

How to do business with Petrobras

Márcio Pereira
*General Manager of Suppliers
Relationship*



Our drivers for suppliers

RELATIONSHIP

- Active listening



Strengthening of the local supplier base

- Integrated view of the supply chain and predictability

INNOVATION

- New technologies for production development and asset integrity
- Low-carbon solutions



ESG (ENVIRONMENTAL, SOCIAL AND GOVERNANCE)

- Diversity, equity, and inclusion in contracting
- Market training (ESG knowledge trail)
- Financing solutions (Mais Valor e Progredir)

QUALITY AND HIGH PERFORMANCE

- Timely fulfillment of agreements
- High level of performance and local support
- Recognition

HUMAN RIGHTS

COMPLIANCE

SAFETY



Why do business with Petrobras?

Petrobras, a Brazilian integrated energy company, is a global leader in the exploration and production of oil and gas in deep and ultra-deep waters.

The company operates across the entire energy chain, including Exploration and Production, Refining, Distribution, and Commercialization activities.

With over 70 years of history marked by major discoveries resulting from high Investments in research and innovation, Petrobras has established itself as one of the largest oil companies in the world.

In 2024, Petrobras reached total oil and natural gas production of 2,7 million barrels of oil equivalent per day (boed).



2,7

million barrels of oil equivalent per day



Our investments

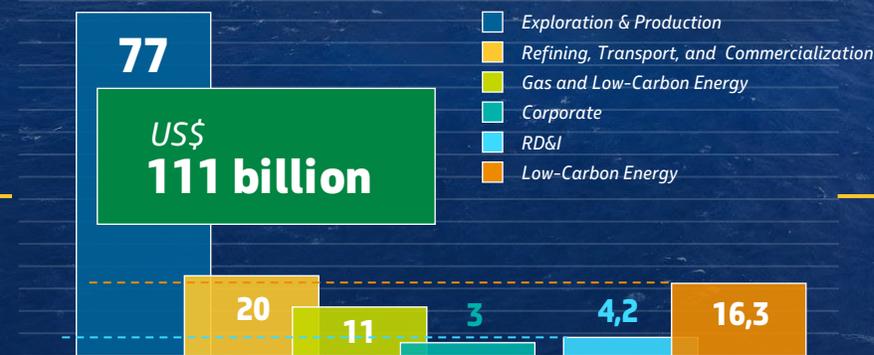
In november 2024, Petrobras' Board of directors approved the Strategic Plan 2050 and the 2025-2029 Business Plan, with an **investment of US\$ 111 billion over the next five years**, a 9% increase compared to the value set in the previous plan.

The investment will be allocated to areas such as Exploration, Refining, Natural Gas, and Low-Carbon Energy, with an emphasis on refining modernization, and the production of sustainable fuels, **reaffirming Petrobras' relevance in energy supply and in Brazil's economic development.**



investment over the next five years

111 US\$ billion



Operational continuity



In addition to the investments foreseen in the Business Plan, Petrobras' solid operational structure, comprising 56 offshore platforms, 10 refineries in operation, 36 owned terminals, 7.768 km of pipelines, among other assets, requires a wide range of services, materials, and equipment to ensure operational continuity.

In 2024, Petrobras contracted the equivalent of approximately **US\$ 35 Bi** distributed across categories of goods and services, from operational to strategic.



35 billion
US\$
contracted in 2024



What goods, services and solutions do we contract at Petrobras?



CATEGORIES

According to Petrobras' Business Plan, we can highlight some examples of contracting demands based on their complexity:

STRATEGIC



Floating Production Storage and Offloading- FPSO



Wet Christmas Tree (WCT)



Helicopter Chartering



Support Vessels Chartering

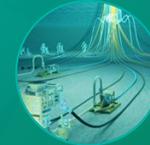


Drilling Rigs Chartering

CRITICAL



Seismic Processing



Submersible Centrifugal Pumping (SCP)



Chemicals and industrial gases



Flare System

OPERATIONAL



Power electrical cable



Valves



Industrial Electrical Installation and Maintenance



Building Maintenance

SIMPLIFIED



Construction tools



Sheets, plates, billets, and metal profiles



Office supplies



Paints and varnishes

Main contracting figures

 2024 (USD)

 **270 k** Registered Suppliers

 **35 Bi** Contracted Value

 **57,4 Bi** Committed Value

 **3,7 k** Signed Contracts



10 Bi

PRODUCTION
PLATFORMS



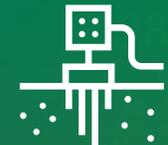
2,8 Bi

CHARTERING OF
SPECIAL AND
SUPPORT VESSELS



2,6 Bi

DRILLING RIGS



1,68 Bi

SUBSEA
OPERATIONS



1,6 Bi

UMBILICALS AND
SUBSEA PIPES



1,1 Bi

PROFESSIONAL
SERVICES, CONSULTING,
AUDITING, AND
ADMINISTRATIVE
SUPPORT



1,1 Bi

MAINTENANCE
AND REPAIR



860 Mi

DRILLING AND
COMPLETION

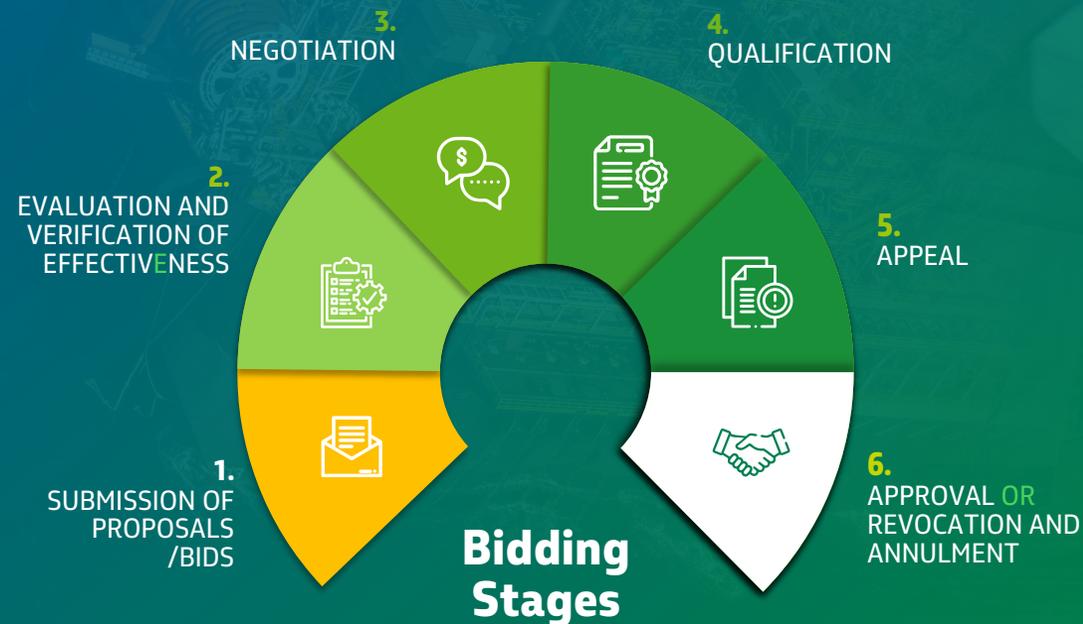


736 Mi

IT

Procurement process

As a state-owned company, we are subject to the Law No. 13.303/2016, which establishes that procurement processes must be carried out through public bidding, promoting supplier participation and transparency in bidding procedures.



Petronect

Petrobras carries out its procurement processes by Petronect, the largest B2B marketplace in Brasil for the oil and gas sector, with an **annual transaction volume of approximately US\$ 50 billion.**

With certifications and encryption resources, Petronect ensures secure, confidential operations with fast customer service.

Petronect
www.petronect.com.br



50 billion US\$

annual transaction volume

Supply possibilities

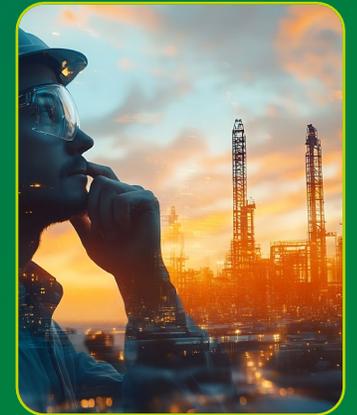


SUPPLIERS

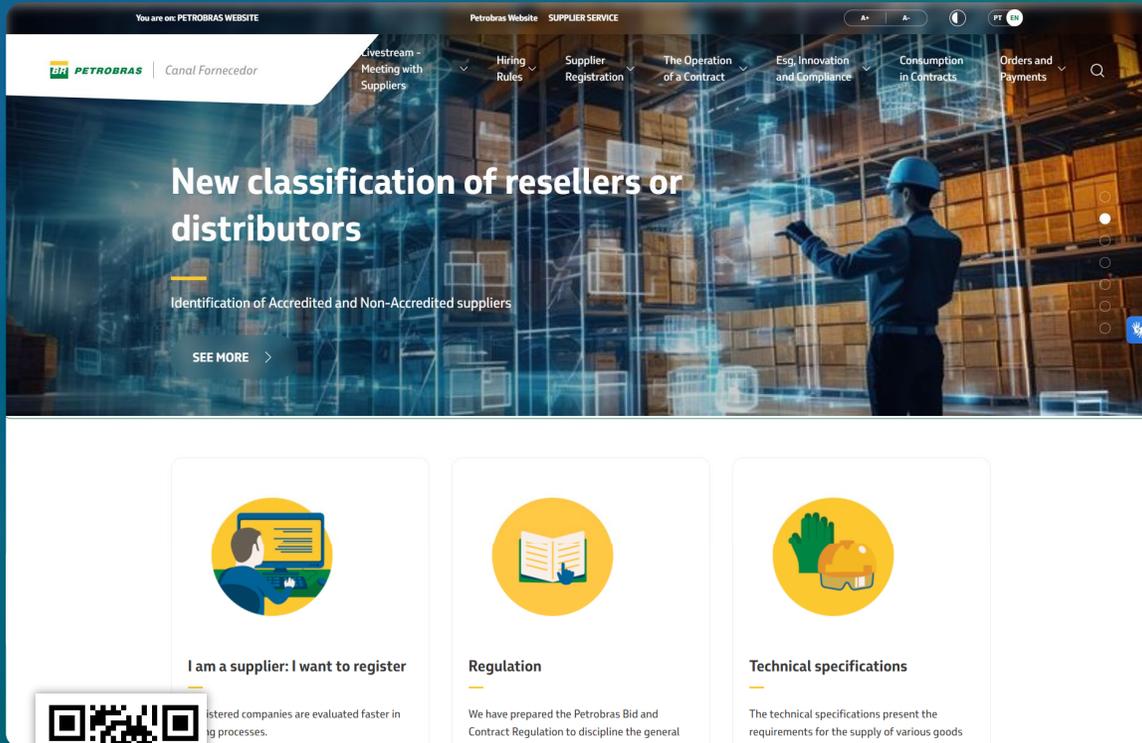
GOODS AND SERVICES
(CAPEX/OPEX)

TECHNOLOGY AND INNOVATION

- 1** Public Bidding
FEDERAL ACT 13.303/2016
Petronect
- 2** EPC
- 3** Vendor
- 4** Petrobras *conexões* para inovação
TECHNOLOGY AND INNOVATION
INNOVATION CONNECTIONS PROGRAM



Supplier channel and Petronect portal



Supplier channel

GENERAL INFORMATION ON REGISTRATION AND HIRING

www.Canalfornecedor.petrobras.com.br/

The **Supplier Channel** centralizes key information for managing Petrobras supplier relations, including hiring rules, registration, compliance, ESG etc.



Via **Petronect**, you can get registered, submit proposals, manage contracts, and track orders — now with smarter tools and improved search to boost your business.

Petronect portal

PETROBRAS PURCHASING PORTAL

www.petronect.com.br

Petronect: Biggest B2B portal in Brazil for supply chain of oil and gas sector



Petronect Transaction figures



Operations with security, confidentiality and prompt service

- ISO 17050 certification** (ISO logo)
- Two-factor authentication** (Computer with lock icon)
- TCU Audits** (Document with magnifying glass icon)
- Encrypted prices** (Shield with dollar sign icon)
- Encrypted documents** (Document with lock icon)
- Anonymous suppliers** (Globe icon)
- Public information only after proposal opening** (Megaphone icon)



63 k
Completed opportunities

25 k
Petrobras users

45 k
Suppliers users

40
Attendants

30
Live training

How to find current opportunities on the Petronect portal



The image shows a composite of three elements: a navigation menu on the left, a main portal banner in the center, and a detailed view of a public bidding opportunity on the right.

Navigation Menu (Left):

- Petronect
- The Petronect >
- Registration at Petrobras >
- Purchasing and Contracting** (Step 1)
- About Purchasing and Contracting
- Opportunity Types
- Auctions
- Support Tools
- Public Bidding** (Step 2)
- Open for Proposals** (Step 3)
- In analysis of proposals >
- Completed
- ODDM Auction >
- Prequalification >
- PEPI >
- Quality of Goods
- Access Fee

Main Portal Banner (Center):

- Portal
- OPEN FOR PROPOSALS
- COMPLETED
- SUPPLIER
- Discover the opportunities for TREM 2 to RNE

Public Bidding Opportunity Detail (Right):

PUBLIC BIDDING OPEN FOR PROPOSALS

Use the "SEARCH FOR" field to search for opportunities based on keywords, which can be: Hiring Object, Item Description, Family Description, Opportunity Number, Sub Status, Company, Date, Material Number, and Code of the family.

ADVANCED SEARCH | STRUCTURED SEARCH BY SUPPLY

PUBLIC BIDDINGS

SEARCH FOR... [SEARCH] [X]

Coverage [v] | Delivery place [v]

Order by [v]

NUMBER	OBJECT	SUB-STATUS	COMPANY	COVERAGE	START DATE	END DATE
7004303158	CONTRATAÇÃO DE 4 SISTEMAS DE BOMBEAME...	RECEIVING PROPOSALS	PETRÓLEO BRASILEIRO S.A.	INTERNATIONAL	23/08/2024	23/05/2025
7004338772	FORNECIMENTO DE ATÉ 229,7 KM DE DUTOS...	RECEIVING PROPOSALS	PETRÓLEO BRASILEIRO S.A.	INTERNATIONAL	06/12/2024	16/05/2025
7004344586	SERVIÇOS DE MANUTENÇÃO EM TURBINAS AE...	RECEIVING PROPOSALS	PETRÓLEO BRASILEIRO S.A.	INTERNATIONAL	27/01/2025	02/05/2025
7004370497	AFRETAMENTO DE	RECEIVING PROPOSALS	PETRÓLEO BRASILEIRO S.A.	NATIONAL	04/02/2025	26/05/2025

for the full list
open opportunities for proposals



Access here

The importance of supplier registration

The Supplier Registration for Goods and Services gathers national and foreign companies interested in participating in Petrobras' procurement processes.

Through the registration, we evaluate the supplier's economic and legal situation in advance, ensuring agility in the procurement processes.

- Registration as a tool for **qualification and pre-qualification**
- **Participation** on lower cost procurement processes
- **Notification of upcoming bids**
- Participation in procurement processes in which **Petrobras is a leader and Operator of an E&P consortium**



Petronect



Create your profile to access Petronect



Fill in the form with your company's identification data.



Answer the evaluation questionnaire.



Check the results.



Certificate issuance



Get your Registration Certificate now (CRC)!

Requirements and criteria evaluated



In order to verify if suppliers meet the necessary requirements, we evaluate the following criteria:



LEGAL

Verification of the company's legal and fiscal compliance.



ECONOMIC-FINANCIAL

Economic-financial status (Net Worth and Liquidity and Leverage levels)



TECHINICAL AND HSE

Ability to meet technical requirements and Health, Safety, and Environment (HSE) requirements

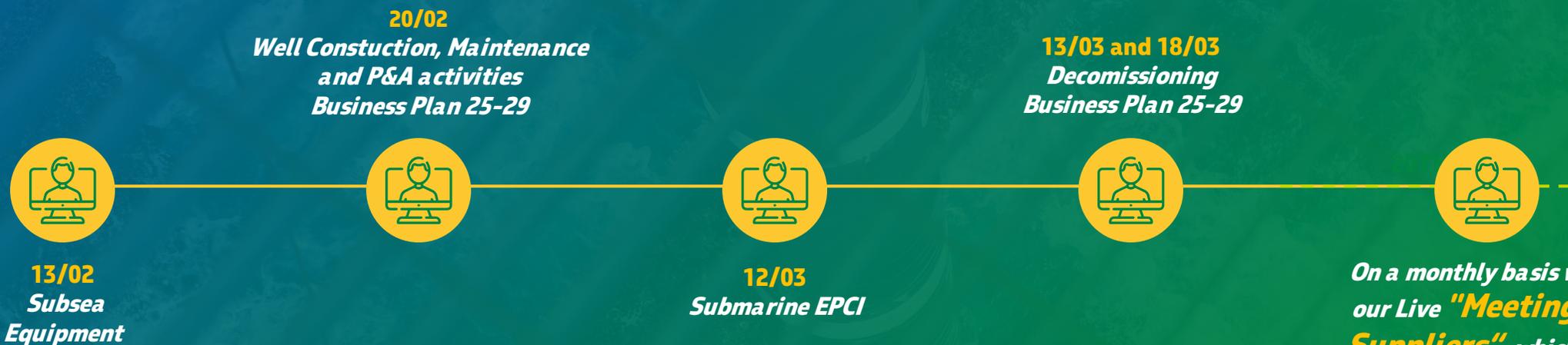
According to the scope to be executed



ATTENTION

To be eligible to provide services in Brazil, it is mandatory for the supplier to set up a company in the country.

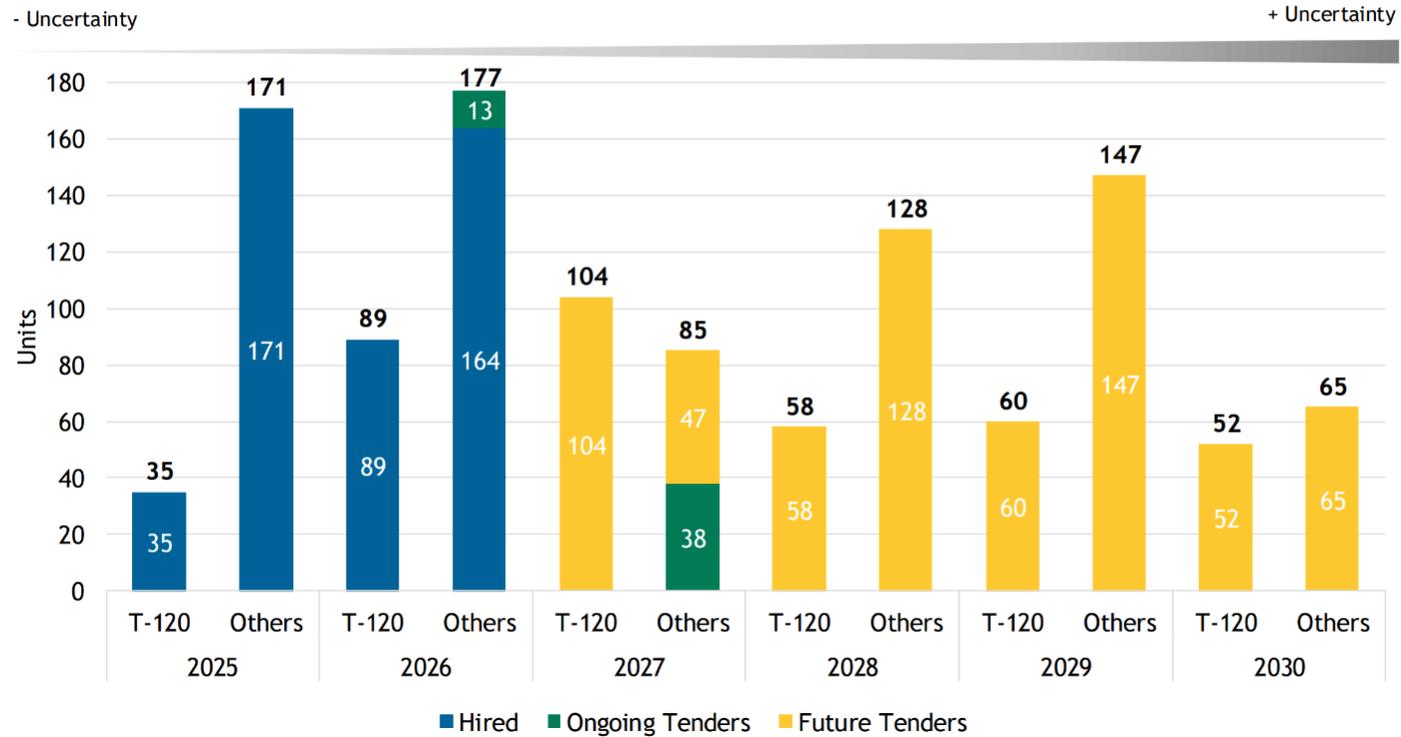
Public live sessions for suppliers demand drill-down



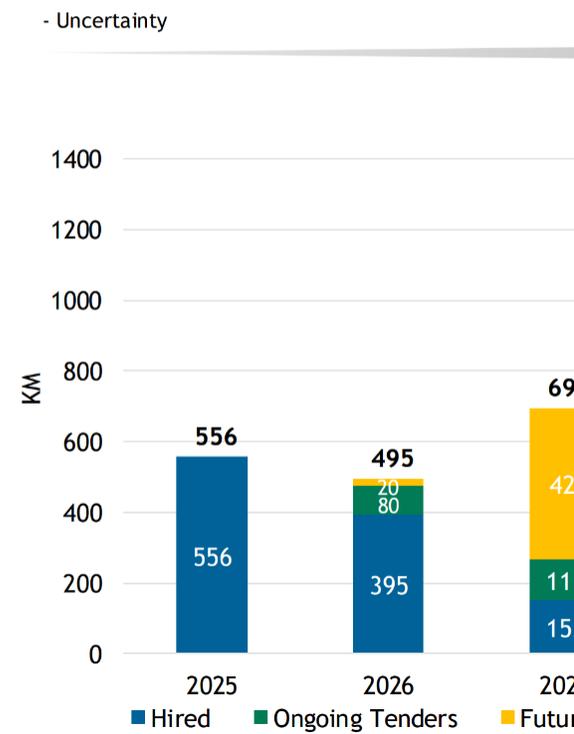
*The events are free and will be broadcast live via Microsoft Teams.
Check out the event agenda and join us!*

Public live sessions for suppliers demand drill-down

Torpedo Piles Subsea Forecast 2025-2030



Flexible Pipes Subsea Forecast 2025-2030

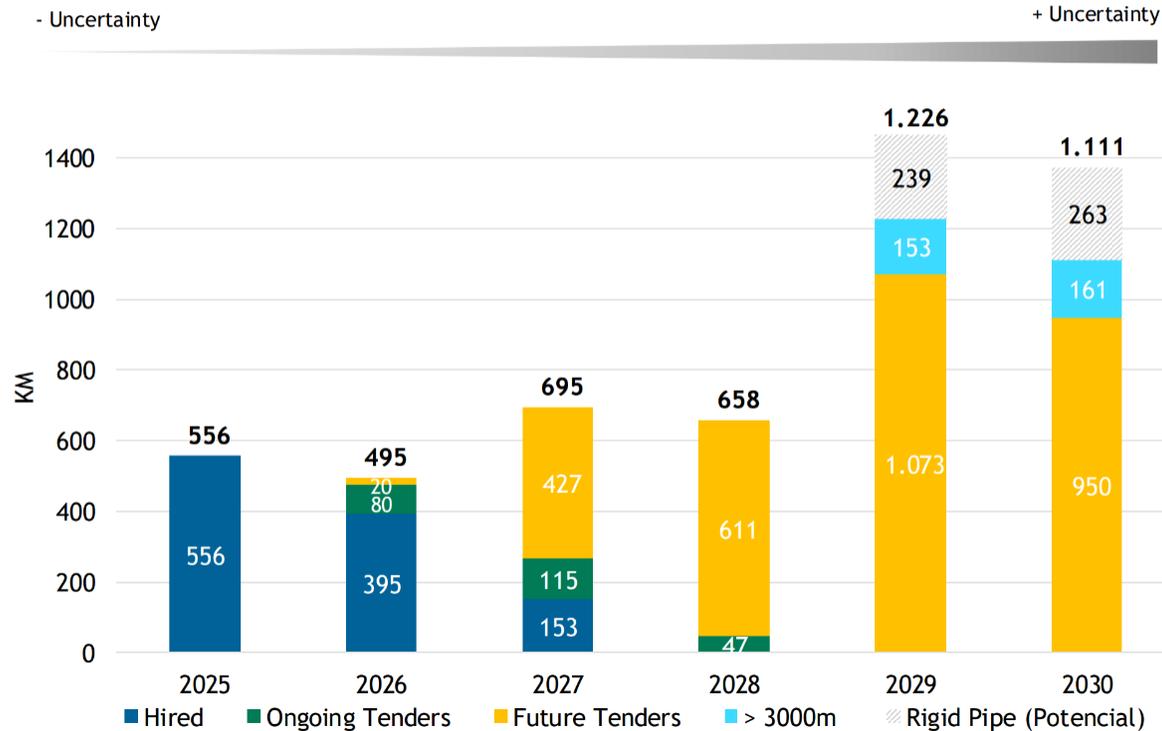


13/02

Subsea Equipment

Public live sessions for suppliers demand drill-down

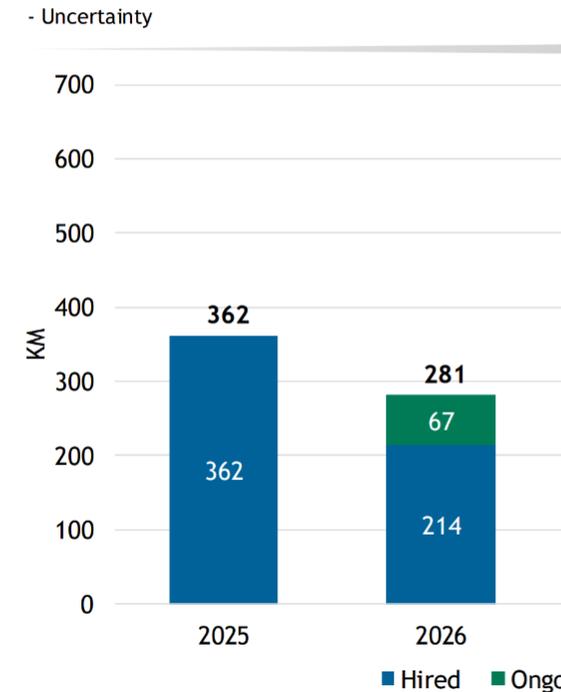
Flexible Pipes Subsea Forecast 2025-2030



*ETEC SCC-CO2 Solution: at least 202 km of qualified pipelines expected to be required in replacement projects from 2029 according to the qualification success and delivery availability.

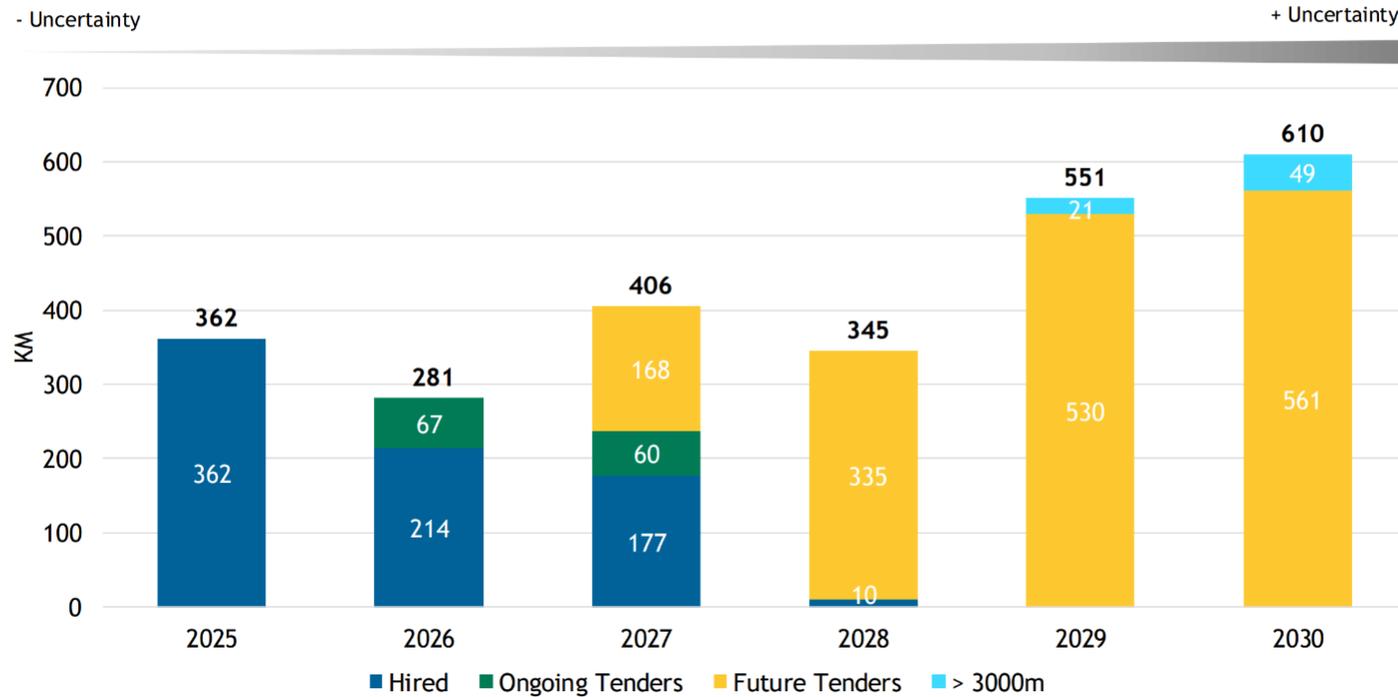
From 2029, the pipeline developed in SCC-CO2 Solution has the potential to compete for the demand currently indicated as rigid pipe.

Umbilicals Subsea Forecast 2025-2030



Public live sessions for suppliers demand drill-down

Umbilicals Subsea Forecast 2025-2030



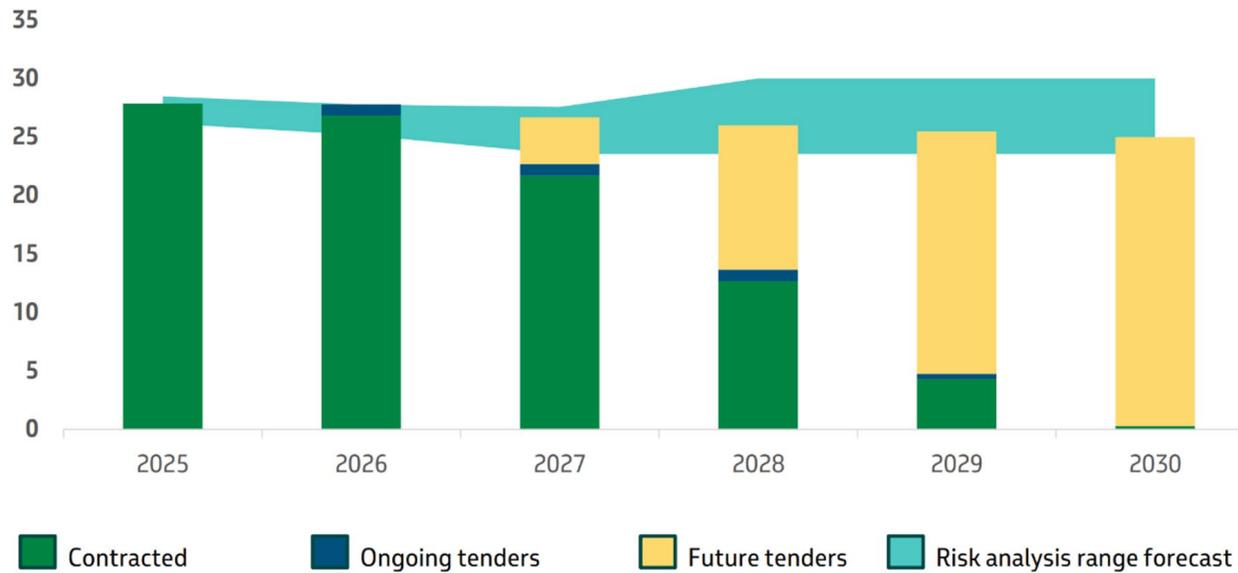
13/02

Subsea Equipment

Public live sessions for suppliers demand drill-down

DEMAND FORECAST

Expected demand for offshore units – “equivalent rigs” per year



¹ Inclui sondas DP, ancoradas, LWIV e jackup

PÚBLICA

TENDERS - WELL GOODS & SERVICES

Contracting processes

- Casing String Running
- Cement Supply
- Well Abandonment – Shallow Waters (Well Services)
- Well Abandonment – Shallow Waters (Hydraulic Rigs)

Contracted

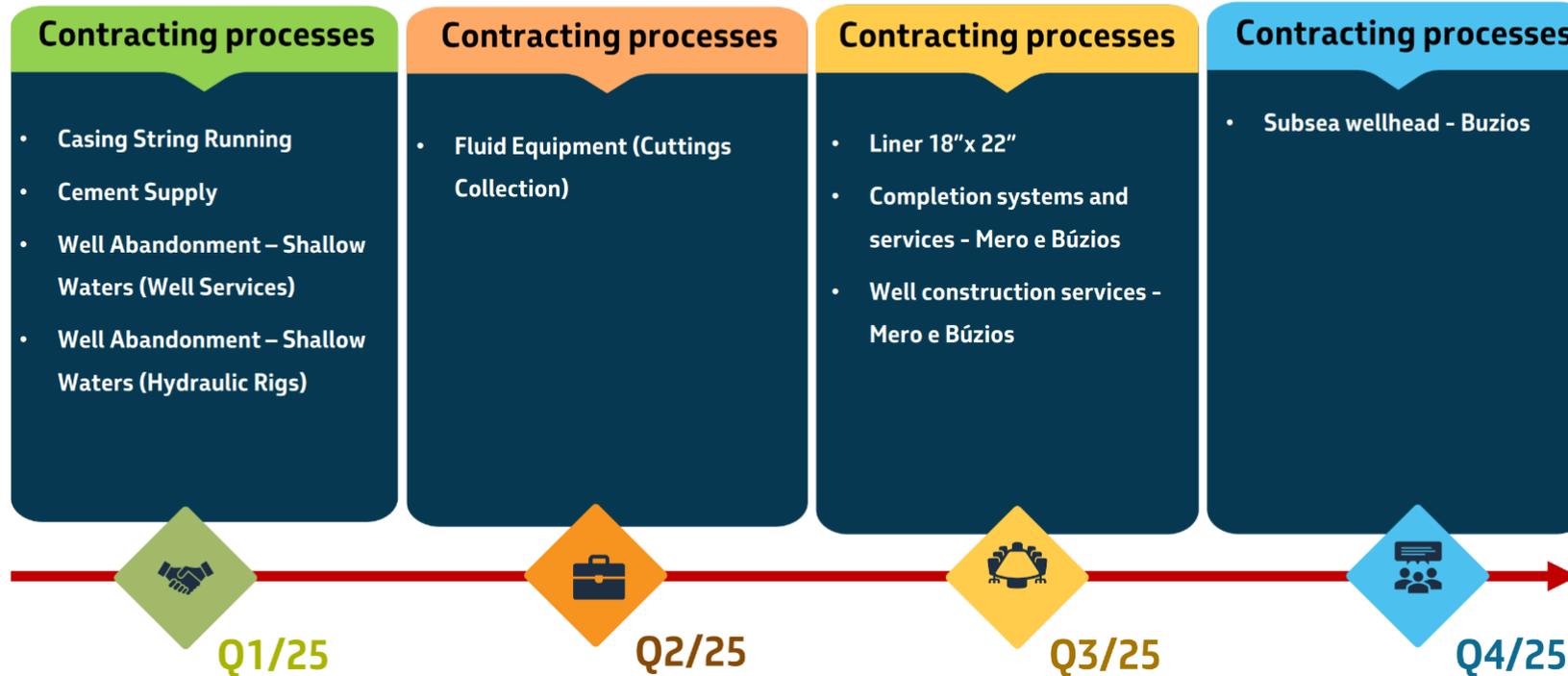
- Fluid Equipment Collection)



Q1/25

Public live sessions for suppliers demand drill-down

TENDERS - WELL GOODS & SERVICES - 2025



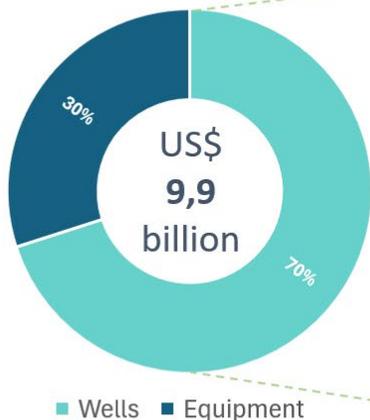
PÚBLICA

20/02

Well Constuction

Public live sessions for suppliers demand drill-down

BUSINESS PLAN 2025 – 2029



10 Platforms in the five-year period

	BP 25-29	After 29
Fixed	0	50
Floating	5	7
SS	5	1

+ 58 platforms after 2029

2 platforms expected for 2025

>400 wells to be abandoned

~50% subsea wells
~50% platform wells

~2000 Km of flexible lines to be collected

Portfolio for the next 5 years with adjustment of the removal schedule due to planned EPRD contracts

DESTINATION OF PLATFORMS



Platform berthing strategy as a solution for reducing offshore risks, logistics and emissions

REUSE

Initial studies are underway to check the feasibility of reusing the platforms

RECYCLING

Sustainable destination with a focus on generating value, circular economy, safety and respect for people and the environment





Partnerships with Brazilian companies

Petrobras conducts pre-qualification processes in order to qualify suppliers for its complex bidding processes.

These processes provide visibility throughout the supplier market to suppliers pre-qualified by Petrobras and, therefore, encourages partnerships between Tier 1 and Tier 2 suppliers of the supply chain.

These partnerships foster value generation and businesses opportunities once they:



Access Petronect now and-check the list of pre-qualified companies

www.petronect.com.br

- ✓ **increase responsiveness**, operational agility, performance levels, and local support.
- ✓ **optimize logistics costs.**
- ✓ **bring more security** to the supply of materials.
- ✓ **facilitate compliance with regulatory requirements (local licenses and certifications).**
- ✓ **minimize greenhouse gas (GHG) emissions** associated to transportation and distribution.
- ✓ **strengthen the local supplier base**, generating a positive impact on society and the economy.

Pre-qualification:

Identifying opportunities on petronect



Petronect

The Petronect >

Registration at Petrobras >

1 Purchasing and Contracting >

- About Purchasing and Contracting
- Opportunity Types
- Auctions
- Support Tools
- Public Bidding >
- ODDM Auction >

2 Prequalification >

 - 3** Open for Proposals
 - Completed

- PEPI >
- Quality of Goods
- Access Fee
- Transaction Fee

Portal

obras!

OPEN FOR PROPOSALS

COMPLETED

SUPPLIER

Access the public bidding no. 7004338481 for FPSO to SEARCH

PREQUALIFICATION OPENED CONSULTATION

Use the "SEARCH FOR" field to search for opportunities based on keywords, which can be: Hiring Object, Item Description, Family Description, Opportunity Number, Company, Date and Code of the family.

PUBLIC BIDDINGS

BUSCAR POR... 🔍

NUMBER	OBJECT	COMPANY	START DATE	OPTIONS	PRÉ-QUALIFICADO
7002146217	TUBO FLEXÍVEL SUBMARINO	PETROLEO BRASILEIRO S. A.	07.08.2018 17:00:00	I'm interested	
7002815133	PROCESSAMENTO PRIMÁRIO DE PETRÓLEO	PETROLEO BRASILEIRO S. A.	16.10.2019 14:00:00	I'm interested	
7002717740	SEQUESTRANTE H2S PARA INJEÇÃO EM SIST...	PETROLEO BRASILEIRO S. A.	26.08.2019 12:00:00	I'm interested	
7003559067	INSPEÇÃO DE DUTOS RÍGIDOS SUBMARINOS...	PETROLEO BRASILEIRO S. A.	14.07.2021 14:00:00	I'm interested	

All pre-qualification opportunities are available in the public area of the Petronect Portal at www.petronect.com.br

for the full list **Pre-Qualification Open for Participation**

Access here



Panorama

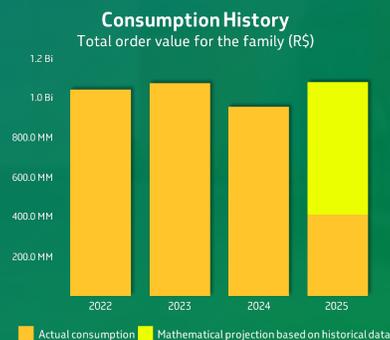
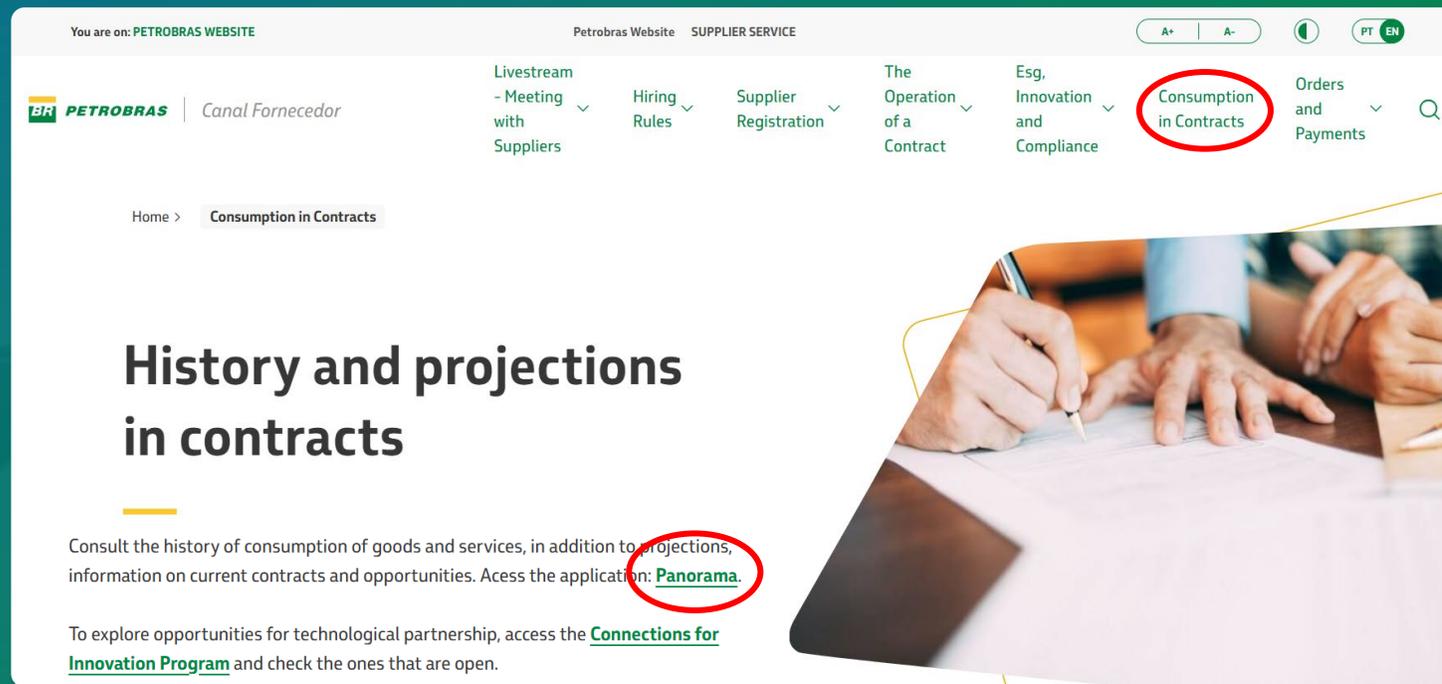
An **essential tool** designed to **spot** and **gear up** for business opportunities at Petrobras

Get **valuable insights** into the **consumption details** of our **current contracts**

Access the **Panorama** application



canalfornecedor.petrobras.com.br



Contracts approaching expiration

17 MAI 2025	PROPOSTA DE LICITAÇÃO DE SERVIÇOS DE MANUTENÇÃO DE EQUIPAMENTOS DE BOMBA D'ÁGUA	R\$ 314.1 K	R\$ 889.7 K
20 MAI 2025	PROPOSTA DE LICITAÇÃO DE SERVIÇOS DE MANUTENÇÃO DE EQUIPAMENTOS DE BOMBA D'ÁGUA	R\$ 68.4 K	R\$ 1.5 MM
22 MAI 2025	PROPOSTA DE LICITAÇÃO DE SERVIÇOS DE MANUTENÇÃO DE EQUIPAMENTOS DE BOMBA D'ÁGUA	R\$ 290.4 K	R\$ 3.6 MM
15 JUN 2025	PROPOSTA DE LICITAÇÃO DE SERVIÇOS DE MANUTENÇÃO DE EQUIPAMENTOS DE BOMBA D'ÁGUA	R\$ 29.7 MM	R\$ 43.2 MM



My Petronect

Our strategic analysis tool on bids



MY
PETRONECT

Petronect

- The Petronect >
- Registration at Petrobras >
- Purchasing and Contracting >
- My Petronect** ▾
 - Access to My Petronect
 - About My Petronect
- Electronic Signature >
- Latest News
- Help >

Portal

o bras!

OPEN FOR PROPOSALS

COMPLETED

SUPPLIER

Discover the opportunities for **TREM 2 to RNEST**

SEARCH HERE



Our strategic analysis tool on bids



**MY
PETRONECT**



More agility and efficiency for your business

Is it your first access?

Create an account

E-mail

name@email.com

Password

Password



Recover your password

Check e-mail

Sign in



API
store



API Store is out on Minha Petronect

Now you can integrate your systems quickly and efficiently using the **API Store**

Benefits:

- ✓ Quick access to public biddings
- ✓ Simplified integration to your ERP
- ✓ Process automation for further efficiency

Available APIs:

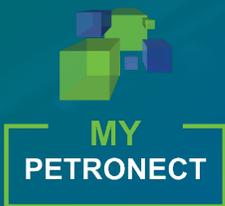
- 🔍 Consulting of Completed Public Bidding
- 📄 Consulting of Opened Public Bidding

It is available! Access now by Minha Petronect and check the prerequisites at API Store section to enjoy the News!



Match Relevance Public Bids

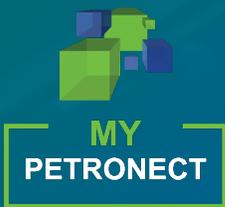
Performs keyword search across opportunity content, items, and attachments.



My Petronect

Suggestions of categories aligned to your portfolio

The solution suggests groups of Petrobras families (Supply List) from the searches and filters created by users.



My Performance Public Bids

- *Analyzes closed opportunities;*
- *Analyzes winning opportunities; lost, disqualified and declined;*
- *Bid' general performance*



API Store My Petronect

The Petronect API Store is an application that provides a variety of APIs to facilitate system integration and data access.

The screenshot displays the Petronect API Store interface. On the left is a sidebar menu with the following items: Welcome, Match Relevance, My Performance, Analytical Match, Access Fee, Family Suggestion, **Join API Store** (highlighted), Integrations, and Doubts. At the bottom of the sidebar is a 'Logout' button and the version number 'v25.0'. The main content area features a header with the Petronect logo and the text 'Hello! Meet and join the API Store!'. Below this are three expandable sections: '1 - What is the API Store?', '2 - Services offered', and '3 - How to participate in the API Store?'. A registration form titled 'API Store Registration Form' is highlighted with a blue border. The form includes input fields for 'Name', 'Last Name', and 'Email', each with a placeholder text: 'Enter your name', 'Enter your last name', and 'Email' respectively.



It serves as a secure and efficient bridge for the exchange of information between applications.

ESG program for suppliers

highlights

Learn more at the
Petrobras Supplier Channel



SUPPLIER MARKET EMPOWERMENT

SOME OF THE OFFERED CONTENTS

- Human Rights – A Petrobras Perspective
- Diversity, Equity, and Inclusion
- Prevention and Combat of Discrimination, Moral Harassment, and Sexual Violence
- Ethical Conduct Guide for Suppliers



+ 1.300
IMPACTED
PEOPLE

+ 730
ENGAGED
SUPPLIERS

Stay tuned for the opportunities on our portals



www.petronect.com.br/en

www.conexoes-inovacao.petrobras.com.br/en



Demands for Goods and Services



Petrobras **conexões** para inovação

Technological Innovation challenges



Customer Service Channels



Videoassistance



+55 21 3380-3341

ENGLISH *PRESS OPTION 1

www.petronect.com.br/en

Supplier Channel

Also access Petrobras' Supplier Channel to obtain additional information about our contracting rules, supplier registration, compliance, and the operation of contracts and bidding processes.



Supplier Channel

www.canalforneedor.petrobras.com.br/en

OTC exclusive help desk for Suppliers

During the OTC 5–8 MAY 2025



Whatsapp

+55 21 99181 1944



Email

suppliers.registry@petrobras.com.br

HELP DESK

+55 21 2166-0040



Brazil is our energy!