

June/24

# Business Opportunity



Norwegian Shipping  
Companies

# Meeting Agenda

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INVESTMENT PLAN 2024-2028

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OFFSHORE VESSELS FLEET

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OPPORTUNITIES

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HOW TO DO BUSINESS WITH PETROBRAS

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We present certain data in this presentation, such as oil and gas resources and reserves, that are not prepared in accordance with the United States Securities and Exchange Commission (SEC) guidelines under Subpart 1200 to Regulation S-K, and are not disclosed in documents filed with the SEC, because such resources and reserves do not qualify as proved, probable or possible reserves under Rule 4-10(a) of Regulation S-X.

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# Investments of SP in the period 2024-2028

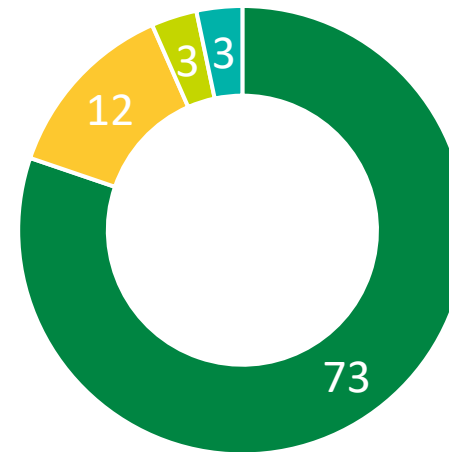
Petrobras Strategic Plan (SP) with 14 oil platforms;

Evaluation of 7 more platforms in fields already in production (post SP)

152 offshore support vessels;

Sustainable disposal of 23 platforms by 2028 and another 40 after that;

*Portfolio under implementation*



■ *Exploration & Production*

**73** *US\$ billions*

**Includes investments in the shipbuilding industry**

# Demand of 14 FPSOs for the period 2024-2028

\*Chartered units

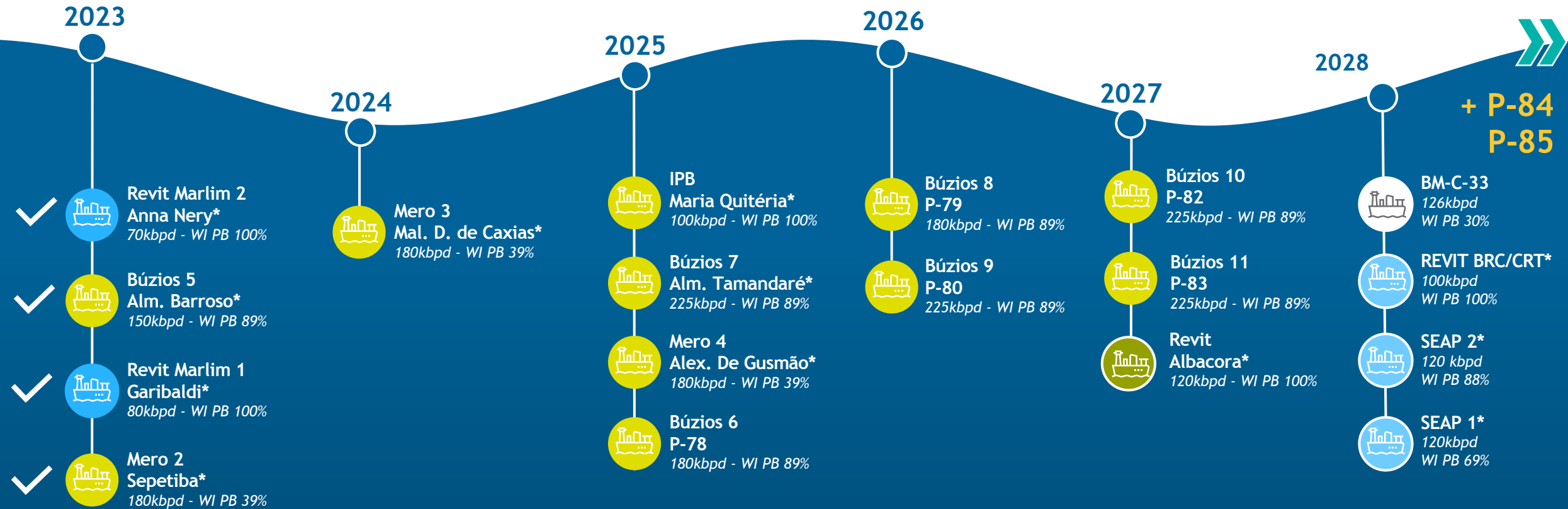
● Pre-salt implemented/under implementation

● Post-salt implemented

● Pre-salt under contract

● Post-salt under contract

○ Not operated



+ P-84  
P-85

7 more platforms under study to fields under operation, starting after 2028

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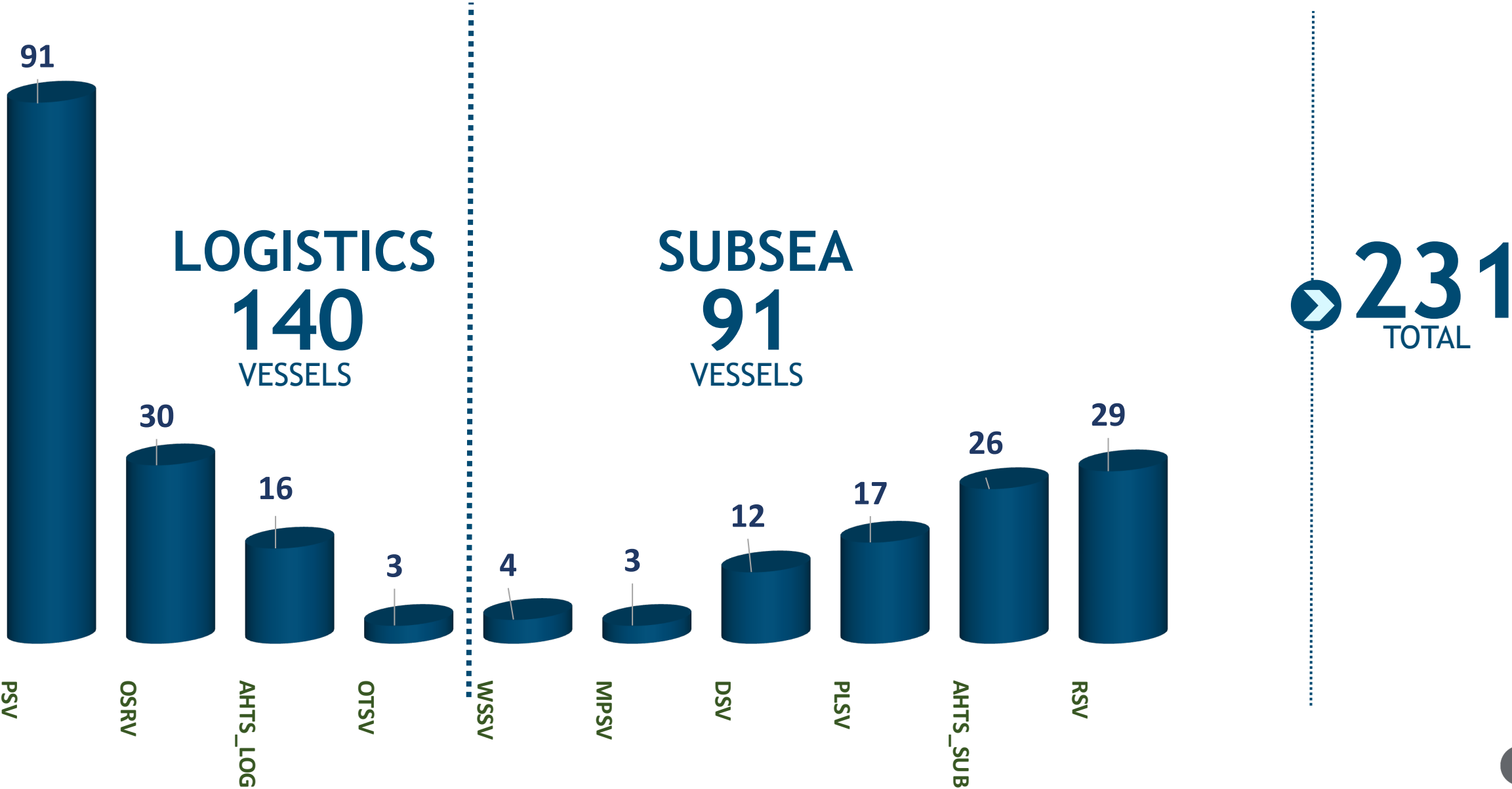
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# Fleet Profile - Upstream Logistics and Subsea



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# Opportunities For Suppliers - Long Term Opportunities



## PSV - PLATFORM SUPPLY VESSEL

Bidding in progress

Bidding Proposals Deadline: August 2



**12**  
VESSELS

**8 to 10 years contracts**

- The vessel must be registered under Brazilian Flag;
- New vessels;
- Maximum of 4 vessels per Bidder;
- 4 years of mobilization for the first 2 vessels and an additional 180 days for the third and fourth vessels;
- Bi-Fuel Engine, Hybrid Power Plant.



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[www.petronect.com.br](http://www.petronect.com.br)

# Opportunities For Suppliers - Long Term Opportunities



OSRV - OIL SPILL RECOVERY VESSEL  
RSV - ROV SUPPORT VESSEL

Upcoming Biddings

Bidding publication expectation: End of  
2024



**26**  
VESSELS

**8 to 10 years contracts**

- The vessel must be registered under Brazilian Flag;
- New vessels;
- Maximum of 4 vessels per Bidder;
- 4 months of mobilization for the first 2 vessels and an additional 180 days for the third and fourth vessels;
- Bi-Fuel Engine, Hybrid Power Plant.



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## PSV - PLATFORM SUPPLY VESSEL

Bidding in progress

Bidding Proposals Deadline: August 2



**12**  
VESSELS

**8 to 10 years contracts**

- 5 fluid segregations, including potable water, diesel oil, 3 NLS segregations;
- 330m<sup>3</sup> of dry bulk;
- 5000 dwt, DP-2, FIFI I;
- 8000 BHP total power;
- 3 bow thrusters;
- Vessel must start in 2024 or after;
- Hybrid Power Plant;
- Must plan for a possible conversion for bi-fuel diesel/ethanol in the far future;
- Base fuel may be MGO or MGO mixed with HVO;



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# Opportunities For Suppliers - Short Term Opportunities



## LOGISTICS 2025/26

PSV (Platform Supply Vessel)  
AHTS (Anchor Handling Tug Supply)  
OSRV (Oil Spill Response Vessel)

Up to 10 bidding processes

Until 1<sup>st</sup> semester of 2025

ROUGHLY  
**64**  
VESSELS



**4 years contracts**

- Existing vessels;
- Mobilization and demobilization payment for foreign-flagged vessels;
- Mobilization between 180 and 305 days;
- Judgment by lowest total cost: Charter + Fuel Consumption;
- Priority for Brazilian-flagged vessels as foreseen in Brazilian Law.



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# Technical Requirements - Existing PSVs

## AHTS (Anchor Handling Tug Supply)

- 150 tf bollard pull;
- FIFI II;
- Room for an additional 10 people on board;

ROUGHLY  
**64**  
VESSELS



**4 years contracts**

## PSV (Platform Supply Vessel)

- 5 fluid segregations, including potable water, diesel oil, 3 NLS\* segregations;
- 330m<sup>3</sup> of dry bulk;
- 4500 dwt;
- 6000 BHP total power;
- DP-2, FIFI I;
- Vessel maximum 20 years old;

\*NLS: Noxious Liquid Substance



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# Opportunities For Suppliers - Short Term Opportunities



## SUBSEA 2025/26

PLSV (Pipelayng Support Vessel)  
AHTS (Anchor Handling Tug Supply)  
RSV (ROV Support Vessel)  
RDSV (ROV Diving Support Vessel)  
MPSV (Multipurpose Support Vessel)

Up to 05 bidding processes

ROUGHLY  
**50**  
VESSELS



**4 years contracts**

- Existing vessels;
- Mobilization between 180 and 360 days;
- Judgment by lowest total cost: Charter + Fuel Consumption;
- Priority for Brazilian-flagged vessels as foreseen in Brazilian Law.

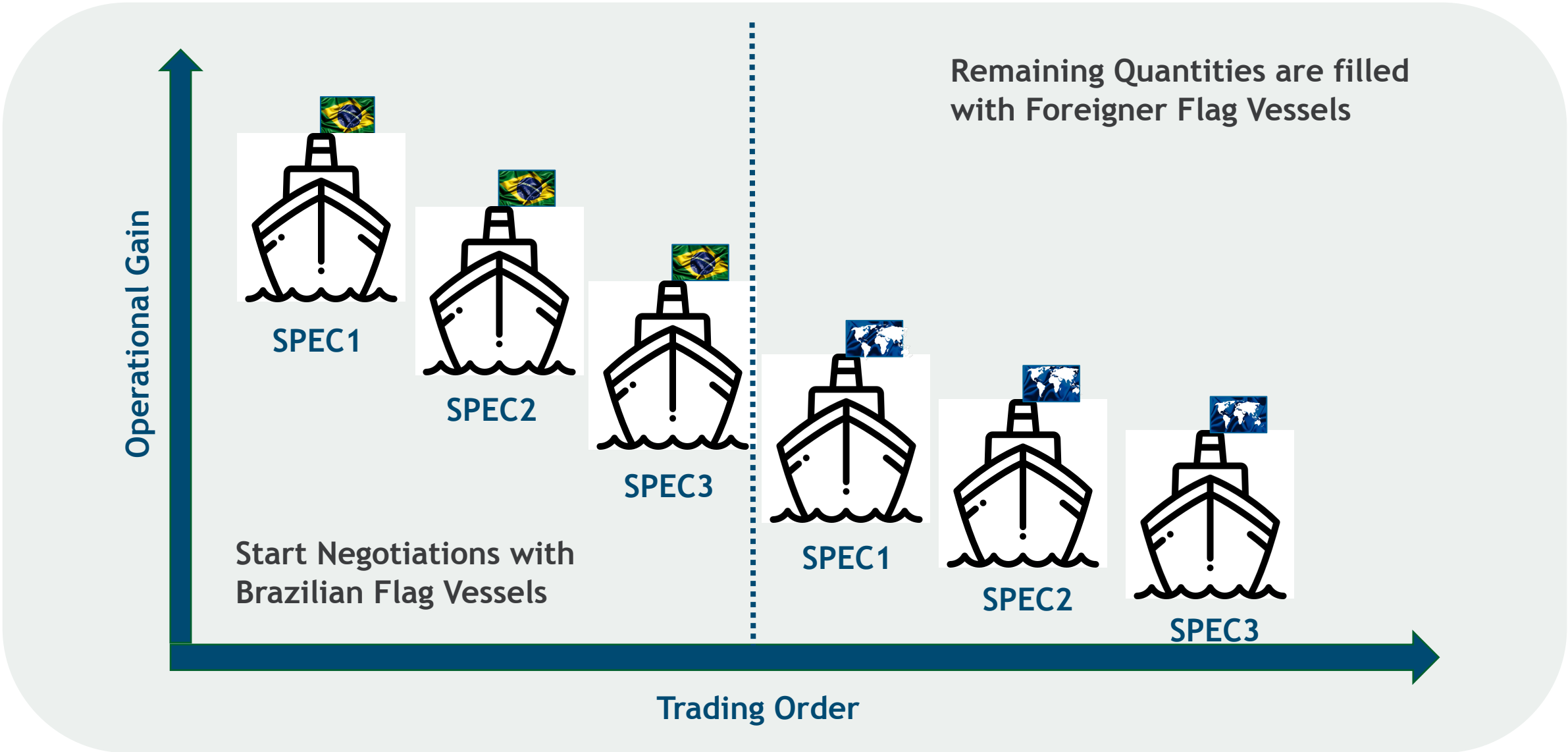


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# Prioritization of the Brazilian Flag Vessels in Petrobras BIDs for Existing Vessels



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# Petrobras Challenges and Trends



## DECARBONIZATION

### Efficiency Increase



- Replacement of Diesel Mechanical propelled vessels by Diesel Electrical fleet (Except AHTS)
- Alignment of incentives for lower consumption vessels

### Energy Sources



- Pilot experiment on renewable diesel (HVO)
- Incentives for vessels equipped with hybrid propulsion and/or GHG emissions reduction technologies

### Services



- Increase of autonomous inspection employment
- Wider use of IOGP Mode 3 Contracts both on CAPEX and OPEX demands

## OPERATIONS

### Diverless Ops



- 2,5 years without saturated diving
- Expansion of shallow waters diverless operations

### Robotics



- Broader use of AUV solutions
- Tests on remote piloting ROV operations and development on subsea robotics (AURI) / tests on unmanned vessels

### Fleet Specs



- Simultaneous operations of 2 ROV's in offshore construction vessels
- New techs for subsea systems decommissioning services

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ACCESS

[www.canalfornecedor.petrobras.com.br/en/](http://www.canalfornecedor.petrobras.com.br/en/)

2

STAY TUNED TO THE BID AND  
PRE-QUALIFICATION OPPORTUNITY  
PUBLICATIONS

3

PAY ATTENTION TO THE DETAIL IN  
THE OPPORTUNITIES NOTICES AND  
DON'T MISS PROPOSAL DELIVERY  
DATES

4

BE PREPARED FOR THE  
QUALIFICATION PROCESS  
OBTAIN YOUR CRC (REGISTRY  
CERTIFICATE) IN ADVANCE

PRE-QUALIFICATION  
PROCESS

ANTECIPATES THE TECHNICAL QUALIFICATION OF HIGHLY COMPLEX  
SERVICES AND EQUIPMENT BEFORE BIDDING PROCESS  
EX: CHARTERING OF MARITIME VESSELS

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You are on: PETROBRAS WEBSITE

Petrobras Website SUPPLIER SERVICE

A+ | A- | PT EN

Canal Fornecedor

Hiring Rules ▾

Supplier Registration ▾

The Operation of a Contract ▾

Esg, Innovation and Compliance ▾

Consumption in Contracts

Discover the Petrobras Supplier Training Portal



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# 13.303/16 LAW - WHAT IS IMPORTANT TO KNOW ?

1



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Since 2003, the Petrobras Group has saved, until now, the emission of 1.832,38 tons of CO2 by using Petronect.

Talk to Paola!

Português | Español



The Petronect

Registration at Petrobras

Purchasing and Contracting

Payments

Electronic Signature

Latest News

Help

SEARCH

LOGIN

## Petrobras Purchasing

Your search for biddings starts here:  
Use this option with the ideal keyword to do your



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with all information

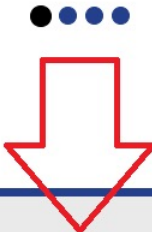
- About Purchasing and Contracting
- Opportunity Types
- Auctions
- Scheduling for the delivery
- Support Tools
- Public Bidding >**
- ODDM Auction >
- Prequalification >
- PEPI >
- Quality of Goods
- Pricing Model

- Open for Proposals**
- In analysis of proposals >
- Completed






through the new Petrobras system.  
Click here to learn more.



### PETROBRAS REGISTRATION

Make your registration and be a supplier right now!


[Access now>](#)



### PUBLIC BIDDINGS

View all the public biddings through 13.303/16 law.

[Access now>](#)



### PRICING MODEL

View the frequently asked questions and a folder with relevant questions about the process.

[Access now>](#)

Since 2003, the Petrobras Group has saved, until now, the emission of 1.832,38 tons of CO2 by using Petronect. Talk to Paola!  Português | Español



- The Petronect
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- Pricing Model

- Open for Proposals**
- Completed



**Dynamic Positioning Drilling Rig**  
(Chartering and operation)

**Well Intervention Vessel (WIV)**

**Helicopter** transport of people and cargo  
(Chartering and operation)

Chartering of maritime **support vessels**

Chartering of maritime **special vessels**

**Aircraft Chartering** (transport of people and cargo)

**Inspection** of subsea **rigid pipelines**  
with localized scanning tool

**Defoamer** for primary processing

**Maintenance** services for  
offshore production **platforms**.



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## THE IMPORTANCE OF SUPPLIER REGISTRATION

We evaluate, in advance, the supplier's economic and legal situation. It minimizes the supplier's risks of being disqualified, thus ensuring more agility in the hiring processes.

- Registration as a tool for qualification and pre-qualification
- Notifications of bids

# STAGES OF THE REGISTRATION PROCESS



**We issue the  
Registration Certificate (CRC)**

This certificate may be total, in case of approval of all criteria or partial, when at least one of the criteria is approved.

# EVALUATION CRITERIA - CHARTERING OF MARITIME VESSELS



## TECHNICAL

- Registration as Brazilian Navigation Company\*
- Check supply tradition
- Peotram Audit (HSE management system)



## LEGAL

- Proof of being legally constituted
- Authorization of operation issued by the Federal Government (service providers)
- Letter presenting Legal Representative



## ECONOMIC

Analysis of economic financial situation:

- Net Worth
- Liquidity
- Leverage



## INTEGRITY

- Integrity due diligence (GRI)



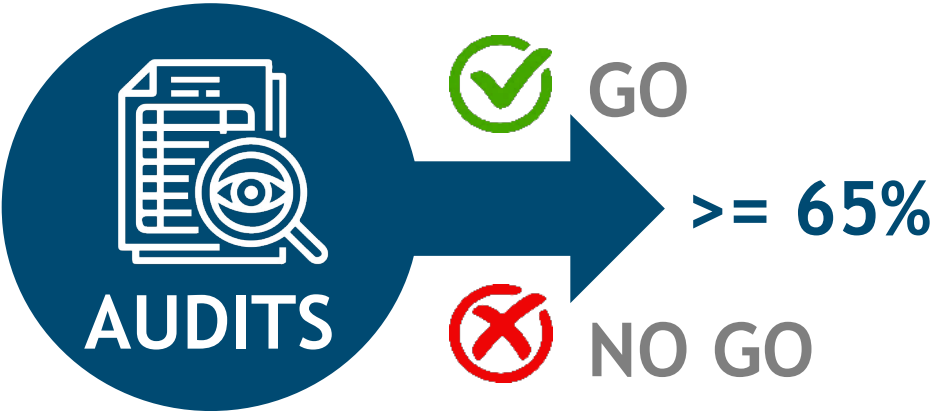
## SUPPLY SCOPE (LFO)

- Declaration of technical capacity.

*\*foreign companies can partner with Brazilian Navigation Companies to start operating in Brazil.*

- Leadership, management and responsibility
  - Legal Compliance
  - Risk Management
  - Operations
- Technical safety and energy efficiency
  - Vessel maintenance and reliability
    - Change management
  - Purchase of goods and services
  - Human resource management
- Information & communication management
  - Emergency preparation and response
- Analysis of accidents and incidents and treatment of non-conformities
- Continuous improvement process

## HSE management system audit





## VÍDEO-CALL

We offer video customer service to answer questions about Petrobras Supplier Registry

**Your Company can schedule the appointment using Petronect**

**([www.petronect.com.br](http://www.petronect.com.br))**



## TALK TO OUR SPECIALISTS

CAPITAL CITIES,  
METROPOLITAN REGIONS AND  
CELL PHONE CALLS:

**4020-9876**

\*Option 4

OTHER REGIONS:

**0800 282 8484**

\*Option 4

From Monday to Friday, from 8 am to 6 pm (Brasilia standard time)



## CONTACT US

If you are already a supplier, we recommend

**to register a request on the Petronect Portal** after login, in the Contact Us section



## SUPPLIER CHANNEL



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*Tusen Takk !*