

Brazil - Oil & Gas

Bridges over troubled waters – future perspectives

26. April 2018

10 a.m. to 1 p.m.

DNV GL, Brooktorkai 18, 20457 Hamburg

Media room

Brazil approved pre-tender for latest oil and gas bidding round scheduled for 2018. The reduction in offshore exploration activities, combined with a stagnant Brazilian economy, have caused the Brazilian government to realize the importance of the oil industry and to implement needed reforms. Starting in mid-2016, new policies and regulations emerged, designed to attract national and foreign investment. These changes have also been facilitated by Petrobras' ongoing massive divestment plan, which includes not only upstream, but also midstream and downstream assets. These changes may represent a significant shift in the entire chain of the Brazilian oil and gas sector, with the entrance of new players in the market.

Petrobras remains the principal operator and producer, but other big oil companies, such as Shell, Statoil, and Total have demonstrated their appetite by investing significantly in Brazil. In view of the launch of Petrobras' divestment plan and the new regulatory framework for the oil and gas industry, one may expect an opening on the Brazilian market.

This event brings latest information directly from players in Brazil and is designed to include active discussions on the perspectives and challenges of your company on the Brazilian market.

The event will be in English, please register by email: b.sachsse@lateinamerikaverrein.de until 16th April. Participants will be charged with a fee as contribution to expenses of € 50,00.

10 a.m.

Welcome

Christian Freiherr von Oldershausen, Vice President, Naval Segment Director, Business Development; Member of the Executive Committee, Lateinamerika Verein (LAV), Hamburg

10:05 a.m.

Experiences and services of recent years in Brazil

Dr. Felix Weise, Acting Country Manager Oil & Gas Germany, Authorised Representative Germanischer Lloyd Industrial Services GmbH

10:25 a.m.

Brazil: a window of opportunity for the Oil&Gas Business

Milton Costa Filho, Secretary General of IBP – Brazilian Petroleum, Gas and Biofuels Institute, Rio de Janeiro, Brazil; member of the Executive Board of the World Petroleum Council

10:45 a.m.

Best Practice: Brazilian Market

LESER GmbH, Joachim Klaus, CEO
MAN Diesel & Turbo do Brasil, Jens Hueren, Managing Director & Director Turbo Division, Rio de Janeiro, Brazil

11:15 a.m.

Brazilian Oil and Gas sector reopening Petrobras divestments, production sharing regime and local content requirements

Dr. Marcello Lobo, Partner, Pinheiro Neto Advogados, Rio de Janeiro, Brazil
Recommendations for M&A or joint ventures and tax opportunities
Luís Rogério G. Farinelli, Partner, Machado Associados, Rio de Janeiro, Brazil

11:25 a.m.

**Discussion : Business and Perspectives in Brazil
with comments from the audience**

Participants :

- Wintershall do Brazil, Dr. Gerhard Haase, General Manager, Rio de Janeiro, Brazil
- VDMA, Hauke Schlegel, Managing Director, AGMarine Equipment and Systems, Hamburg
- MAN Diesel & Turbo do Brasil, Jens Hueren, Managing Director & Director Turbo Division, Rio de Janeiro, Brazil
- *Moderation: LAV*

12:00

Get Together