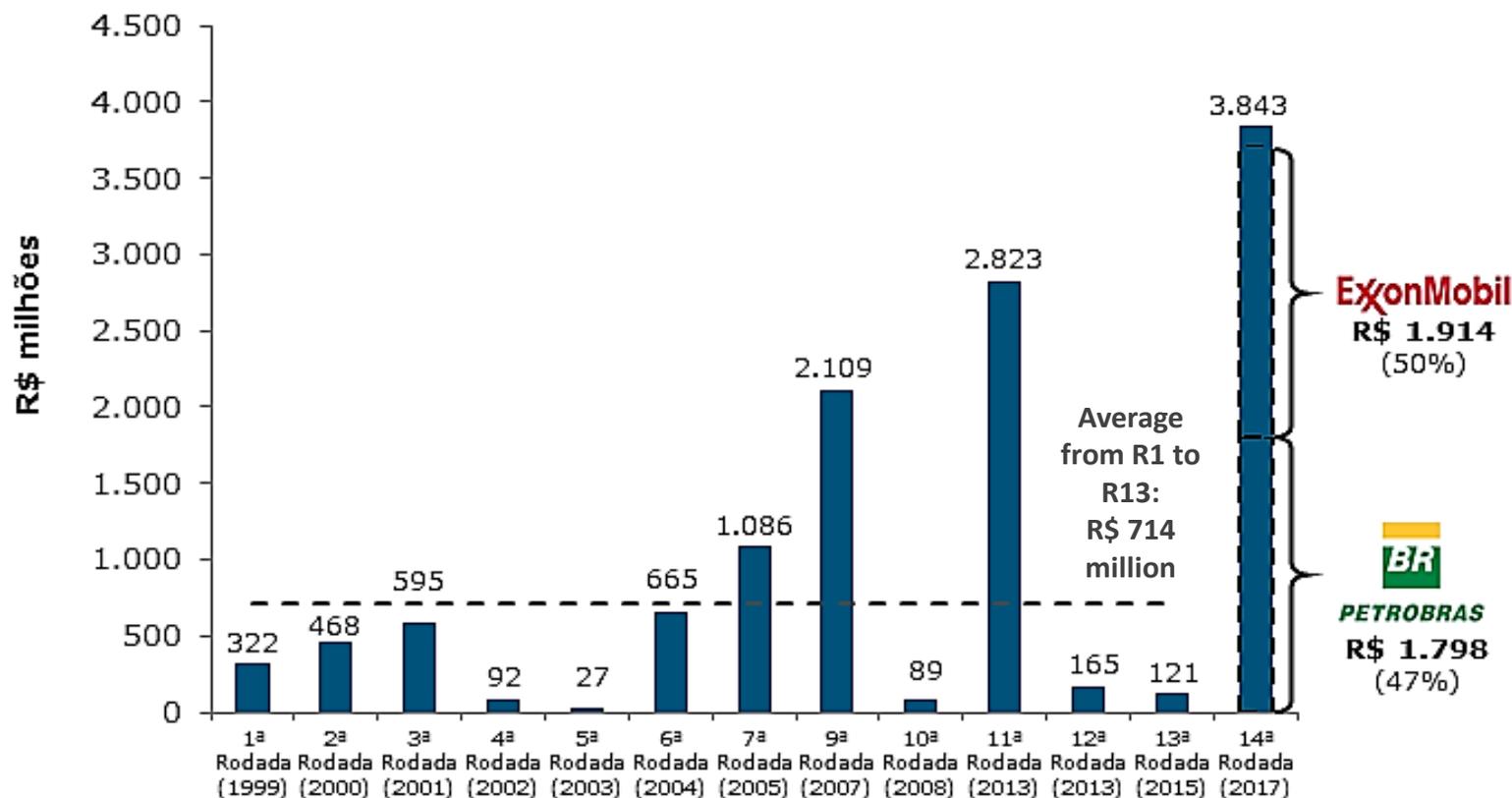
Q3

14th Concession Bid Round: 27 Sep 2017



- ✓ Took place on **27 September, 2017**
- ✓ **Largest signature bonus in history: R\$ 3.8 billion**
- ✓ **Largest signature bonus: R\$ 2,24 million** offered for block C-M-346 located at Campos Basin (50-50 Petrobras – operator, and ExxonMobil Brazil consortium)
- ✓ **Average goodwill: 1.6%**
- ✓ **Acquired blocks: 37**
- ✓ Projection for investments of the Minimum Exploratory Program: R\$ 845 million
- ✓ **Total acquired area: 25,000 sq m** by 17 companies from eight countries

Signature Bonuses

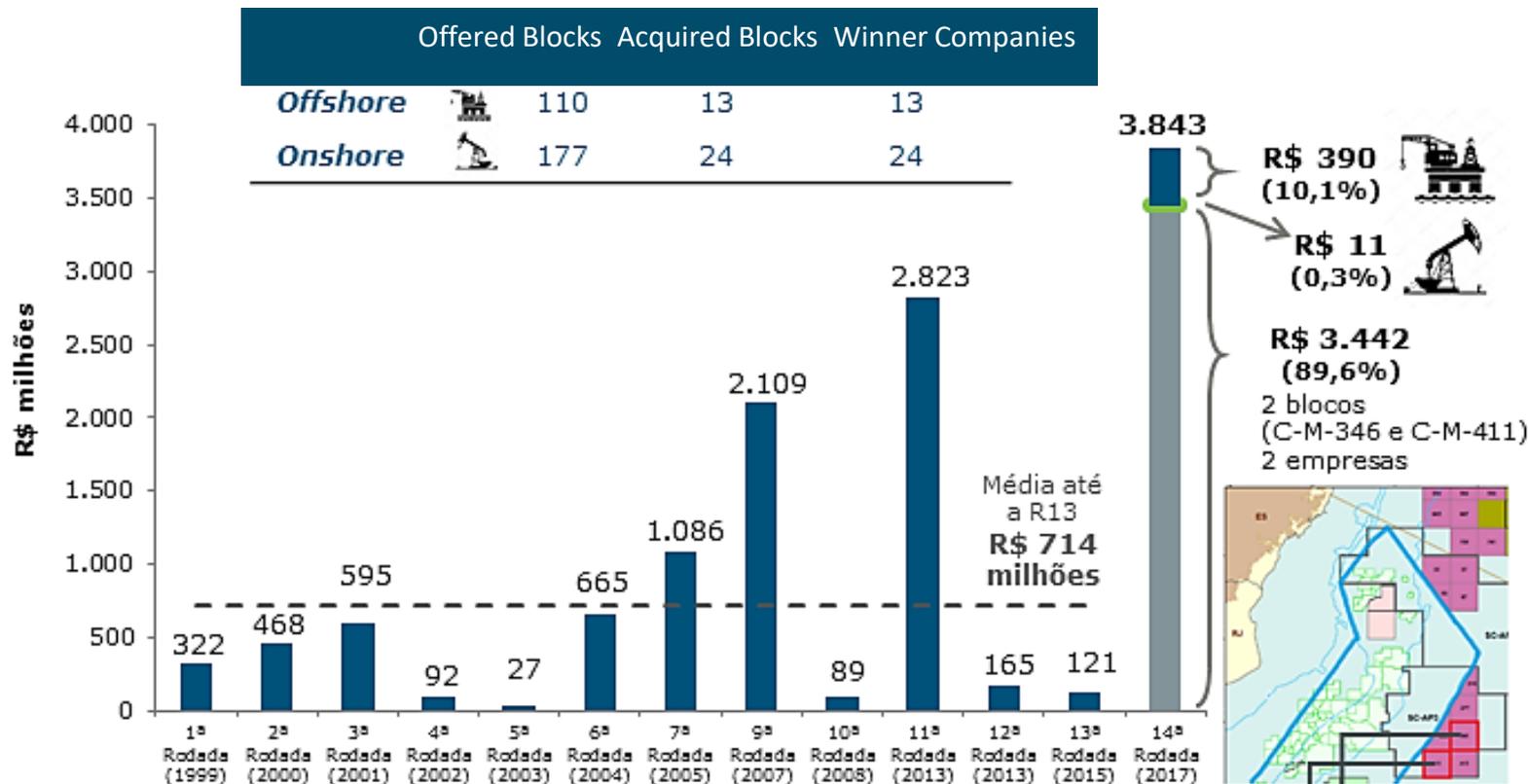


Obs: 8th Round was cancelled. Data retrieved from ANP website on September 2017.

Source: IBP Oil and Gas Sector Observatory



Signature Bonuses and Acquired Blocks by Geological Environment



Obs: 8th Round was cancelled

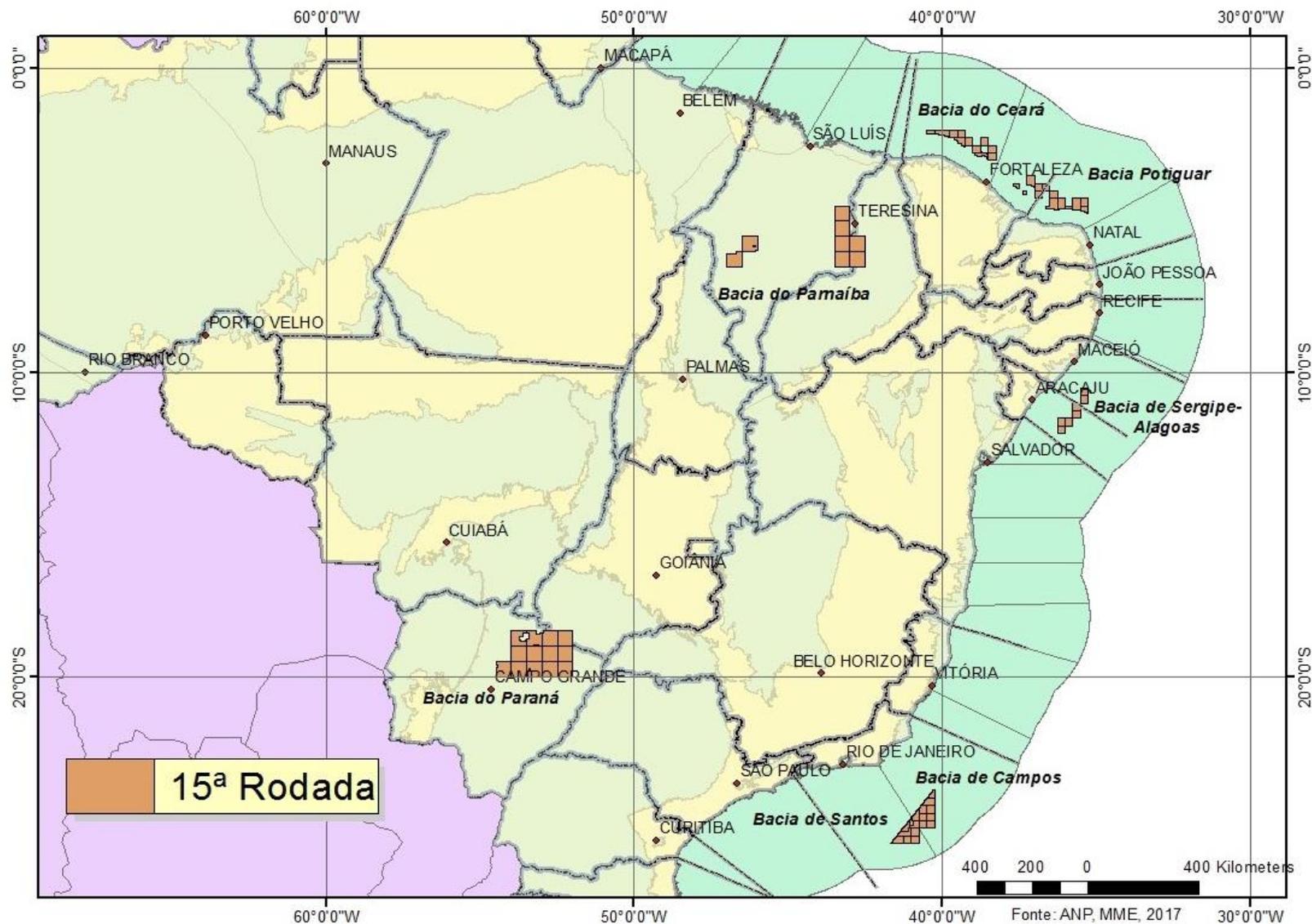
Source: IBP Oil and Gas Sector Observatory

Data retrieved from ANP website on September 2017

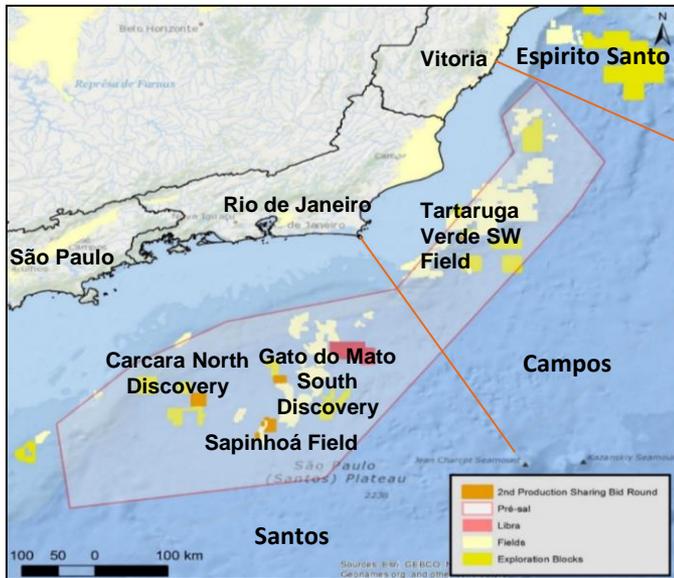
C-M-411
 C-M-346



15th Concession Bidding Round: May 2018



2nd PSC Bid Round: 27 Oct 2017



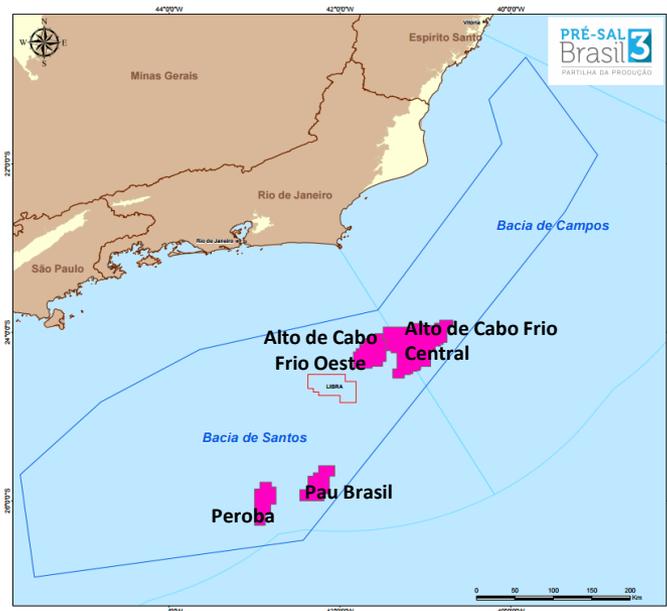
- ✓ **Four blocks offered** with unitizable deposits
- ✓ **Three blocks were acquired**
- ✓ **Signature bonus: R\$3.3 billion**
- ✓ **Total investments: R\$ 304 million**
- ✓ **Average goodwill of the profit oil: 261%**



Basin	Sector	Block	Winning company/consortium	Offered profit oil
Santos	SS-AUP2	Sul de Gato do Mato	Shell Brasil (80%*) and Total E&P do Brasil (20%)	11.53%
		Entorno de Sapinhoá	Petrobras (45%*), Shell Brasil (30%) and Repsol Sinopec (25%)	80%
		Norte de Carcará	Statoil Brasil O&G (40%*), Petrogal Brasil (20%) and ExxonMobil Brasil (40%)	67.12%

* Operator

3rd PSC Bidding Round: 27 Oct 2017

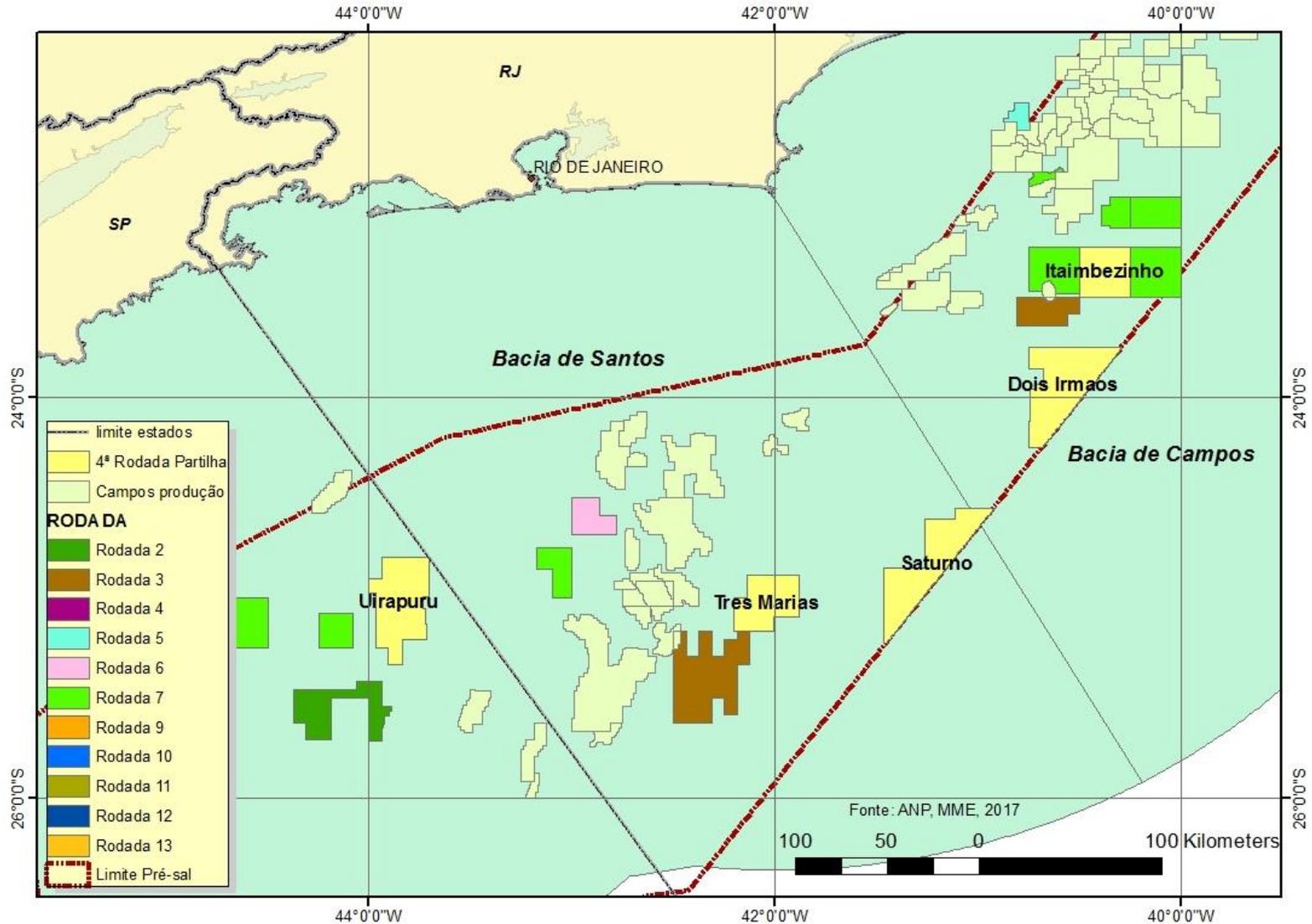


- ✓ **Four blocks** were offered with unitizable deposits
- ✓ **Three blocks** were acquired
- ✓ **Signature bonus:** R\$2.85 billion
- ✓ **Total investments:** R\$ 456 million
- ✓ **Average goodwill of the profit oil:** 236%

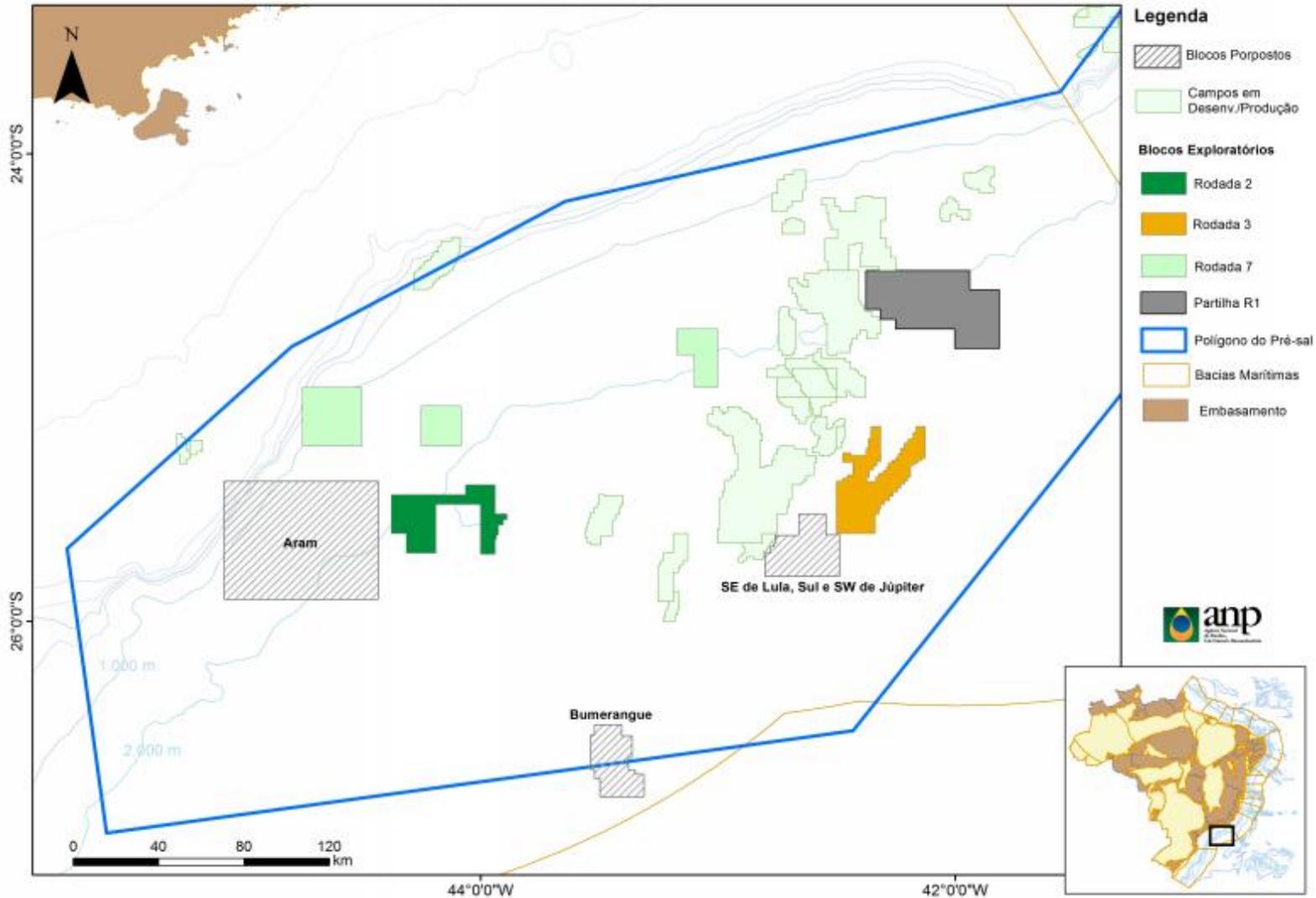


Basin	Sector	Blocks	Winning company/consortium	Offered profit oil
Santos	SS-AUP2	Peroba	Petrobras (40%*), CNODC Brasil (20%) and BP Energy (40%)	76.96%
	SS-AP1	Alto de Cabo Frio Oeste	Shell Brasil (55%*), CNOOC Petroleum (20%) and QPI Brasil (25%)	22.87%
Campos	SC-AP5	Alto de Cabo Frio Central	Petrobras (50%*) and BP Energy (50%)	75.8%

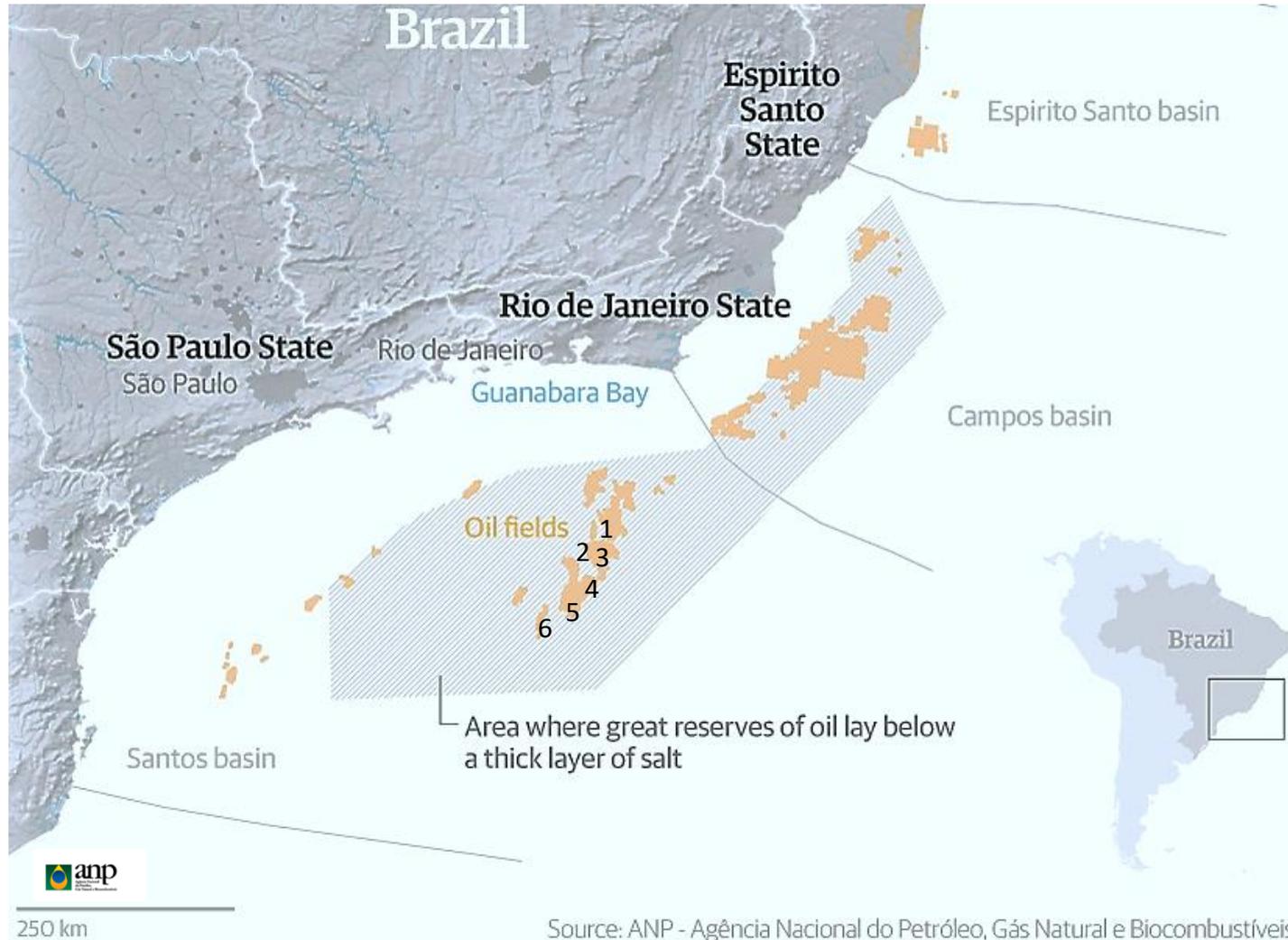
4th PSC Bid Round: May 2018



5th PSC Bidding Round: Q3 2019



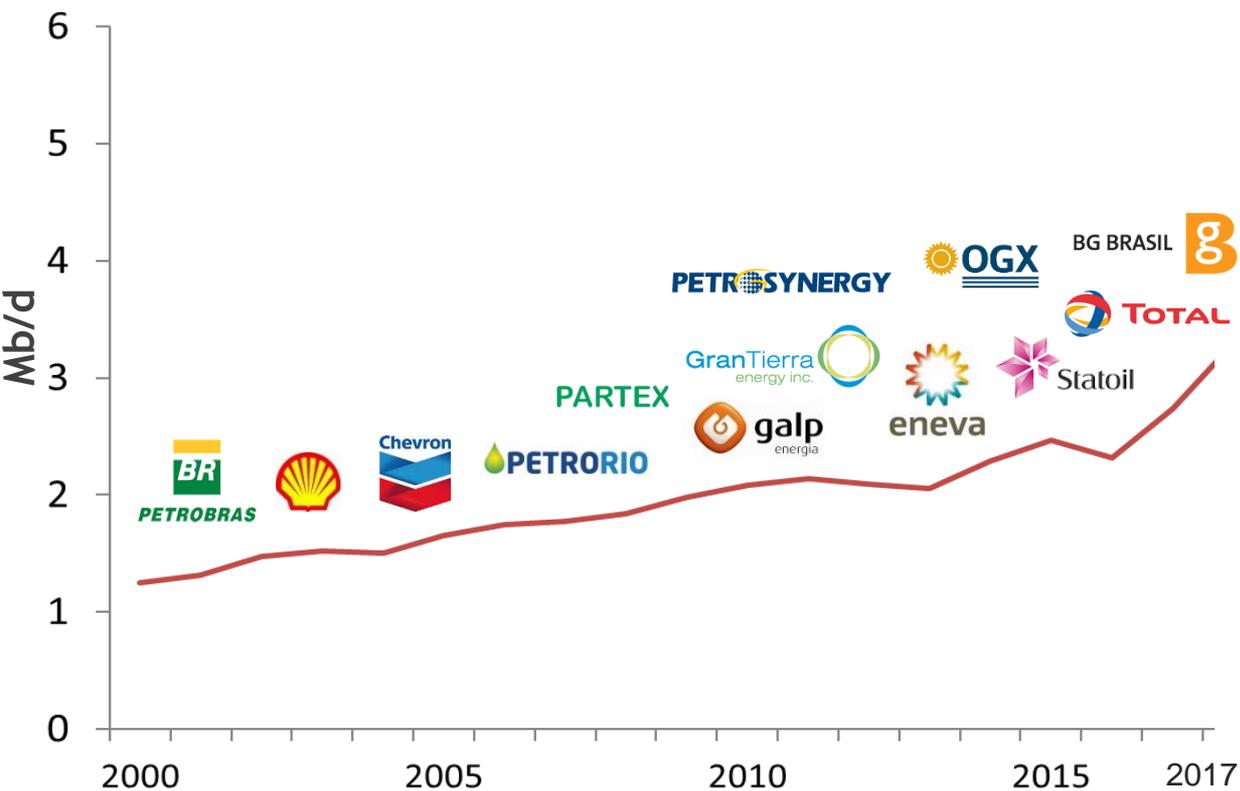
Transfer of Rights



1. Búzios
2. Itapu
3. Atapu, Berbigão and Sururu
4. Sépia
5. Sul de Lula
6. Sul de Sapinhoá

Companies Operating in Brazil

Producing Operators



Other Operators



Let's Develop Brazilian Oil and Gas Resources Together!

