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PETROLEUM

YEAR I • 002 • MAY 2018

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INFORMING,
FORMING,
TRANSFORMING.

MEASURES TO ATTRACT FOREIGN INVESTMENTS

page 8

INTERVIEW

STRENGTHENING
OF THE GOODS AND
SERVICE SUPPLY CHAIN

page 4

MARKET

NEW
INVESTMENTS
ON THE RADAR

page 6

SUCCESS CASES

EXPERIENCES
OF SUBSEA 7 AND
SHELL BRASIL

page 12

BUSINESS

PETROBRAS
NEW RULES FOR
SUPPLIERS

page 14

DATA

O&G
MARKET IN
NUMBERS

page 16

BOLD ATTITUDES FOR THE BRAZILIAN OFFSHORE MARKET'S RECOVERY

Expectations are starting to come true. It is clear that the resumption of oil auctions was a prime achievement to turn the country's potential into opportunities. A favorable environment for investment is everyone's wish. And in recent months, we have advanced in improving the rules for conducting business in the oil industry in Brazil.

Competition for resources is global. Today, in addition to Brazil competing with the Gulf of Mexico and the African Coast, for example, there is also a serious dispute with alternative sources of energy being developed, such as solar, wind and hydrogen, among others, renewable or not.

In the spirit of sustainability, we need to be fast and protagonists in the development of the new cycle being experienced by the oil and gas market. Rio de Janeiro state is already a national leader and has all the elements to emerge as a reference for exploration models with similar characteristics.

Sistema FIRJAN, uniting the entire goods and services supply chain, has always been aimed at building a better environment for investors, employers and employees, taxpayers and consumers. Our commitment is to prioritize the best productive arrangement, with the inclusion and partnerships of the industries installed in the state and with the strengthening of the companies' global competitiveness.

Actions such as promoting a broad debate between industry and the various levels of government, holding business meetings between buyers and suppliers, and evaluating the issues that directly impact the sector are fundamental for us to capitalize on Brazil's and Rio de Janeiro's well-deserved position in the global oil market.

The current moment involves more than just reestablishing the financial and image aspects of this industry. In order to build the undertakings foreseen and glimpsed projects, we must have the courage to continue moving forward without interruptions.

The choice of where we want to be five or 10 years from now must be made right away. The evolution must break the boundary of the regulatory agenda, which we can already consider to be underway, and go to the business' operation, with all the benefits it brings to society. Whether by the creation of direct and indirect jobs, income and its multiplier effects, or by the collection and application of royalties, whose perceived value must be shown.

We will continue to make efforts to ensure that the oil goods and services industry is covered by a State Industrial Policy. And we cannot have doubts about the goal: we have to take advantage of our natural resources as drivers of investments for the generation of income and the consequent development of our country.

Eduardo Eugenio Gouvêa Vieira

President of Sistema FIRJAN

MEASURES TO

CONSOLIDATE RIO DE JANEIRO'S PROTAGONIST ROLE

The feeling is that the turbulence has passed. The Organization of the Petroleum Exporting Countries (OPEC) has decided to keep the production cut and today the price of the barrel of oil is around USD 65. Meanwhile, important changes were implemented in Brazil, ensuring the attractiveness of our reserves.

In this scenario, the state of Rio remains the leading figure in this market. The bidding rounds of 2017 were significant, mainly due to the result of the areas located here. Also in the state are the main opportunities for development of the production.

In addition, most of the country's offshore projects for the next years will be installed in the seas of Rio de Janeiro. There are seven production systems that will start the operation this year and another two in 2019. A study conducted by FIRJAN shows that more than 70% of the systems scheduled to enter into production by 2027 in Brazil will be deployed in the state.

These projects will increase Brazilian oil production by approximately 90%. And those systems that have not yet started hiring or its construction will require up to USD 175 billion in investment and this could represent up to 150 thousand job position a year. Thus, for the state scenario, the study predicts that Rio will double its oil production and raise over USD 90 billion in government participation in the period. There is still a lot of potential with the increase of the service life of the mature fields of Campos Basin.

This year the new exploration programs, related to the bidding areas in 2017, will begin, and with the 15th Bidding Round that took place in March plus the tenders yet to occur, we will increase the demand for goods and services. All this without considering expenses with the operation and maintenance of all the platforms currently in operation and the addition of new ones that are already arriving.

If we use the appropriate tools, we will be able to increase the transformation of our wealth into competitiveness, and to position our industries in the global market. More and more, our actions need long term planning, with strategic view of where we want to be.

Addition of capabilities, scale gain, being able to receive new players, promote new developments and anticipate the production are goals to be pursued.

Our agenda is getting wider and we perceive the real possibility of having medium size industries more robust also with the onshore and the mature fields.

We must identify the expertises and vocations of each state, such as, for example, Rio's orientation to supply goods, service bases and its maritime pole. Always remembering that this market is global and each country will use its own strategies to make its natural resources even more attractive to investment.

Karine Barbalho Fragoso de Sequeira
Oil, Gas and Maritime Manager of Sistema FIRJAN



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INTERVIEW

TIME TO BOOST COMPETITIVENESS

4 Brazil still has much to offer, whether in areas not yet explored or through the supply of goods and services from qualified suppliers. Although there are still some challenges to overcome, **Claudio Makarovsky**, CEO of the Brazilian Association of Petroleum Service Companies (ABESPetro), already sees the movement of operators in the hiring of goods and services. In this scenario, ABESPetro is inserted to leverage opportunities on the horizon.

What are the challenges and goals in this new management of ABESPetro?

We are bringing the “10 years in 4” challenge. The period between the signing of a concession contract and the start of oil production is about 10 years in Brazil. However, we know from the example of other oil producer regions worldwide and from the technical analysis of industrial activities that occur at this stage that it is feasible to reduce this period to four years. This would imply a disruptive increase in the speed of job creation, fund raising and development of innovations. ABESPetro is one of the most relevant representatives of this idea. Our goals include defending the flexibility of the Research, Development and Innovation Clause (R,D&I) Clause present in the contracts signed between the National Petroleum, Natural Gas and Biofuel Agency (ANP) and oil companies. This provision determines that operators must invest in R,D&I. By making it more flexible, we hope to expedite the hiring of new local

investments, such as revitalization of the UFRJ Technology Park. We must work hard on a state policy that boosts innovation and subsidizes the local generator of technology and competitive solutions. Our scope of work also includes assisting in the revitalization of mature fields. If the recovery factor increases by 1%, the government could raise US\$ 11 billion in royalties from the US\$ 18 billion invested. According to the ANP, this increase is compatible with additional reserves of 2.2 billion barrels of oil equivalent (BOE). One percent more in the Campos Basin recovery factor would generate US\$ 8 billion in investments and US\$ 5 billion in royalties.

How do you evaluate the new business environment in the Brazilian oil and gas market?

We need to resolve the issues that were left to be discussed this year on local content, accession or not of Repetro-Sped in the state of Rio and the natural gas framework reform proposed by the government.

If these issues are solved in favor of competitiveness of the industry, we will have a very promising future, because we will definitely unlock the investments. We are on the right path. A good thermometer will be the new round of auctions this year.

What are the perspectives for goods and services demand from the oil and gas companies?

The perspective is positive. We can already see movement in relation to the contracting of goods and services by oil companies. The operator Statoil, for example, has hired Seadrill, a multinational in the deepwater drilling area, to operate in the Carcará Field, in the Santos Basin. Meanwhile, Petrobras has signed a contract with Modec to charter an FPSO (floating unit that produces, stores and transfers oil and gas) to be used in the production of the Sepia Field, in the Santos Basin, and one in for the Mero field, in the northwestern area of the Libra block. The state-owned company is already negotiating turbo generators and compressors. Petrobras is also bidding to charter the second platform of the Mero Field and in Búzios, in the Santos Basin, as well as two others to revitalize the Marlim Field.

How do you see the potential and attractiveness of Brazil's exploration areas in relation to other countries?

Without doubt, the greatest asset has been the high productivity of the pre-salt wells, which can exceed 30 thousand barrels/day. Less than 5% of the Brazilian sedimentary basin has been explored so far, which shows how much still remains to be discovered. Our neighbor Argentina, for example, has twice the number of drilled wells compared to Brazil. In addition, we have competitive suppliers, such as the 17 vertical wet Christmas trees (equipment for submerged use) and associated tools supplied by TechnipFMC Brasil to ExxonMobil for use in its exploration of the Liza field, in Guyana. These examples, in addition to accession of the new Repetro, show the competitive potential of Brazil.

Which strategies can be adopted to maximize the national industry's participation in oil and gas investments?

First, you need to invest in clear and realistic environmental requirements, with performance

elements for seismic, wells, and new units. An example of improvement would be to allow the incremental license for a new well in the same field, even if it is for a new operator. This avoids having to start from scratch. Another point is improving the predictability and stability of taxation. One suggestion is to reduce it in the exploration phase so as to encourage the entire chain. Another point that could be adopted is regulations for local content and RD&I as inducers of technological development. This would stimulate the internationalization of Brazilian suppliers and the robustness of the entire national oil industry.

“ THERE IS THE NEED TO INVEST IN CLEAR AND REALISTIC ENVIRONMENTAL REQUIREMENTS ”

CLAUDIO MAKAROVSKY

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Organization and Promotion:





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MARKET

INVESTMENTS ON THE RADAR OF THE OIL COMPANIES

6

There is a consensus among the main players in the Oil and Gas (O&G) market that the predictability established by the bidding rounds calendar until 2019 will bring great wealth to Brazil. According to the National Petroleum, Natural Gas and Biofuels Agency (ANP), about US\$ 83 billion in investments can be generated over 35 years due to this agenda, with US\$ 30 billion in the state of Rio. Accompanying the estimates, Total E&P, which has been operating in the country since 1975, plans to invest about R\$ 3 billion per year in Brazil in the coming years.

Maxime Rabilloud, president of the company, explains that the calendar allowed Total E&P to evaluate the set of rounds and areas offered, not just one single auction: “Thus, we can be more strategic and assertive in business decisions”.

Another important factor to bring dynamism to the market is the permanent offer of areas. This is because, according to Rabilloud, companies may be constantly evaluating assets of their interest that are available, not being restricted to the calendar of fixed rounds.

“The appetite of companies in the last rounds of the pre-salt demonstrated the attractiveness of these

areas and the volume of investments that can be brought to the country. Pre-salt, for example, is one of the largest oil reserves in the world and puts Brazil in a prominent position in the global oil industry”, he says. In 2018, Total became the first private pre-salt production operator to take over the Lapa Field, in the Santos Basin.

NEW POSSIBILITIES

Shell Brasil is following the same direction. The company increased its investments in the country in recent years with its participation in the Libra consortium, purchase of the BG Group by Shell Global and the pre-salt bidding rounds. “Prior to the October tenders, our business plan already contemplated investments of US\$ 2 billion per year by 2020. Of course, this value will rise with the increase of our portfolio in Brazil”, says André Araujo, president of the company. In addition, last year the multinational invested more than R\$ 170 million in Research, Development and Innovation (RD&I), with Rio being the state that received most resources.

Like Rabilloud, Araújo evaluates as positive the permanent offer of areas. According to him, although the blocks are known, operators are opening up

to new possibilities for investment, especially when there is a change of management or a portfolio review. "Other countries are also offering oil and gas exploration areas, and it is important that Brazil stays competitive globally", he says.

STRATEGIC COUNTRY

Anders Opedal, president of Statoil in Brazil, considers the country as strategic. The multinational, soon to be rebranded Equinor as of May, has already invested over US\$ 10 billion, paid almost US\$ 1 billion in taxes and employed more than one thousand people, directly or indirectly, in addition to maintaining long-term projects in Brazil, with a duration of at least 40-50 years. "Our goal is to be the main international company of the sector in the country", he announces.

Statoil has in the Campos Basin the largest field operated outside its country of origin, Norway: Peregrino, which is also the largest offshore field operated by a foreign company in Brazil. "Since 2011, when we started operating it, we have already produced more than 140 million barrels, 39 production wells and 7 water injection wells," details Opedal. With the second phase of exploration in progress, the company expects to extend its useful life and add 250 million barrels of recoverable reserves.

In December, Statoil announced a new step in its strategic partnership with Petrobras in Brazil, acquiring a 25% share in the Roncador field. That means, according to the company's president, new investments of about US\$ 3 billion, becoming Statoil's largest business development operation: "With this purchase, the company will almost triple its production in the country."

The president of Shell Brasil points out that the Brazilian industry is competitive in several segments of the oil and gas supply chain. One of the evidences, according to Araújo, is that many suppliers seek the foreign market and manage to close good deals. "Brazil has cutting-edge experience to offer solutions in deepwater projects worldwide. Shell recently signed a contract with Petroserv to lease a semi-submersible

drilling rig for maintenance at Parque das Conchas, in the Campos Basin. This is the first time we have hired this equipment from a Brazilian company", he announces.

Opedal also shares the view that Brazilian suppliers are a differential for the country, because they are resilient in working with different companies and their respective demands: "We are optimistic about the current situation of the Brazilian O&G industry. In recent years, the country has experienced positive changes in this segment, such as the approval of new laws that have increased competition and fostered new investments, both by national and international companies. It is also worth mentioning pre-salt multiplicity of operators and the extension of the Special Customs and Tax Regime - Repetro".

On the other hand, Maxime Rabilloud still sees important challenges and obstacles, such as the environmental licensing process, the fiscal complexity and the incentive to invest in mature fields. "We want to continue investing in Brazil on a permanent basis and we believe in the recovery of the sector, in view of the achievements already made. We stress, however, that in order to maintain attractiveness and competitiveness in relation to other countries, it is important to build a stable tax, political and regulatory environment", says the president of Total E&P.

The data of the oil market for the industry of Rio de Janeiro are presented by Sistema FIRJAN in the publication Rio de Janeiro Oil Industry Yearbook. The document highlights, among others, the result of the state's public accounts, with a positive balance of US\$ 10 billion in 2016.

Ricardo Maia, executive vice president of FIRJAN, emphasizes the importance of oil to the industry of Rio de Janeiro. "We have a unique opportunity to rescue of the state economy, with new investments that will revitalize our primary and manufacturing industries. We cannot give up a future of growth and fail to add value to oil production with the supply of highly complex goods and services that are demanded by the world".



COVER

REGULATORY ENVIRONMENT FOR A PROMISING MARKET

8

Following the adoption of significant regulatory changes, aiming to increase the attractiveness of the Brazilian Oil and Gas (O&G) market, the country faces the challenge of consolidating the recovery initiated in 2017. The evaluation is shared by the main market players.

At the center of this new scenario are the Special Regime for the Exportation and Importation of Goods Destined to the Exploration of Oil and Natural Gas (Repetro-SPED) and actions to maximize the insertion of the national industry in the investments.

The new Repetro, as known, brings important novelties to the market. One is the possibility of definitively importing goods used in the exploration and production phases, which was not allowed before.

“Sometimes they even had to be destroyed, since it was much more difficult to get them out of the country, as in the case of Christmas trees, submerged equipment and fixed. Now, in addition to the permit, there is suspension of the payment of federal taxes, which may be converted into exemption and zero tax rate after five years of stay in national territory”, notes the Secretary of Oil, Natural Gas and Renewable Fuels of the Ministry of Mining and Energy (MME), Márcio Félix.

He also emphasizes the greater legal certainty of the regime in relation to the prior, being the current one implemented by federal law. Repetro was formerly based only on decrees and regulatory instructions.

Still, the great improvement of the new Repetro is to no longer be beneficial only to imported goods, according to Magda Chambriard, an expert from the Oil and Gas Business Council of Sistema FIRJAN. “The regime, in some cases, even generated disadvantageous competition with national companies. I believe that this problem has now been overcome”, she observes. This is because the new agreement equates the conditions of import and domestic acquisition of raw materials, intermediate products and packing materials for the production of oil and gas. In the former model, only the purchase of items abroad had the payment of federal taxes suspended.

This possibility helps to boost national production, says Alejandro Duran, general manager of BHGE. According to him, manufacturing subsea equipment in the country, for example, will impact a wide network of suppliers. “Repetro-SPED allows Brazilian products with high added value to be more competitive,” he analyzes. The authorization of Repetro-SPED’s state tax benefit is allowed upon accession of the states to an Agreement signed by all federative units of the country. For this reason, Duran also defends the permanence of Rio in the regime.



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THE MAIN IMPROVE OF THE
NEW REPETRO IS **TO BROADEN
BENEFITS FOR ACQUISITION IN
THE DOMESTIC MARKET**

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BRAZILIAN STRENGTHENING

Another key factor to enable greater participation of national industries in this moment of recovery are the rules of local content. In this context, Décio Oddone, general director of the National Petroleum Agency (ANP), says that they have been carrying out a series of regulatory changes together with the federal government in order to attract investments and stimulate the development of Brazilian goods and services supply chain. One of the measures is the resolution that will regulate the criteria, requirements and procedures applicable to the exemption from the local content obligation (waiver), as well as the general rules of committed percentage adjustments and surplus transfers.

“We consider the framework evolution fundamental so that the development projects in the contracted areas can be executed within competitive economic parameters, attracting investments and benefiting the

HIGHLIGHTS OF THE NEW REPETRO

> Inclusion within the Repetro's benefits, as suspension of federal taxes, for the definitive importation and acquisition in the domestic market of raw materials, intermediate products and packaging materials intended for use in the manufacture of items under the regime (combination between the integrated drawback regime and Repetro-SPED).

> Inclusion of a procedure by the Federal Tax Administration to analyze conformity with the application of the regime, aiming to verify the meeting of the requirements by the beneficiaries, that can occur before or after the customs clearance.

> Possibility of transferring goods contemplated in the old Repetro to Repetro-SPED, during 2018, 2019 and 2020. Note that the beneficiary who opts for the migration during the year 2018 will have simplified conditions, which will still be regulated by the General Coordination of Customs Administration (Coana).



10

Brazilian society," he says. According to Oddone, this will allow the contracts signed between the 7th and the 13th Round of Concession, Transfer of Rights and the 1st Round of Production Sharing to generate the hiring of 22 new oil rigs by the beginning of the next decade. The attraction would be R\$ 480 billion in investments, of which about R\$ 200 billion would be executed in Brazil.

The Agency's proposal brings the following minimum local content commitments: 50% on both exploration and development of onshore projects; 18% for offshore exploration projects; 25% for well construction; and 40% for gathering and outflow. While the commitments for Stationary Production Unit would be three percentages of 40%: one for engineering; one for machinery and equipment; and one for construction, integration and assembly.

Raul Sanson, vice president of Sistema FIRJAN, considers that ANP's solution is moving towards an outcome that appeals to all segments of the market. "This deadlock had already been going on for years. Once this issue is resolved, investments will finally be unlocked", he notes.

IMPROVEMENTS IN THE HORIZON

Oddone also points out that ANP is working on other fronts for improvement of the business environment,

such as encouraging incremental production in mature fields and for the operation of investment funds. "There is also the adjustment of royalties for new frontier areas and mature basins that have greater risks, the permanent offer of returned areas and exploratory blocks not auctioned and the encouragement to extend the fields life cycle, through actions that can maximize the recovery factor of reservoirs", he states.

For 2018, the 15th Bidding Round of Exploratory Blocks in March and the 4th Round of Production Sharing in the Pre-Salt, scheduled for June. The result of the 15th Round surpasses the ANP's estimate to raise about R\$ 3.5 billion in signature bonuses with oil tenders this year, excluding the permanent offer, which should initially involve about 850 blocks. It is also expected that as of November companies interested in exploring such blocks can submit proposals at any time.

The permanent offer of areas is a bidding model adopted by countries such as the United States (US) and Canada, where there is an uninterrupted stock on offer, giving investors the opportunity to acquire blocks at any time. "In Brazil, there is still a lot of reserve to be explored, enormous potential to be harnessed by the rejuvenation of its older fields and the duty to free from imprisonment the post salt



ANP PROPOSAL FOR LOCAL CONTENT

18%

*for
exploration
in offshore
projects*

50%

*in exploration
as well as in the
development
of onshore
projects*

25%

*for well
construction*

40%

*for engineering;
machinery and
equipment; and
construction,
integration and
assembly in
stationary
production unit*

40%

*for
gathering
and outflow*

areas within the pre-salt polygon. And Rio de Janeiro, as a state that concentrates the opportunities in oil, will remain the leading figure of this market in the country”, says Eduardo Eugenio Gouvêa Vieira, president of FIRJAN.

Consolidation of the exploration and production program in the country’s onshore area, Reate, is also in the MME’s targets to improve the Brazilian regulatory environment. Márcio Félix explains that the world’s major oil producers, notably Russia and the US, produce more than 10 million barrels a day, mostly onshore: “In Brazil it’s the other way around. The onshore is a small part of our production. We understand that there are some saved treasures that will work for the production of energy in more isolated areas. This policy will also help the country to have a more diversified industry”.

Another important agenda is Bill nº 6.407/2013. The proposal, which is negotiated in the National Congress, elaborates new rules based on the “Gas to Grow” government program, in order to promote this market in the country, through the entry of more buyers and sellers. Felix affirms that the government is committed so that it can be approved during this first semester, in order to Brazil effectively has a more open and competitive market. Magda Chambriard believes that this will be the industry’s next challenge. According

to her, discussions about gas as a commodity are expected to increase over the next few years. “Thus, the ‘Gas to Grow’ program must be empowered in order to play a leading role in the country’s development”, she notes.

ENVIRONMENTAL LICENSING

Always on the agenda, the improvement in environmental licensing for the O&G market is also in the sights of the players. According to Oddone, ANP is expanding its articulation with environmental agencies, seeking greater integration to disseminate knowledge in order to expedite the process. “We trained technical teams from environmental agencies with the purpose of presenting aspects of operational safety in the exploration and production activities, demonstrating the feasibility of carrying out the activities in accordance with the best practices of the industry”, he points out.

Alejandro Duran observes that the environmental agencies by using all the information obtained on the areas explored and their respective operators, widen the opportunities for future positionings. From the collected data, companies with credibility should obtain the license automatically. “This gives more predictability and agility to the processes, which encourages the coming of investors to the country”, he concludes.



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SUCCESS CASE I

SUBSEA 7: ANCHOR OF KNOWLEDGE

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Present in more than 40 cities worldwide, Subsea 7 is committed to building long lasting relationships with communities around its business units, working beyond the inspection, maintenance and installation of the largest and most complex offshore structures. In 2015, the company sought Sistema FIRJAN to help them build the company's latest social project: the Port of Knowledge.

According to Hariom Cavalcante, Subsea 7's manager of Social Responsibility and Africa and Brazil Communication, after moving to Rio's Port Zone in 2013, the company's desire was to deploy a program in the region that would connect the residents to local potentialities. "FIRJAN helped us to identify these potentialities, which in this case is the creative industry, and made the connections for the project be successful", he informs.

The Port of Knowledge trains young people to work in the creative industry, through courses taught by SENAI [National Industrial Education Service] and partnerships with other local social players. Students from three community and state schools take extra classes two to three times a week in photography, video editing, costumes, illustration, web design, animation and camera operation. More than 250 teenagers have already been qualified.

The company's work was recognized this year. Subsea 7 won the first place in the Rio Development category in the 15th edition of Faz Diferença [Makes the Difference]

award, an initiative by O Globo newspaper in partnership with Sistema FIRJAN. "This recognition shows we are on the right track" states Cavalcante.

Eliane Damasceno, coordinator of the Social Responsibility Business Division of the Federation, explains that the practice of corporate social responsibility contributes to reinforcing institutional values, improving organizational climate, strengthening the company's reputation and creating value for both business and society: "In addition to educational projects, companies in the oil and gas market have high potential to create actions for the environmental areas; Research, Development and Innovation (RD&I). FIRJAN works with diagnoses for private social investment and also develops and manages the project".

FIRJAN PETROLEUM AGENDA

9th JLT Oil & Gas Seminar
May

II Workshop Onshore in Brasil
June

Brazilian Petroleum Conference
June

**Rio de Janeiro Oil Industry Yearbook
- Panorama 2018**
July

Rio de Janeiro Maritime Panorama 2018
August

More info: www.firjan.com.br/oilandgas



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SUCCESS CASE II

SHELL BRASIL INVESTS IN TRAINING

Dynamic, practice-oriented content that must meet market needs. From these premises, SENAI developed the Lubricants Training course for Shell Brasil. The partnership, which is moving into its third year, aims to broaden the reach of trainings of the company's partners, oil change shop workers, automotive centers and gas stations.

"Over the past two years, more than one thousand people have been trained in 22 cities across the country. We chose SENAI because it is an internationally recognized institution for its commitment to technical education and professional qualification. Another differential is the state-of-the-art infrastructure that meets Shell's demands for training", explained Wesley Souza, B2C Marketing Manager of the multinational in Brazil.

In the last module, carried out in 2017, the students had customized educational material, including the visual identity of the company.

The content developed also brought video classes to facilitate the learning process.

"In addition to the course's specific contents, we developed modules focused on techniques for approaching the customer, technical posture and benefits of lubricants. The attendant is the

company's front man, so it is essential for him to have the technical knowledge and proper posture to better sell the product", said Carlos Magno, General Business Manager of Sistema FIRJAN.

According to Souza, the satisfaction of the professionals could not be greater. The score, which was from 0 to 10, was an average of 9.3, classifying the course as excellent. The company also participates in the Repairman Route Program, technical and technological refresh program for independent repairers, made in partnership with Oficina Brasil, SENAI and the Union of the Vehicle and Accessory Repair Industry of Rio de Janeiro State (Sindirepa-RJ).

In the view of the president of Sindirepa-RJ, Celso Mattos, SENAI's training work is essential to the industry's success: "We developed joint strategies and focused on the quality of training and certification of people and companies, all that in defense of the automotive sector".

The initiative offers exclusive training on lubricants and fuels through free lectures. "This was a way to give repairmen the opportunity to get a closer look at what the leading brands are developing for the day-to-day of the workshops. At the end of each training, the participants receive a certificate of completion", said the manager of Shell Brasil.



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BUSINESS

NEW RULES TO BECOME SUPPLIER OF PETROBRAS

As of May 15, all suppliers of Petrobras and its subsidiaries will be contracted through public bidding, obeying the trading ritual and the open, closed and combined dispute modes. The new rules extend the possibility of participation of any interested party by simply meeting the criteria of the Public Notice. Until then, participation in the biddings was restricted to suppliers registered with the company.

The change is the result of the State-Owned Company Law (no. 13.303/16), which establishes the legal status of public companies, mixed capital companies and their subsidiaries. The legislation deals with the regulation of biddings and contracts of these companies, among other points, and was published on June 30, 2016, establishing a period of adjustment of two years. Petrobras, therefore, is implementing the new rules, in all areas, before the deadline determined by law.

"The novelty increases the participation of suppliers and the transparency of bidding processes and public management", says Roberta Pereira, Petrobras' Goods and Services Procurement Manager.

All business opportunities with the group will be accessible through the Purchases Portal (www.petronect.com.br), which has been adapted to comply with the new legislation. As for the benefits, Roberta mentions the integration of this portal with the Registration in the licensing phase and in the pre-qualification. In case of suppliers in the pre-qualification phase, the focus will be on the technical aspects, aiming to anticipate steps that must be

fulfilled during the tender. The registered suppliers will be automatically qualified in a bidding whose Public Notice requirements are identical. Another highlight is the availability of the Standardized Electronic Catalog of goods or services to be purchased.

The implementation phase began in February this year, first in the Exploration and Production Operations Unit of Espírito Santo, extending in April to the one in the state of Rio de Janeiro, which allowed adjustments before the introduction of the rules for the whole group.

PROMISSING BUSINESSES

Rossana Atallah, Business Portals Coordinator of Sistema FIRJAN, points out that Rio de Janeiro's companies must prepare to meet the changes that the legislation has brought to the market. "A point of great relevance is the extensive competition in all bidding processes; thus, the number of business opportunities increases significantly. One must be attentive to this scenario so as to act competitively and assertively, aiming at a broader number of contracts with these companies", she recommends. Sistema FIRJAN Bidding Division directly participates in opportunities through the procurement areas or through registration and contracting portals, offering integrated solutions aligned with the companies' competitiveness and compliance.

Petrobras' new contracting rules can be accessed in the website: www.contratacao.petrobras.com.br.



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DATA

OIL, GAS AND MARITIME IN RIO

MORE THAN
65%
OF OIL
PRODUCED



...
45%
OF GROSS GAS
PRODUCTION



...
3rd
BIGGEST
REFINERY PARK IN
THE COUNTRY



...
MORE THAN
30%
OF NATURAL GAS
CONSUMED



R\$ 11 BI
IN GOVERNMENT
TAKE RAISED
IN RJ IN 2017

Source: Sistema FIRJAN, ANP and Sinaval, 2017

NEW OFFSHORE PRODUCTION PROJECTS IN BRAZIL

IN 2018,

7 PRODUCTION SYSTEMS

WILL BEGIN OPERATION



...
6 MORE

BEING CONTRACTED TO START
PRODUCTION IN 2021



...
FROM THE SUM,

12 SYSTEMS

WILL BE INSTALLED IN
RIO DE JANEIRO



MORE THAN
1/3

OF EMPLOYEES IN THE
MARITIME INDUSTRY



...
MORE THAN
65%
OF RD&I
INVESTMENT'S
CLAUSE IN 2017



STAFF

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