

Brazil Round 1



Legal / Tax Seminar and Technical Workshop

March 30-31, 1999

Rio de Janeiro, Brazil

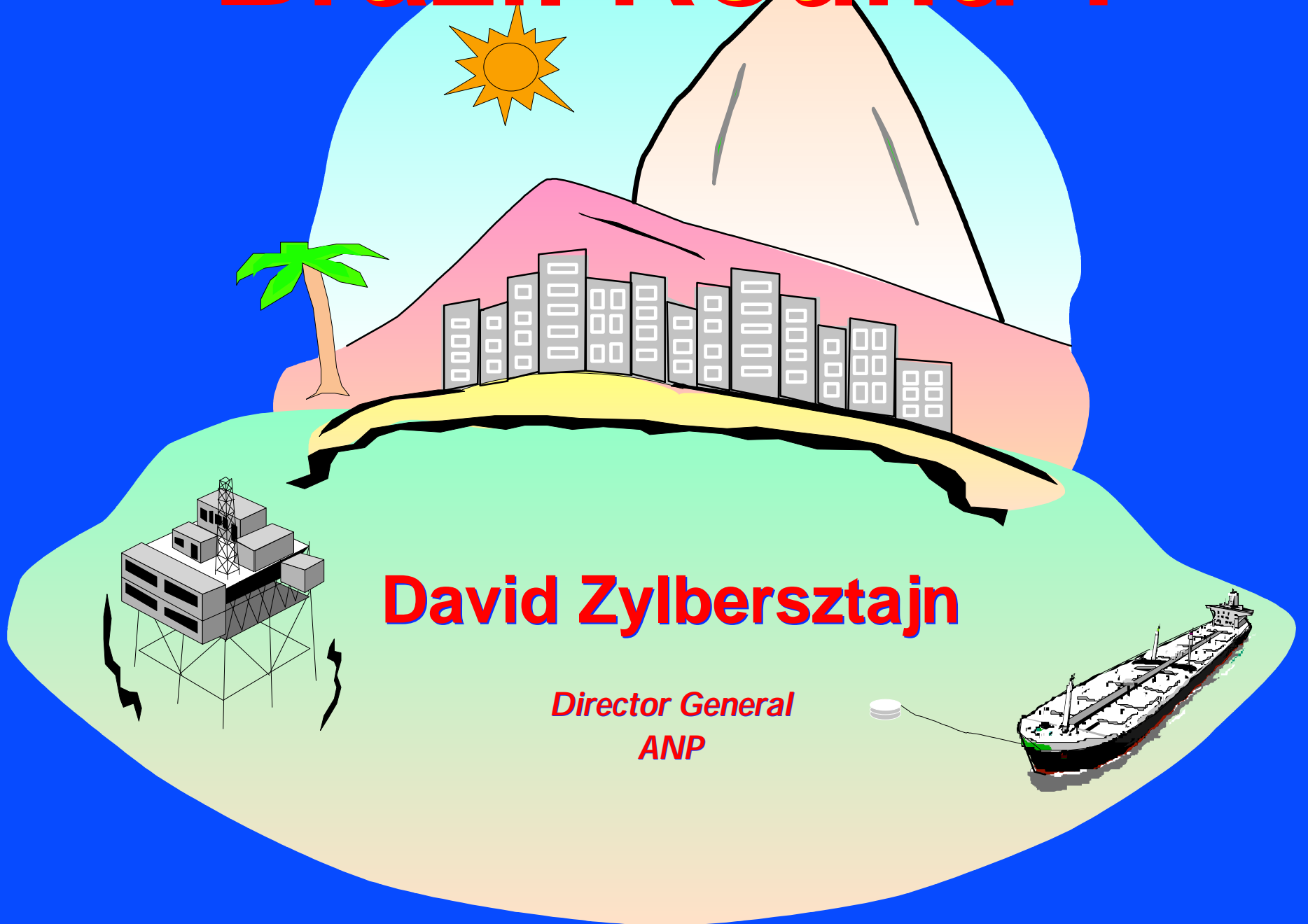
Brazil Round 1



**Maria Elisa Simões de
Ouro Preto**

*Superintendent - Institutional Relations
ANP*

Brazil Round 1



David Zylbersztajn

*Director General
ANP*

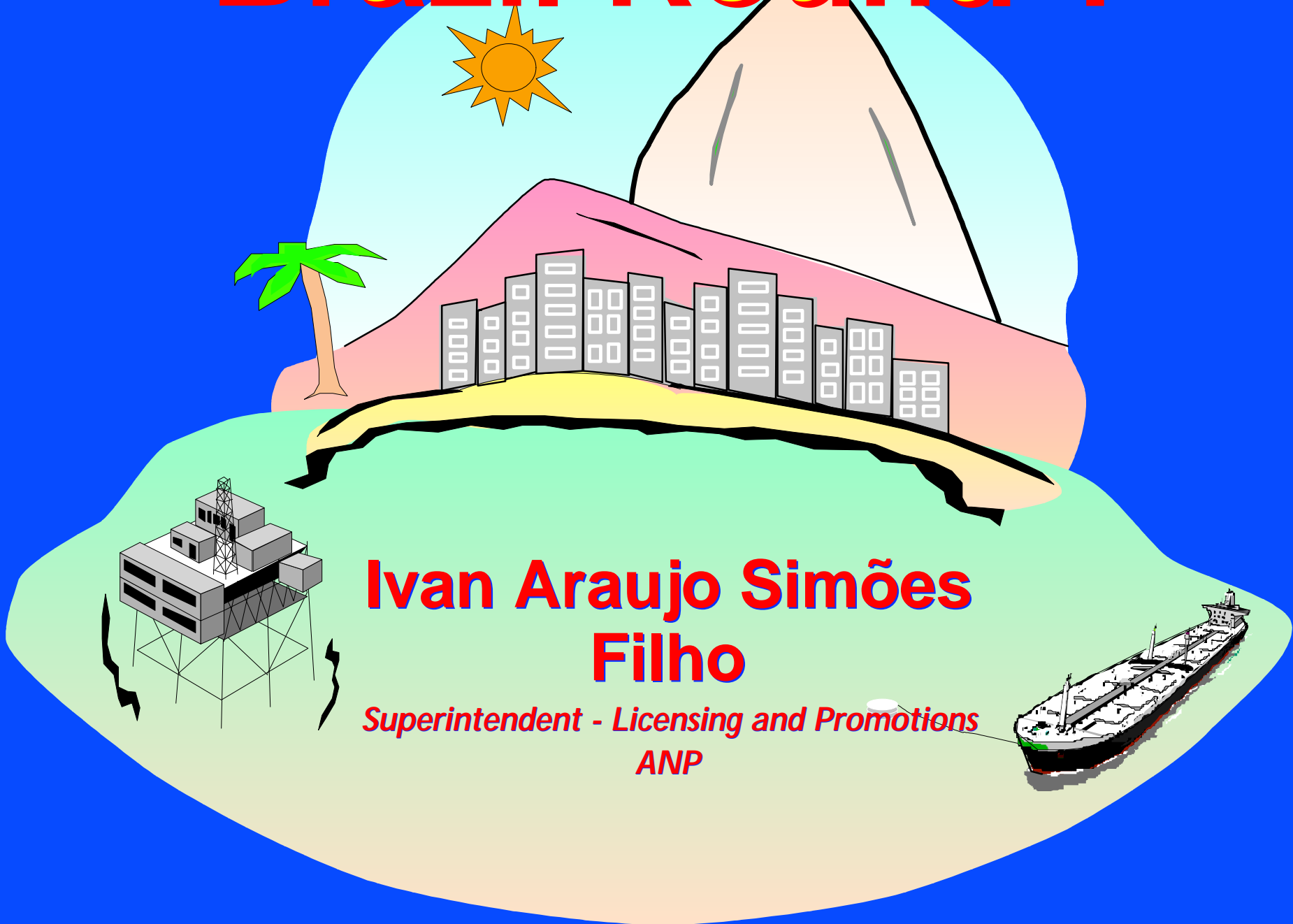


Objectives of Conference



- To provide understanding of conditions in Brazilian oil and gas sector in general and this first round in particular
- Provide a forum for all parties to understand each others' positions, perspectives and constraints
- Provide single point access to relevant ANP and external advisory personnel

Brazil Round 1

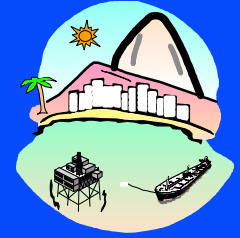


**Ivan Araujo Simões
Filho**

*Superintendent - Licensing and Promotions
ANP*



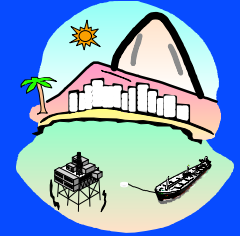
Conference Overview



- **Format**
 - **Main Sessions**
 - **Breakout Sessions**
 - **Written questions**
 - **Technical Workshop**
 - **Presentation Materials**



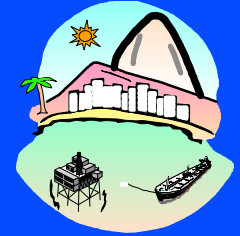
Main Sessions



- **Format**
 - **Lecture - presentation style with speakers from ANP and/or its advisors**
 - **Questions permissible if time allows but may be more fully answered and discussed in the breakout sessions**
 - **Attendance open to all participants**



Conference Agenda - Main Sessions



- **Main Sessions**

- **Tuesday am**

- Concession Agreement
- Government Take - Petroleum Law

- **Tuesday pm**

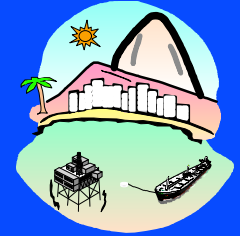
- Brazilian Tax System
- Exchange Controls
- Price Controls and Export Regulations

- **Wednesday am**

- Access to Infrastructure/Distribution
- Final Tender Protocol/Bidding Procedures



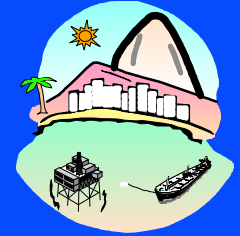
Breakout Sessions



- **Format**
 - **Forum for interactive discussion between companies and panels of ANP and its advisors**
 - **No formal presentation**
 - **Time slots noted on conference agenda**
 - **Sign-up on first come, first served basis at the registration desk**
 - **Limited to 20-30 participants per session**



Conference Agenda - Breakout Sessions



- **Tuesday am**

- None scheduled

- **Tuesday pm**

- Concession Agreement
- Government Take and Tax

- **Wednesday am**

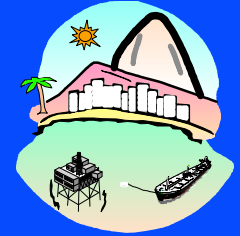
- Concession Agreement
- Government Take, Tax and Exchange Controls
- Regulatory I (Access, Gas, Price Controls, Export Regs)
- Regulatory II (Environment, Permitting)

- **Wednesday pm**

- Regulatory I
- Regulatory II
- Government Take, Tax and Exchange Controls
- Final Tender Protocol/Bidding Procedures



Technical Workshop



- **Format**
 - **Open to all participants**
 - **Informal workshop format**
 - **4 workstations with all data loaded**
 - **Base maps and seismic line data**
 - **ANP staff plus technical support**
 - **Principal Topics**
 - **Background and explanations of Minimum Work Programs**
 - **General discussion on geology/geophysics**
 - **Data package contents/formats**



Housekeeping Items



- **Presentation Materials**
 - All English language references to the Concession Agreement, Laws, Decrees and Regulation are unofficial translations. Only the Portuguese versions have legal effect
 - Copies of draft material available at registration desk
 - Final copies of all material available on web-site next week
- **Questions and Answers**
 - Encourage written questions submitted in advance to facilitate preparation and responsiveness in the breakout sessions
- **Breakout sessions**
 - Registration, cancellations and rescheduling
- **Meals**
- **Reception**



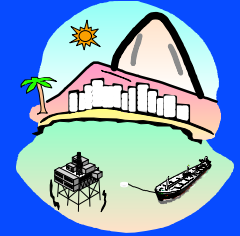
Housekeeping (Continued)



- Language
 - **Additional translators**
- Additional Session
 - **Concession Agreement and Final Tender Process**
 - Wednesday 4:00-5:30pm
 - Registrants after number 30 on 2:00-3:30 session will be automatically rescheduled



Brazil Round 1 Team



- ANP
- Gaffney, Cline & Associates
- Cleary, Gottlieb Steen & Hamilton
- Ulhôa Canto, Rezende e Guerra
- Domingues & Advogados



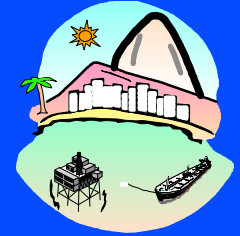
ANP



- **Concession Agreement**
 - **Sonia Maria Agel da Silva**
 - **Ivan Araujo Simoes Filho**
 - **Huascar Cahuide Lozano**
- **Government Take- Petroleum Law**
 - **Rafael Schechtman**
 - **Decio Barbosa**
 - **Afranio Acioli de Oliviera**
- **Price Controls/Export Regulations**
 - **Adriano Jose Pires Rodrigues**
 - **Sylvio Murad**
 - **Leonardo Campos**



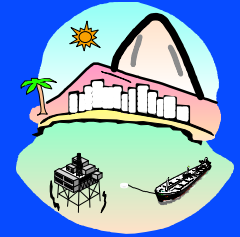
ANP (continued)



- **Access to Infrastructure/Distribution**
 - Carlos Valois Braga
 - Gilson Krause
 - Jose Cesario Cecchi
 - Guilherme Barbosa Vinhas
 - Fabiano Pompermayer
- **Environmental/Permitting**
 - Osvaldo Trevisan
 - Oswaldo Antunes Pedrosa Jr.
 - Nilce Olivier Costa
 - Telma Maria M. Malheiros (IBAMA)
- **Tender Protocol/Bidding**
 - Cesar Goncalves
 - Ivan Araujo Simoes Filho
 - Sonia Maria Agel da Silva



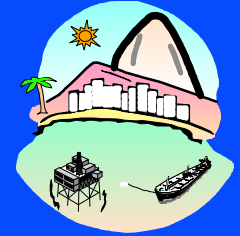
ANP (continued)



- **Technical Workshop**
 - **Renato Senna**
 - **Fabio Pinto**
 - **Sandro Mercio**
 - **Davilson Andrade**
 - **Daniel Pedroso**
 - **Orivaldo Bagni**
 - **Marco Antonio Lellis**
 - **Ademar Fujita**
 - **Paulo Araripe**



ANP Advisors



- **Gaffney Cline & Associates**
 - **Bill Cline**
 - **Bob George**
 - **Menno Dinkelman**
- **Cleary Gottlieb Steen & Hamilton**
 - **Russell Pollock**
 - **Ricardo Anzaldúa**
 - **Gyedre Oliveira**
- **Ulhôa Canto Rezende e Guerra**
 - **Condorcet Rezende**
 - **Paulo Valois Pires**
- **Domingues e Avogados**
 - **Jose Marcos Domingues de Oliviera**
- **Spot Training**
 - **Professor Antonio Nicoletti**