

ENCONTRO EMPRESARIAL
BRASIL - CHINA

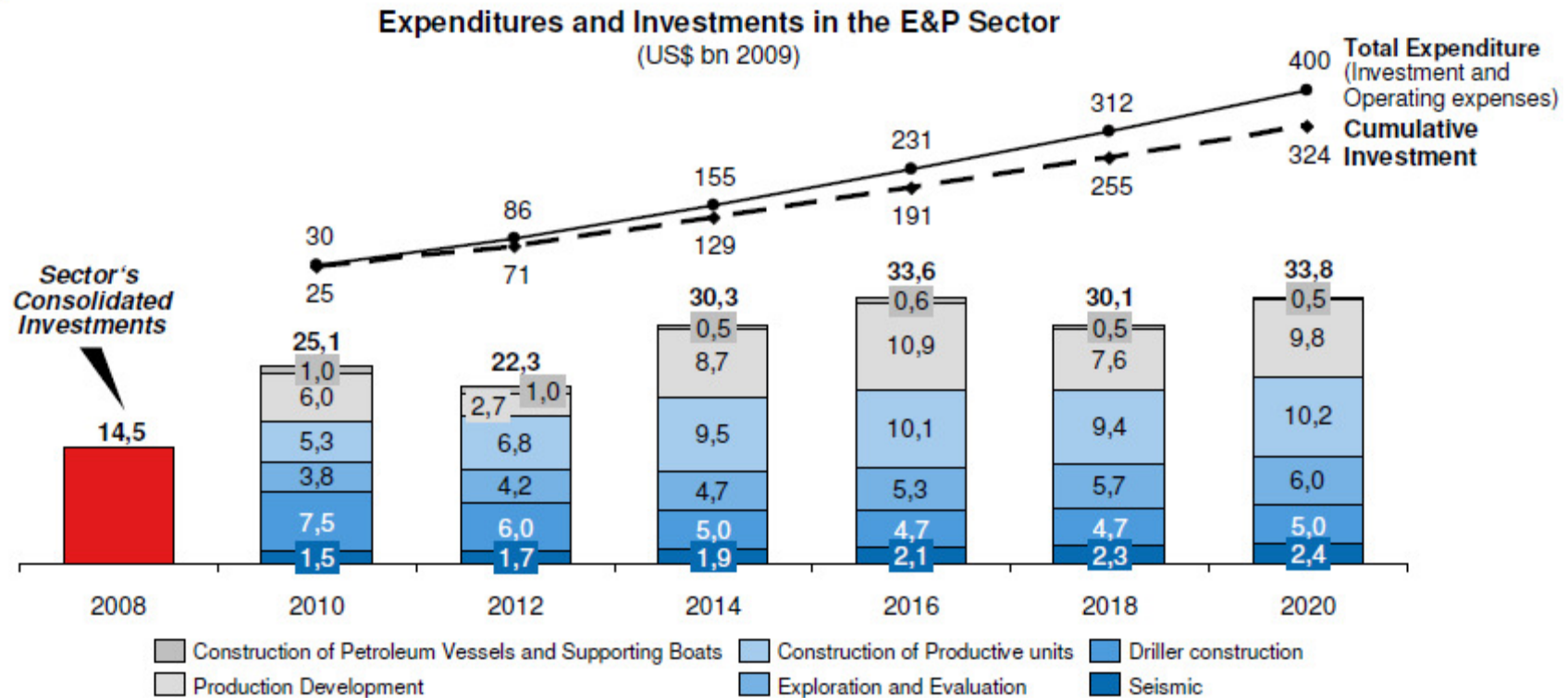
中巴经贸合作研讨会

ONIP

Organização Nacional da Indústria do Petróleo



Demand for goods and services will be around \$ 400 billion by 2020 - sufficient scale to develop a robust local supply chain of goods and services



Note: Includes drillers and production units already rented
Source: Petrobras business plan 2009-2013 (2009); PROMINP; Clippings; Booz & Company Analysis

Equipment and Materials Required for 2010-2014



	Unit	2010	2011	2012	2013	2014	Total
Pumps	un	1.146	1.630	2.704	1.536	295	7.311
Compressors	un	104	204	269	59	85	721
Cranes	un	30	8	19	40	24	121
Structure Steel (Ships Hull)	t	98.200	345.200	82.150	19.100	22.200	566.850
Structure Steel (Platforms Hull)	t	48.000	48.000	28.000	112.000	216.000	452.000
Structure Steel (Rigs Hull)	t	70.000	70.000	90.000	60.000	60.000	350.000
Flares	un	7	5	19	19	10	60
Power Generators (13,8 kV)	un	16	31	36	24	24	131
Power Generators (0,48 kV)	un	54	209	109	117	83	572
Tanks	un	175	56	307	186	61	785
Processing Towers	un	84	50	65	46	1	246
Reactors	un	30	162	23	2	0	217
Wet christmas trees	un	74	67	92	98	104	435
Offshore wellheads	un	48	62	72	78	81	341
Dry christmas trees	un	564	345	381	218	44	1.552
Onshore wellheads	un	496	316	378	218	44	1.452
Manifolds	un	3	13	1	5	7	29
Umbilicals	km	381	339	481	480	627	2.307
Production pipes (Onshore)	t	4.693	5.311	3.194	3.487	1.995	18.680
Production pipes (Offshore)	t	4.595	5.630	5.920	9.330	10.367	35.841
Flexible pipes	km	586	491	725	703	949	3.455
Risers	km	237	160	188	265	318	1.170
Turbines	un	205	177	190	145	12	729



Equipment and Materials Required for 2010-2014



	Unit	2010	2011	2012	2013	2014	Total
Special alloys for tubing and casings	t	6.820	7.326	6.784	11.300	12.736	44.966
Turbo generators	un	12	12	20	24	24	92
Polyester mooring cables	km	208	204	95	374	328	1.209
Fiber glass pipelines	km	824	630	425	228	128	2.235
Electrical cables for CSP	km	3.320	5.401	8.019	7.480	5.857	30.077
Steam generators	un	58	172	73	42	23	368
HCC reactors	un	0	15	0	0	0	15
Special alloy boilers, reactors, towers, and pressure vessels	un	30	32	10	25	0	97
Heat exchangers (special alloy)	un	23	51	58	46	49	227
Reformer furnaces	un	1	18	6	2	0	27



Local Content Policies

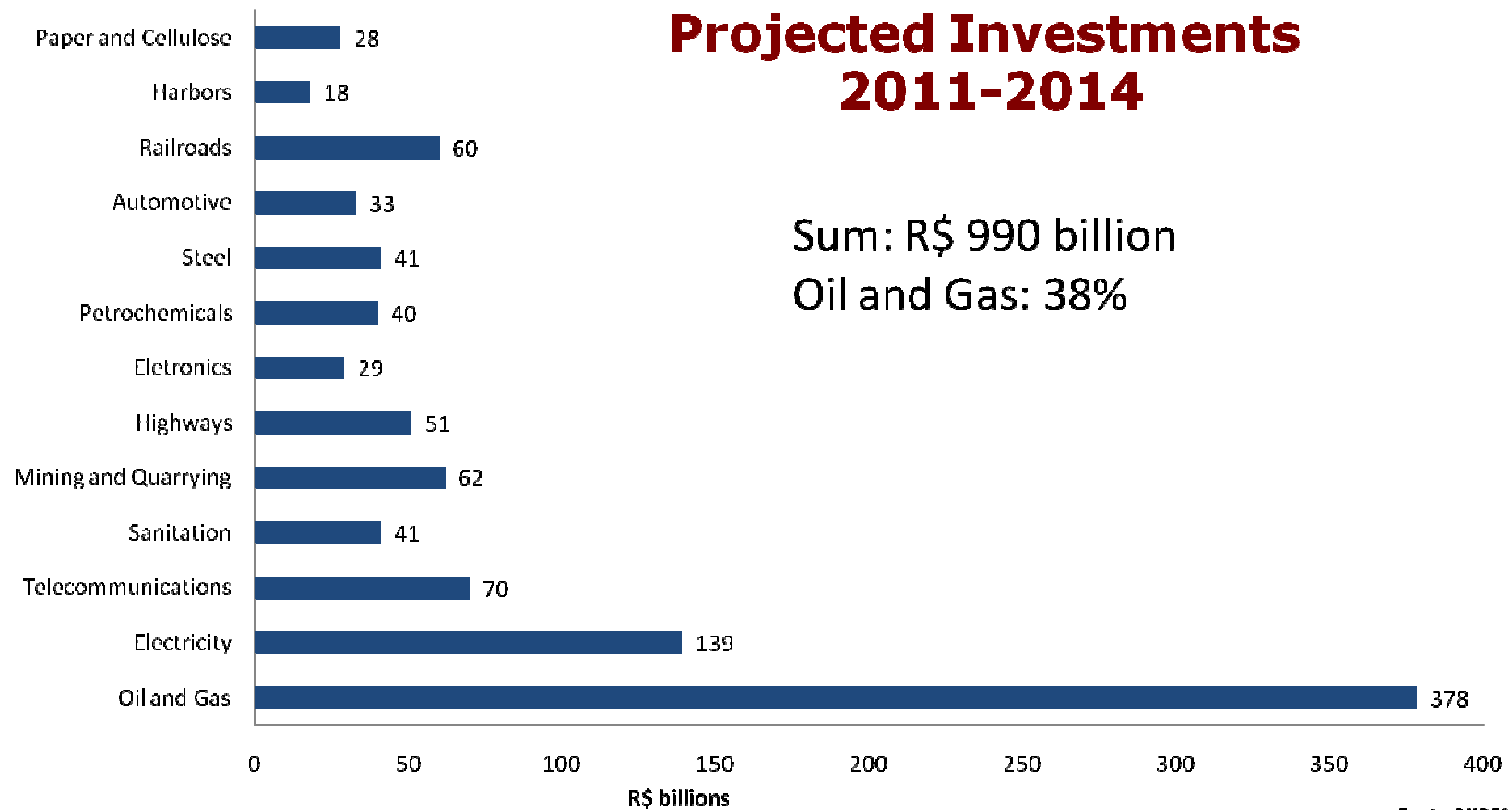


Objective → To increase employment and income

Official Policies

1. ANP rules for the bidding rounds;
2. PETROBRAS requirements;
3. BNDES criterion





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Opportunities for Cooperation



Strategic Alliances

- Technology;
- Increase in local installed capacity;
- Joint agreements for packages.



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National Organization of the Petroleum Industry



Thank you

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