

Rio Oil & Gas Fair 2020



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German-European Pavilion



AHK

Deutsch-Brasilianische
Industrie- und Handelskammer
Câmara de Comércio e Indústria
Brasil-Alemanha



Part 1

The Brazilian Oil and Gas Sector





The recovery of the sector is already reality

Brazil: 9th largest oil producer in the world and the biggest in Latin America, as well as **7th largest consumer of oil products in the world**

63% of the worldwide deepwater offshore oil-discoveries within the last 10 years were made in Brazil. It is expected that in the upcoming years Brazil will be the biggest offshore-market for investments of the E&P industry worldwide

Favorable market conditions:

- ▷ Petrobras' divestment plan
- ▷ Since 2016 opening of the market for foreign E&P-companies: start of new bidding rounds for the pre-salt-reservoirs, which since then took place on a yearly basis
- ▷ Petrobras' business and management plan (PNG 2019-2023) foresees an increase of investments in the E&P sector of 60%, which equals approx. US\$ 80 bn.

Campos and Santos basin near the coast of Rio de Janeiro: the biggest oil-reserves of Brazil, accounting for more than 80% of the national oil production - mature oil-fields as well as new pre-salt-reservoirs

Rio de Janeiro is the oil and gas center of Brazil: all E&P companies' headquarters as well as relevant authorities are located in Rio

In 2017: bidding rounds no.14 (for Concessions) as well as no. 2 and no. 3 (for Production Sharing Agreements), in 2018: bidding rounds no.15 (for Concessions) as well as no. 4 and no. 5 (for Production Sharing Agreements): **High competition and record results!**

- ▷ 72 blocks sold
- ▷ US \$ 7,26 billion signature bonus
- ▷ On average 505% bonus payment and 18 participating companies

ANP's "permanent offer" represents a total of 600 areas or blocks, which will be offered in the upcoming years through bidding rounds

Market opening: presence of international E&P companies such as **Shell, Equinor, ExxonMobil, Total, Chevron, BP, Repsol, GALP/Petrogal, Qatar Petroleum und Karoon**

German presence in the sector: Wintershall-Dea acquired in the 15th bidding round in March 2018 seven important blocks, underlining the return of foreign companies in the Brazilian E&P sector. Initial investments of about US\$ 10 million for seismic activities

[For more information about the E&P sector in Brazil click here](#)



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Potential of the E&P sector in Brazil in the upcoming years



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Bidding rounds calendar:

- ▶ In 2019: Round 6 (Production Sharing) and Round 16 (Concession) of ultra-deepwater and onshore blocks
- ▶ Rounds 7 and 8 (Production Sharing) and Rounds 17 and 18 (Concession), planned for 2020-21

Petrobras' divestment in mature fields liberates the market for new investors

According to the Brazilian Institute of Petroleum and Biofuels (IBP),

- ▶ The gas production in 2027 could reach a level of 217 million m³/d (actual in 2019: 113 million m³/d)
- ▶ The oil production in 2027 could reach a level of 5.4 million bbl/d (actual in 2019: 2,6 million bbl/d)

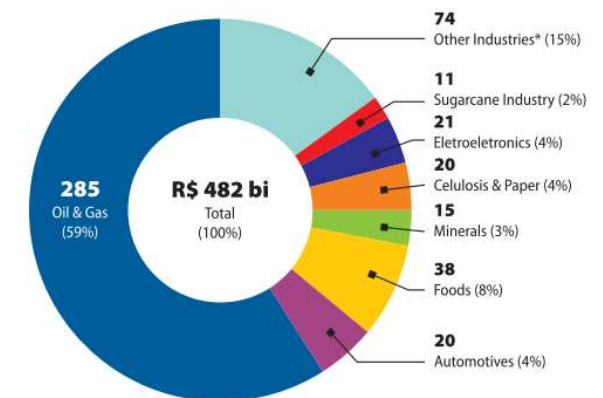
Together with the increase of the oil and gas production it is expected that an **expansion of the necessary infrastructure such as refineries and oil or gas pipeline systems** will occur

Oil and gas sector: one of the most promising sectors in the short- and long-term scenario for Brazil. According to BNDES (Brazil National Development Bank), **annual investments of approx. US\$ 18 billion** will be made between 2018 and 2021 (sector with highest investments).

Next ten years: projected investments of more than **US\$ 232 billion in the Brazilian E&P sector** and creation of 500 thousand new jobs

Brazil: 7th rank in attracting worldwide investments

Figure 3: Brazilian industry investment outlook



* Includes Beverages, Chemical Industry, Health Industry, Aerospace & Defense and Steel
Updated - november 2017

Source: Industry Observatory - IBP with data retrieved from ANP

[Für weitere Informationen zur Branche hier klicken](#)



Part 2

The fair Rio Oil & Gas





Rio Oil & Gas 2020

21 – 24 September – Rio de Janeiro



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20th Edition of the fair Rio Oil & Gas

- Rio de Janeiro – Oil & Gas Capital of South America – accommodates the Campos- and Santos-basin, the largest fields in Brasil, and the headquarters of all operating E&P companies
- Rio Oil & Gas : largest event in the E&P sector in Latin America** with the most important companies being present including operators, EPC professionals, integrators and suppliers
- The main projects for the revival of mature fields as well as business projection for the pre-salt will be discussed during the Rio Oil & Gas fair
- Meeting point for exhibitors / suppliers and highly qualified visitors
- Within the fair, a congress with more than 200 speeches to relevant topics of the E&P-industry will take place
- Surrounding of high technical expertise with international experts discussing new technologies and solutions, generating unique knowledge and networking opportunities
- The fair is organized by the world leaders in event management (Reed Exhibitions) and technical content by IBP (Brazilian Institute of Petroleum, Gas and Biofuels) and SPE (Society of Petroleum Engineers)
- Numbers of the last event (2018): 480 exhibitors, more than 42.000 visitors, 39.000m² exhibition area, at the congress: 5000 participants, 200 speeches





Sectors of Rio Oil & Gas 2020



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Participate in exclusive events in the context of Rio Oil & Gas

- Industrial instrumentation and automation
- Oil companies (E&P)
- Construction companies and engineering firms
- Drilling
- Engineering and infrastructure
- Manufacture of equipment and tools
- Oil geology
- Industrial maintenance
- Operators
- Petrochemicals, chemicals and refinery
- Services, consulting, institutions and associations
- QHSE
- Subsea
- Information technology
- Offshore and onshore transport, distribution and logistics

- ✓ **Business meetings**
- ✓ **Technical content areas:**
 - Maintenance and drilling
 - Offshore technology
 - Future of the Campos Basin
- ✓ **International oil and gas conference**



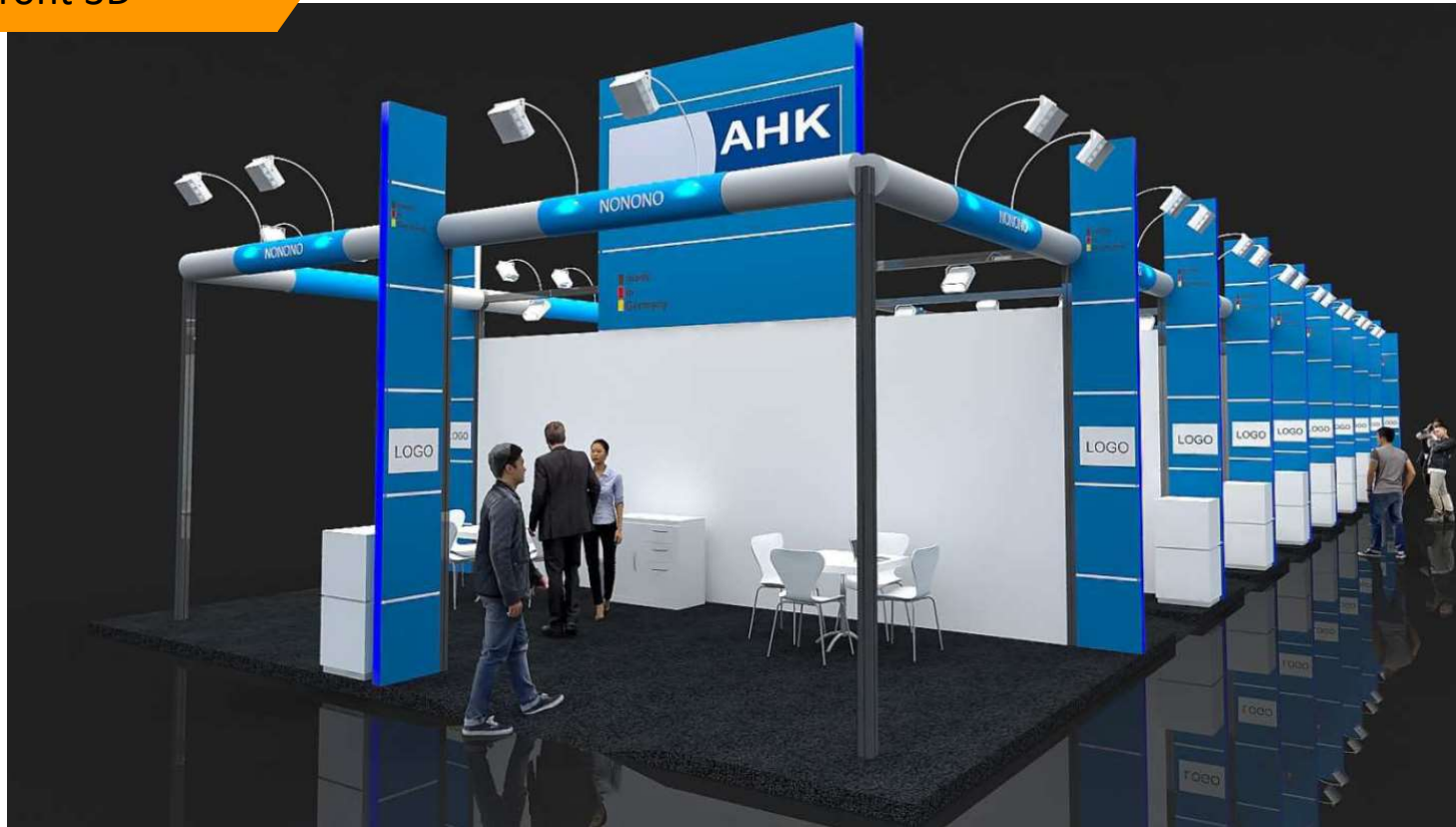
Part 3
The German-European Pavilion at the
Rio Oil & Gas 2020



Details of the stand



Front 3D

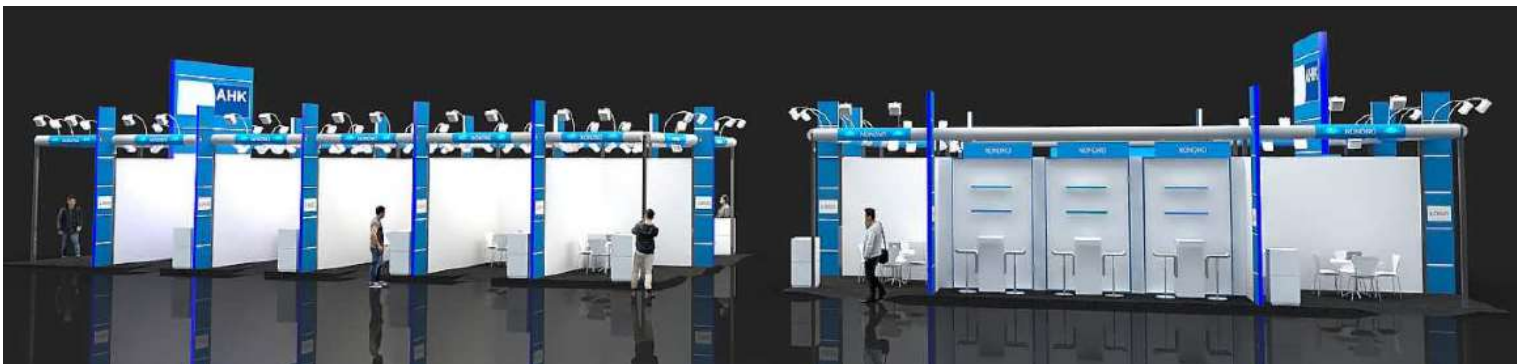


Details of the stand



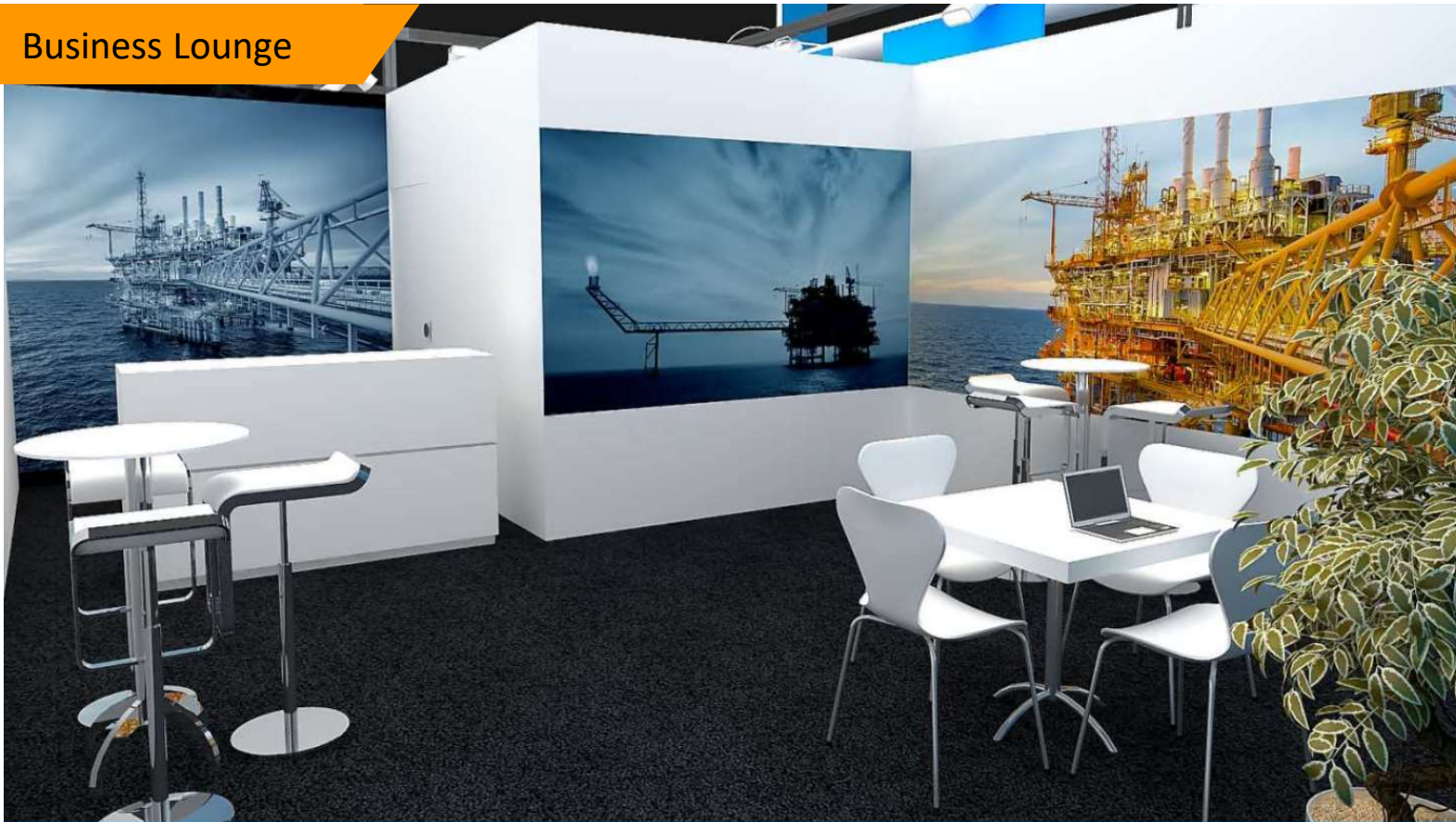
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Lateral 3D



Details of the stand

Business Lounge



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Reasons to Participate in the German Pavilion



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- ✓ **Rio Oil & Gas is the leading operational trade fair in its sector in South America, connecting the main buyers to suppliers of goods and services**
Rely on the support of the **all-in-one-package** provided by the AHK Rio to focus only on doing business: AHK will take care of the stand construction, the design, furniture, catering, cleaning and security services. Additional travel package offered (flights, accommodation, shuttle service, etc)
- ✓ **Joint project with the VDMA from Germany:** experienced local support before, during and after the fair
- ✓ **Unique opportunity:** Take part as an exhibitor in combination with a business trip, thus benefiting from the AHK network (arrangement and accompany of meetings with the main associations and companies of the sector, contacts to Petrobras, guided visits)
- ✓ Great opportunity for **doing business nationally and internationally** within an environment of the largest companies of the industry as well as main government authorities and regulatory agencies
- ✓ **Networking with business partners** of the entire production chain and **conducting business at the fair** – 40% of visitors are decision makers in the purchasing process
- ✓ The size and the importance of the fair guarantees the **presence of the supply and purchasing teams** of the main E&P companies
- ✓ **Optimized stand area** - 12m² own stand area (with possibilities to extend) and table tops
- ✓ Access to the comfortable **AHK Business Lounge** with buffet and drinks for meetings in a quiet and pleasant environment



Reasons to Participate in the German Pavilion



Characteristics of the stand

- ✓ exclusive design of the German stand, used at all oil and gas fairs worldwide – global identity and recognition
- ✓ Increased representation due to larger stand area – 274 m² total
- ✓ Enlargement of the business lounge to 32m²– holding of meetings with greater comfort and convenience, provision of the buffet during the entire fair including its opening
- ✓ Standardized stands entailing a greater homogeneity of the Pavillon
- ✓ Utilization of the best materials and finishes currently available (led lightning, MDF, aluminum footers etc)
- ✓ High recognition value of the Pavilion through the logo and contracting of merchandising at the fair
- ✓ Support of the AHK communication team in the promotion of the German Pavillon – Communication with the press, interviews, press kits and guided visits to the Pavillon
- ✓ Constructor accredited by the German government and with extensive experience to meet the high German quality standards



Location of the German Pavilion

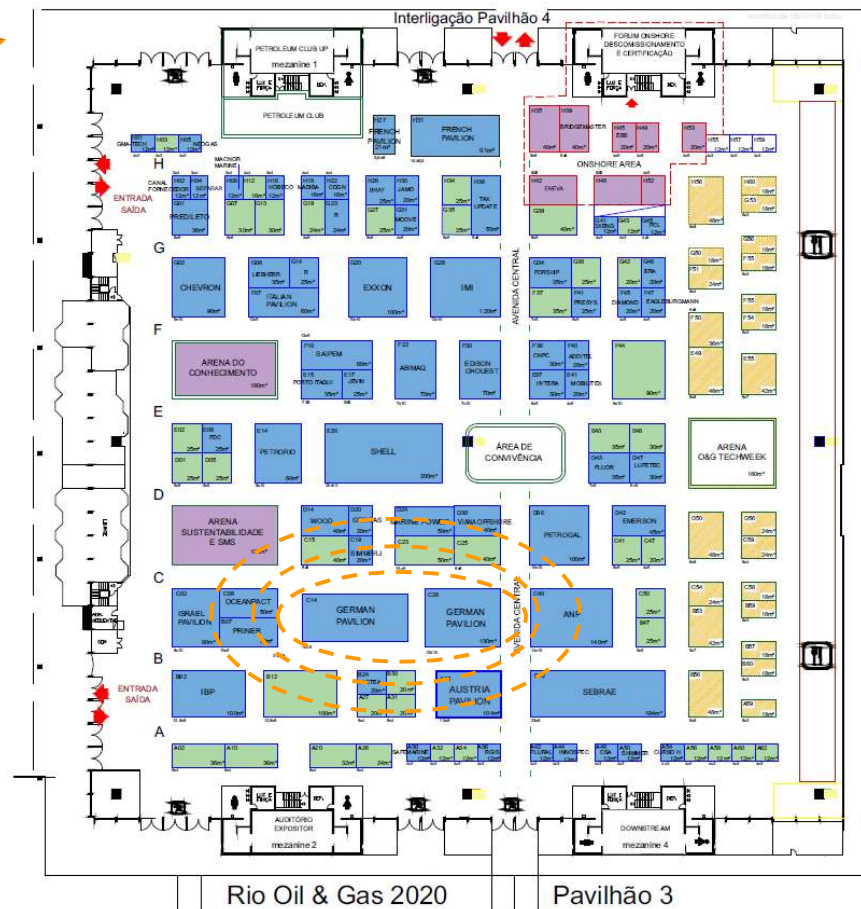
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Privileged location
Pavilhão/Hall 3 - Stand C14 / C28

- ✓ Stand in Isle-format – without other parties attached to our stand
 - ✓ Passage way to Pavilion 4, to the conference and the business meetings
 - ✓ Proximity to IBP and ANP
 - ✓ Proximity to big enterprises like Shell, Petrogal, Exxon, Chevron and Sebrae
-
- ✓ Option A/B – stands as of 12m²
 - ✓ Option C – Table Top



Photos of the stand

Rio Oil & Gas 2018



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Contact us for further information!



Loana Lima

Head of the Foreign Trade and Fair Department

Câmara de Comércio e Indústria Brasil-Alemanha do Rio de Janeiro



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