

# 2<sup>nd</sup> quarter 2020 Performance

Webcast July 31, 2020



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Non-sec compliant oil and gas reserves: cautionary statement for us investors

We present certain data in this presentation, such as oil and gas resources, that we are not permitted to present in documents filed with the United States Securities and Exchange Commission (SEC) under new Subpart 1200 to Regulation S-K because such terms do not qualify as proved, probable or possible reserves under Rule 4-10(a) of Regulation S-X

## Our actions against Covid-19



#### Prevention and focus on health and safety

- Home office for more than 24,000 people, extended until December 2020
- More than 120 thousand tests carried out with a comprehensive testing strategy for suspects, their contacts and for screening
- Real-time monitoring of cases using data intelligence
- Special care for boarding platforms: home isolation, virtual briefing and medical screening with testing at airports
- More than 90 thousand liters of gel alcohol made available in the units with adjustments in operational routines and reinforcement in cleaning
- More than 2.5 million face masks were distributed in the operational units
- Rigorous risk assessment for the return of staff (in person) at operational units





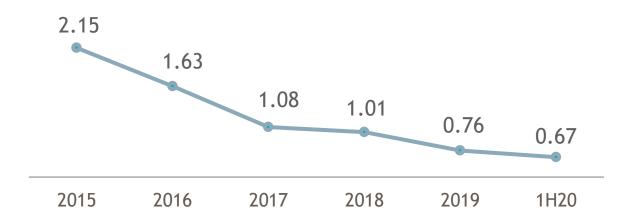
# ESG Environmental, Social and Governance



# Safety as priority



# **TRI**Total recordable injuries per million man-hours



#### Ambition of zero fatalities

- >> Top metric is TRI <1,0</pre>
- Continuous reduction of TRI, with a level significantly below our peer group benchmark



#### **Evolution of ESG indicators**

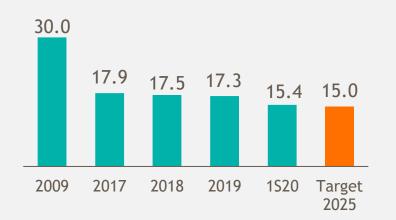
Monitoring our sustainability commitments



 Solid reduction in absolute emissions since 2015. The target is not to exceed 2015 emissions even with higher production

# Carbon Intensity E&P

kgCO<sub>2</sub>e/boe produced



 From 2009 to 2019, the CO<sub>2</sub>e intensity for the E&P segment dropped 42%. The target for 2025 is to reach 15.0 kgCO<sub>2</sub>e/boe produced

#### Carbon Intensity Refining

kgCO<sub>2</sub>e/CWT\*



In the last 2 years the CO<sub>2</sub>e intensity for the Refining segment has dropped 3%. The target for 2025 is to reach 36.0 kgCO<sub>2</sub>e/CWT

<sup>\*</sup> The CWT (Complexity Weighted Tonne) of a refinery considers the potential for distillation - equivalent CO2 emissions for each process unit.

# Focus on ESG with increased transparency in 2Q20

- Top metrics: carbon intensity impacting executive compensation
- Support and 100% compliance with Task Force on Climaterelated Financial Disclosure - TCFD
- New carbon reduction targets from the Oil and Gas Climate Initiative - OGCI
- Climate Change Supplement Update
- Code of Ethical Conduct
- New Human Rights guidelines
- Disclousure of the Sustainability Report





# Financial Highlights



## **Highlights**

Despite the macroeconomic crisis, we managed to generate solid results



Positive free cash flow of US\$ 3 billion



Solid cash position of US\$ 19.5 billion



Decrease of net debt by US\$ 2 billion despite the crisis



Total cash inflow from divestments of US\$ 997 million in 2020



US\$ 3.25 billion issue of Bonds maturing in 2031 and 2050



Records of daily oil production in the pre-salt in Búzios, reaching 674 kbpd and 844 kboed on 07/13



Positive impact of US\$ 1.4 billion in EBITDA with the exclusion of VAT tax (ICMS) from the PIS/COFINS calculation basis since 2001

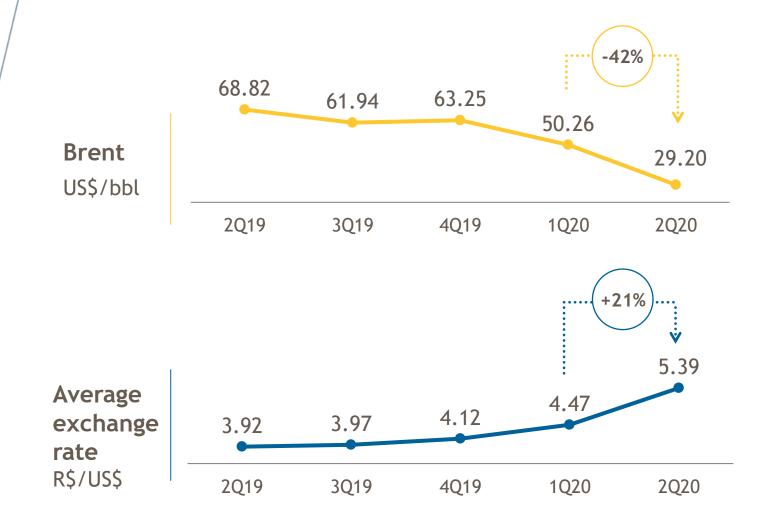


So far 10,312 employees have signed up for different voluntary dismissal programs, 23% of the workforce



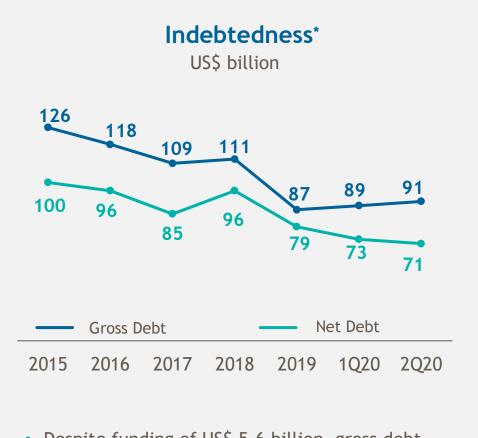
# Oil price shock in 2Q20

Strong depreciation of Brent and BRL

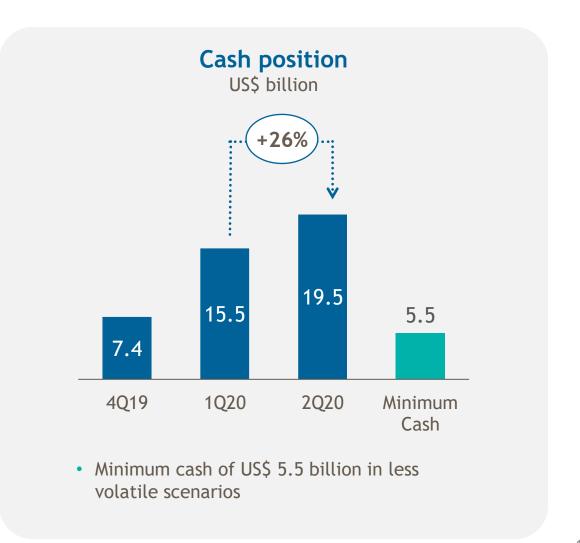


## Slight increase in indebtedness despite the crisis

Robust cash position to face the crisis



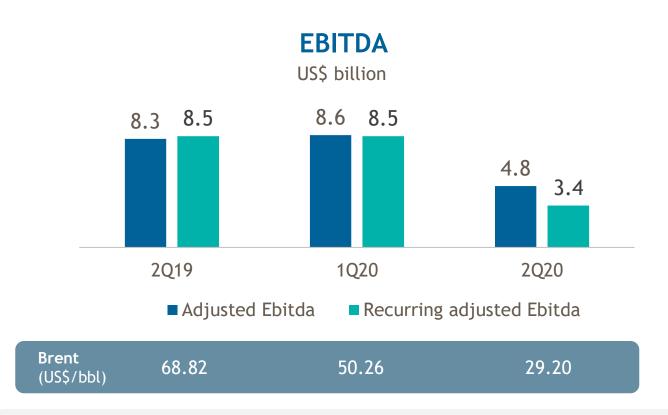




<sup>\*</sup> As of 2018, values include leases



# EBITDA reflecting the effects of the crisis

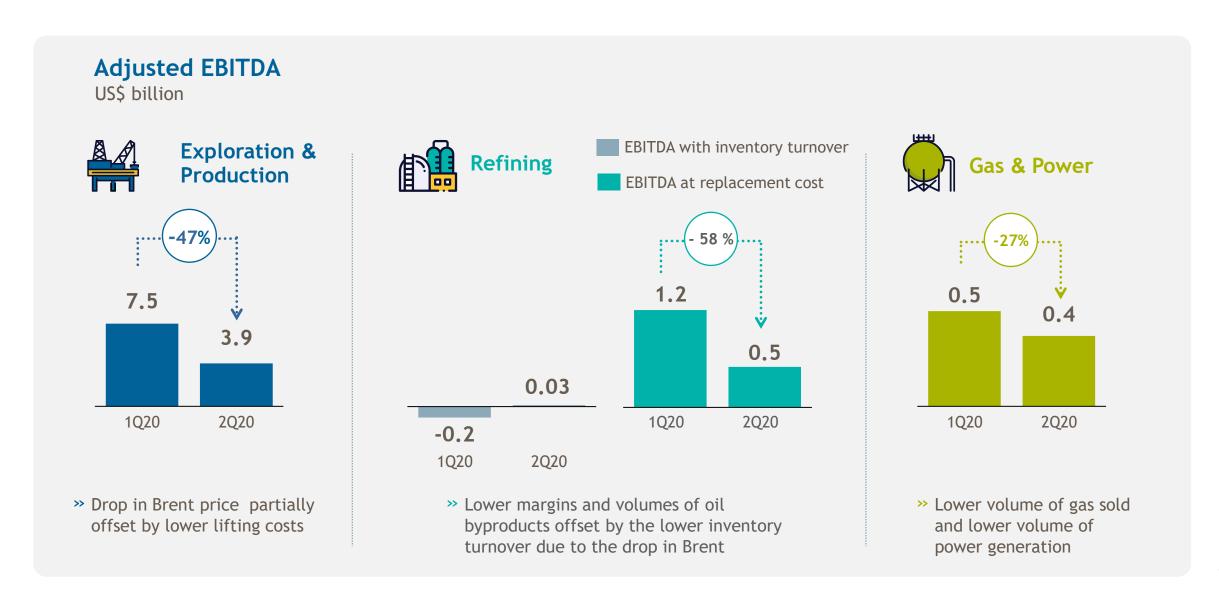


#### 2Q20 x 1Q20

• Effects of the Brent shock, lower volumes and higher expenses with voluntary dismissal plans and hedges, partially offset by the exclusion of VAT tax (ICMS) from the PIS/COFINS calculation basis, and the equalization of the Production Individualization Agreement for the shared reservoirs of Tupi, Sépia and Atapu

# **EBITDA** by business segment

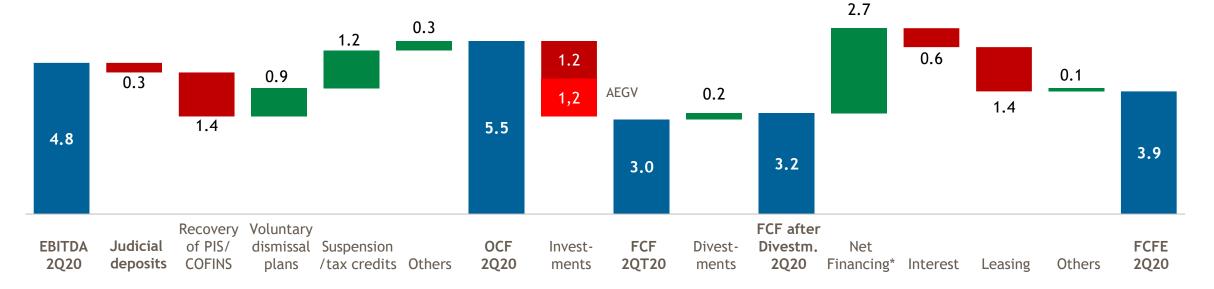
The fall in Brent and demand for oil products mainly affected the E&P and Refining segments



## Strong cash generation despite the crisis

#### Evolution of cash flow in 2Q20

US\$ billion

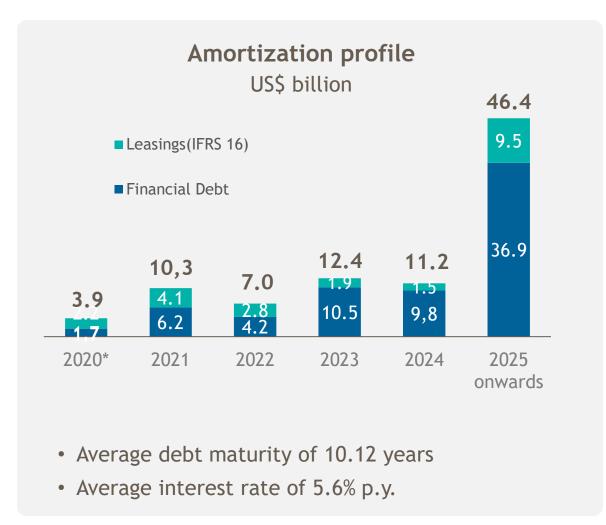


- Equalization of the Production Individualization Agreement (AEGV) of Tupi, Sépia and Atapu with a positive impact of US\$ 0.7 billion in OCF and a negative US\$ 1.2 billion in investments
- Funding of US\$ 5.6 billion, of which US\$ 3.25 billion refers to Bonds issued
- US\$ 3.5 billion payment of loans and financing

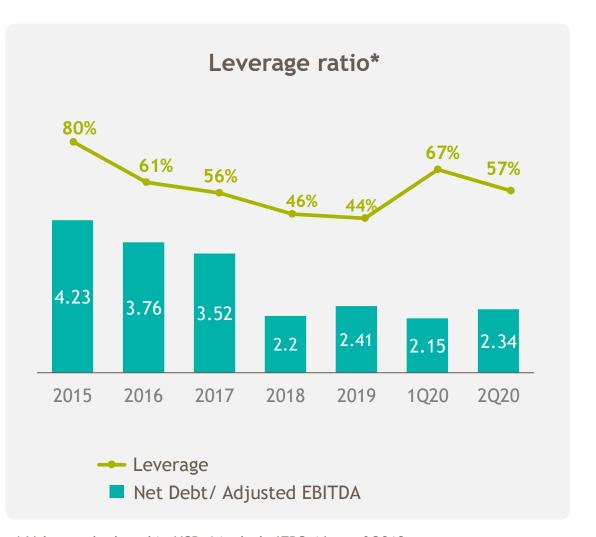
<sup>\*</sup> Includes funding, amortization and prepayments

## Debt profile

51% of debt due after 2025



<sup>\*</sup> Relative to the amortizations scheduled for the months of July to December

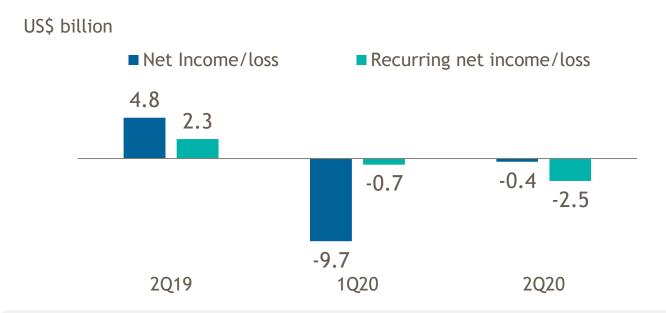


<sup>\*</sup> Values calculated in USD / include IFRS-16 as of 2019



#### Net result

Reflects the impact of the crisis, voluntary dismissal programs and financial results



#### 2Q20 x 1Q20

- Lower volumes and higher expenses with voluntary dismissal programs and hedges
- Positive effect with the exclusion of ICMS from the PIS/COFINS calculation base
- Positive effect with the equalization of the Individualization Agreement for the production of the shared reservoirs of Tupi, Sépia and Atapu

# Divestments continue moving forward

Total cash inflow of US\$ 997 million in 2020





# Exploration & Production Highlights

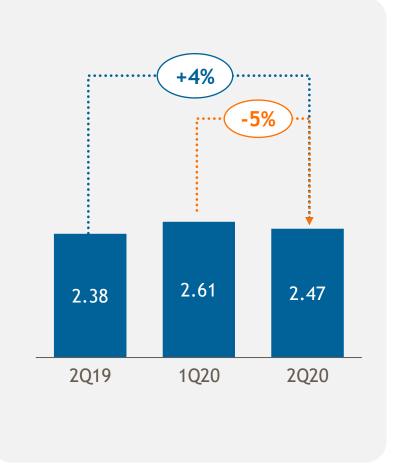


# 31% growth in pre-salt production in 1 year

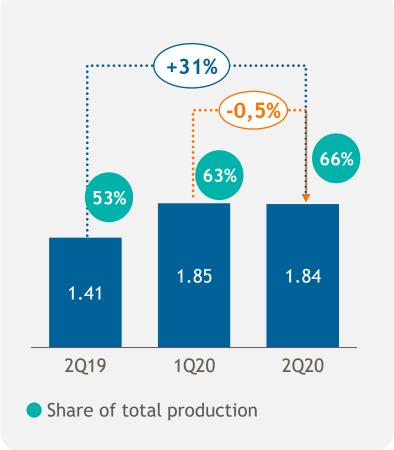
Oil and gas production million boed

+6% 2.91 2.80 2.63 0.57 0.54 0.53 2.34 2.26 2.10 2Q19 1Q20 2Q20 Oil Gas

Commercial oil and gas
production
million boed

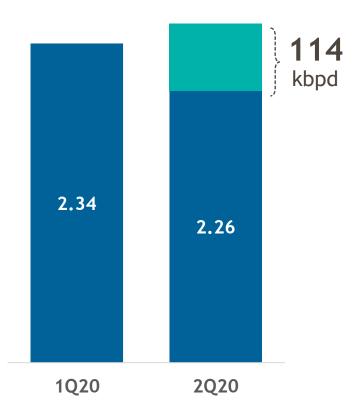


Oil and gas production in the pre-salt



# Operational performance remains high despite the effects of Covid-19







#### **Effects of Covid-19**

- Interruption or delay in repairs
- Reduction of demand in April
- Mothballing of plataforms

#### Pre-salt

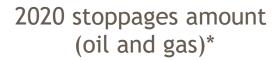
- Better operational efficiency in the pre-salt layer
- Lower number of interventions associated with CO<sub>2</sub> corrosion
- Agility to increase oil exports

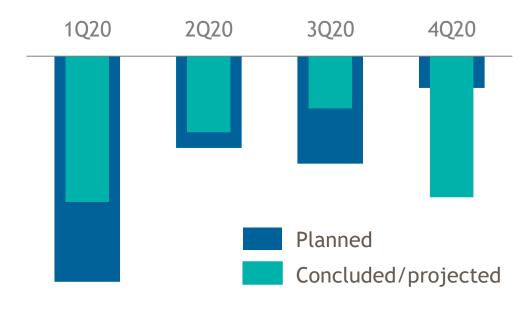




# Maintaining the 2020 production target

Major maintenance stoppages postponed until 4Q20, but some activities already completed





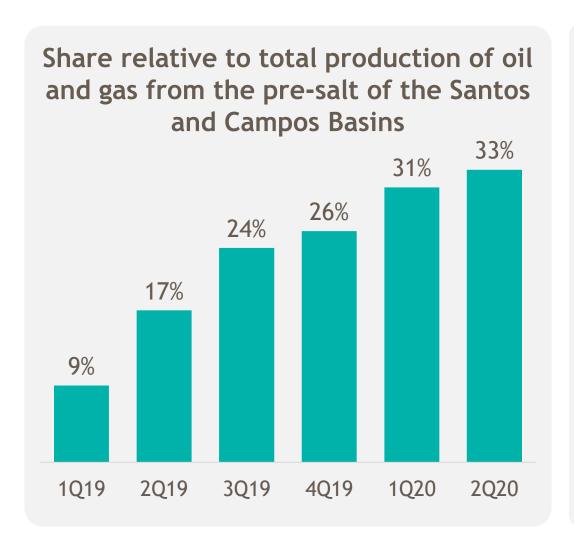
<sup>\*</sup> Includes scheduled stoppages and interventions

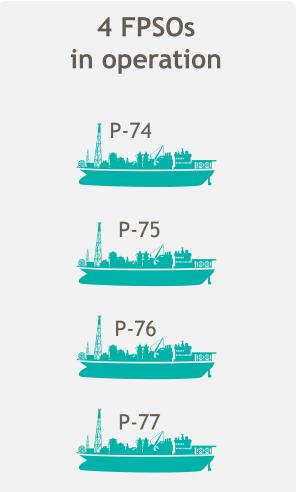


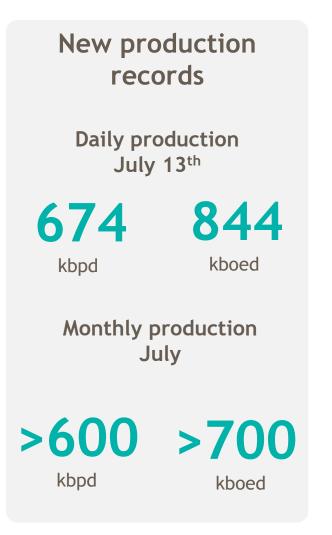
#### **Effects of Covid-19**

- Prioritization of key services
- Normalization expected for September 2020

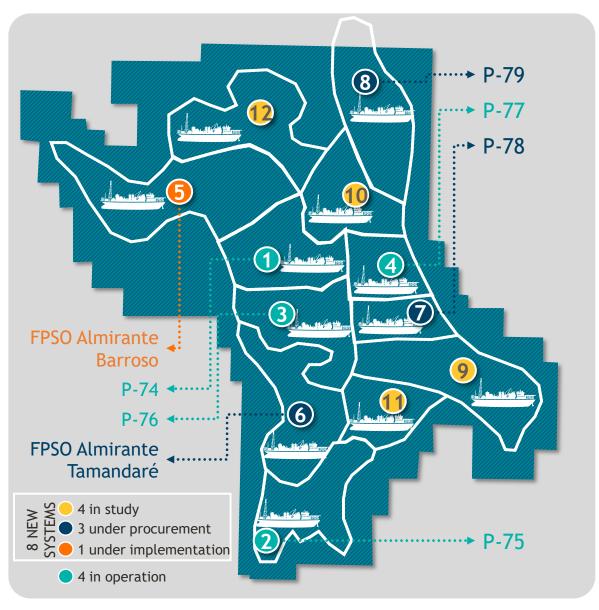
## Búzios: records and good results of a world class asset





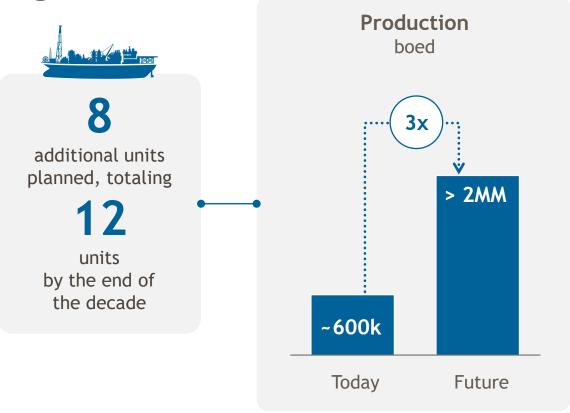


### Búzios: the giant of the pre-salt





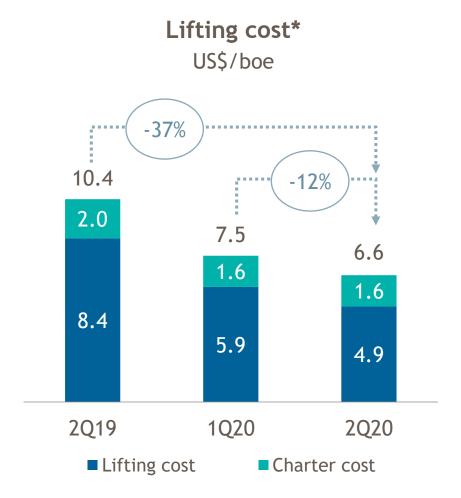
#### Most valuable asset for Petrobras

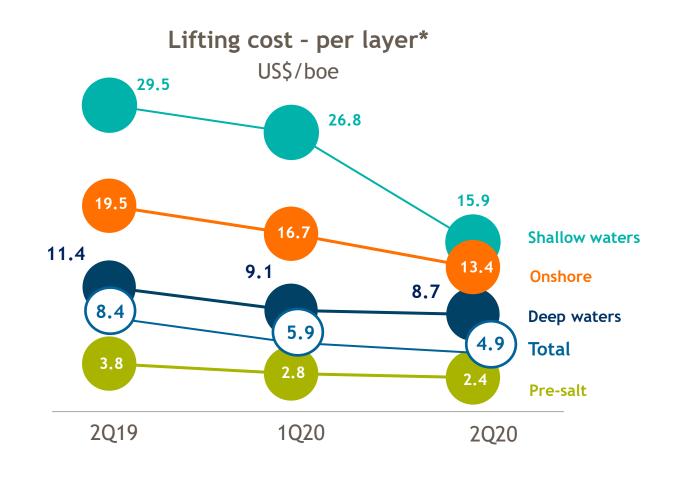


Negotiations with CNOOC, CNODC and PPSA for the Co-Participation Agreement are going well, with conclusion expected by the end of 2020

# Lifting cost bellow 5 US\$/boe in 2Q20

Strong reduction in shallow waters due to mothballing of platforms





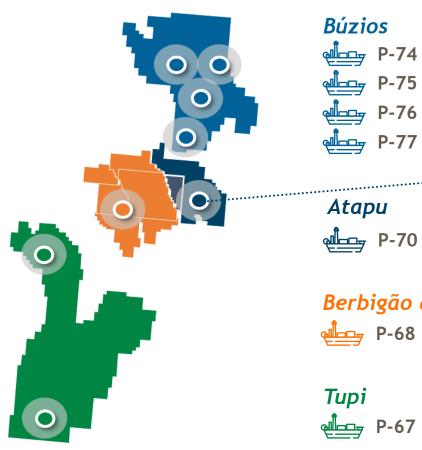


# Production Development Highlights



# Ramp-up of new production systems

8 new units added 1.2 million bpd of production capacity



P-74 5 producer wells
4 producer wells







#### Berbigão and Sururu





P-67	6 producer wells
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#### **Highlights**





Start-up of P-70 (June 25<sup>th</sup>)



P-67 reached production capacity with 6 wells (July 13<sup>th</sup>)



Increase of Búzios' production capacity with safety

### Approval to start hiring for new projects in Búzios

3 FPSOs





2 owned with capacity of 180 kbpd

7.2 million m<sup>3</sup> of gas



FPSO Almirante Tamandaré

1 chartered with a capacity of 225 kbpd
12 million m<sup>3</sup> of gas



It will be the largest unit operating in the country and one of the largest in the world

Wet Christmas Trees - WCT



Subsea equipment necessary to control the flow of fluids produced or injected into wells

WCT Pre-Salt 2.0



Improvements to meet new requirements in Búzios and enable increased production in the field

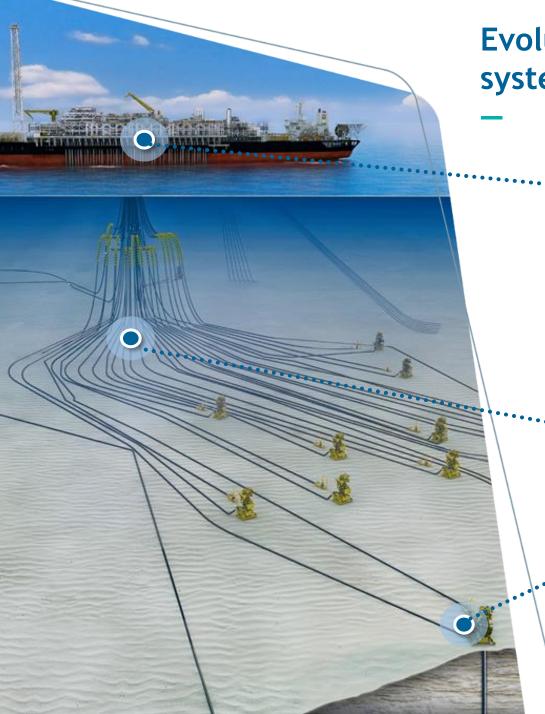
Other contracts



Drilling rigs, well services and submarine collection and export system



Expected to start in the next 18 months



# Evolution in the concept of the new production systems of Búzios Pre-Salt

#### **Production Unit**

- New **generation of FPSOs** with incorporation of lessons learned on design, supplier pre-qualification and construction
- Higher oil processing capacity of the units (180 Kbpd and 225 Kbpd)
- Attendance to the percentage of **local content** required in Búzios field (25%)
- Procurement model in accordance with Brazilian Law

#### Subsea System

- Rigid 8" oil production pipelines, with optimized riser configuration and flow rates above 50,000 bpd
- Arrangement with 100% rigid lines

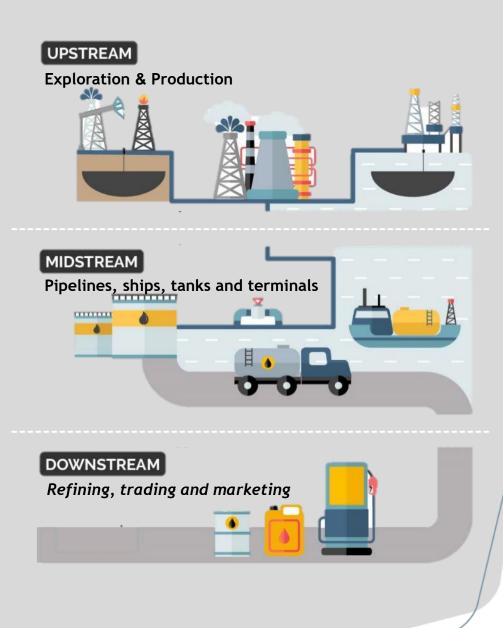
#### Wells

 Open Well in Intelligent Completion: production optimization and construction time and cost reduction



# Logistics Highlights





# **Logistics Department**

Working on interfaces and strategy to bring even more competitiveness to E&P and Refining



#### Strategy

Ensure more competitiveness through Logistics Logistics is key in production pricing



#### More efficiency (E&P/Refining)

Remove the logistics bottlenecks, increasing the flexibility and efficiency of operations



#### Investments

Integrated portfolio analysis evaluating product flow alternatives with expansion of piers and pipelines



#### Relationship improvement

Petrobras and third parties leading, for example, to the best use of our logistics capacity

# Logistics in numbers

Largest fleet of DP vessels in the Southern hemisphere, operating in America, Europe, Asia and Africa



# Offloading operations 1.800/year



Sea cargo

107 ships +240 thousand tons transported/year



#### Tanks of oil and ethanol products

4.7 million m<sup>3</sup>



20% offshore world air transport

+900 thousand passengers/year



Material stock

R\$ 11.2 billion of stock 1 million items



#### Spill recovery system

35 OSRV 51 CREs - Pipeline Repair Center Pipeline Protection Intelligence



# 100% of the country's oil pipelines



172 ships

138 TCP 8 barges 312 travel/year VCP



#### **CNAN**

National Ship Monitoring Center



#### Ship-to-ship operations

Oil exports Derivatives imports



#### Oil tanking

5.4 million m<sup>3</sup> 47 terminals



#### **CNCL**

National Center for Logistic Control 24x7 operation



# LPG Tanking 477 thousand m<sup>3</sup>

#### **Storage units**

35 warehouses in industrial units, energy and shared services

### Generating value with the coordination of the production chain

During 2Q20, even in an adverse scenario, we generated over US\$ 500 million in gains



Integrated gains in 2020 US\$ 518 million

#### **Integrated Logistics Strategy**



- ✓ Product mix review
- ✓ Asset optimization
- ✓ Removing logistical bottlenecks
- ✓ Scenarios optimizations
- Capture opportunities

## Additional OPEX gains from asset optimization

Some of the actions implemented during the crisis will bring benefits throughout the year

#### Highlights

- Contract suspension of 6 MR ships and 1 Handy from third TCP
- Contract ships COA and VLCC and ship-to-ship renegotiation
- Improvement of information flow for Offhire recovery and Underperformance
- Postponement of 13 new PSV vessels and fleet adjustment to demand (hibernated fields)
- Suspension of new vessels contract to support TO Offloading and Maintenance

OPEX reduction target in 2020 US\$ 332 million\*



# Transpetro amplified its operational efficiency and cost optimization

Coordinated work with Petrobras to maxime value generation with a focus on business continuity and operations safety



#### Transformational agenda

Implementation of a new Board of Directors, Management structure optimization (24% savings), overhead reduction (voluntary dismissal program with more than 600 candidates) and increased productivity



Ships average age reduction (from 13.6 to 7.7 years) and raising the level of availability to 99% in May



Cash impact from cost optimization in 2020 of

US\$ 174 million\*



#### Social work

Donation of 992 tons of food to communities in São Paulo

<sup>\*</sup> Excluding exchange rate variation for the year



The results of integration and efficiency in logistics challenges can already be seen through successive product movement records

Efforts and coordination between the E&P and Refining departments with significant results in reducing capital employed and operating revenue

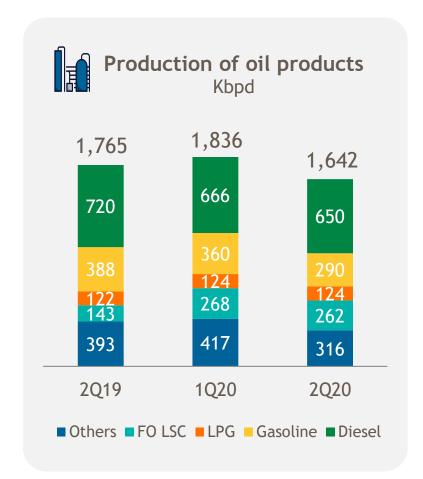
- Record handling of fuel oils for export In May, we moved the record volume of 1.11 M tons of fuel oils through the ships and terminals we operate
- ✓ Madre de Deus waterway terminal (Temadre) In May there was the biggest movement since 2015, with a volume of 2.773 MM m³, still reaching the historical record in the OC movement of 545.378 thousand m³
- ✓ Terminal de Suape (PE) Record of 2,166,501 m³ of products handled in May, exceeding 2,101,000 m³, verified in February. We also recorded a record 33 ship to ship operations
- ✓ Terminal de Santos Record handling in May of 850,933 m³, the highest since September 2016. We also highlight the handling of 248,096 m³ of dark products, the best since 2015

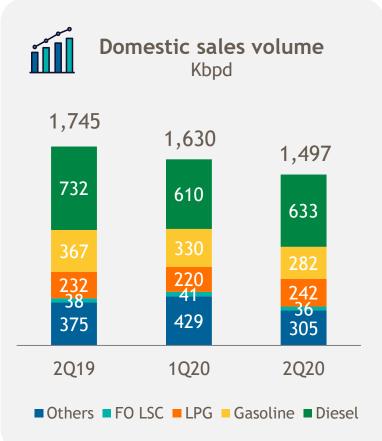


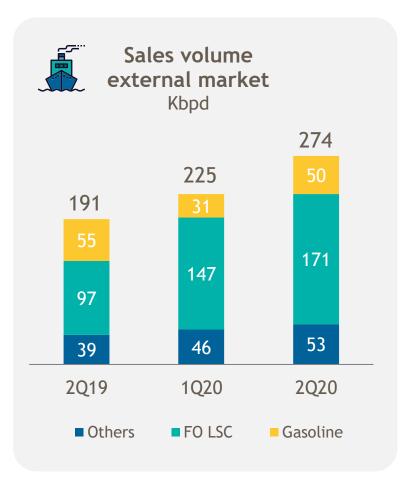
# Refining, Marketing and Natural Gas Highlights



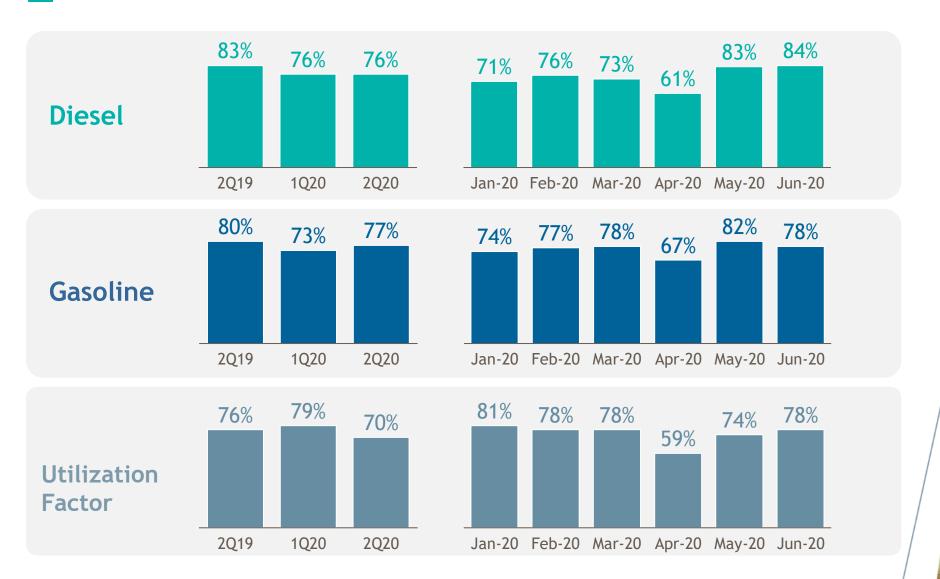
# Sales volume strongly affected by social isolation measures, with the most significant impact in April







# Market share and refining park utilization had their worst month in April





Several production records and marketing of high value-added oil products tested the refining park potential



As a result of efforts to capture the gains associated with the entry of the new bunker quality into the world, we recorded monthly production records for these LSC Fuel Oil streams at REPLAN and RNEST in 2Q20



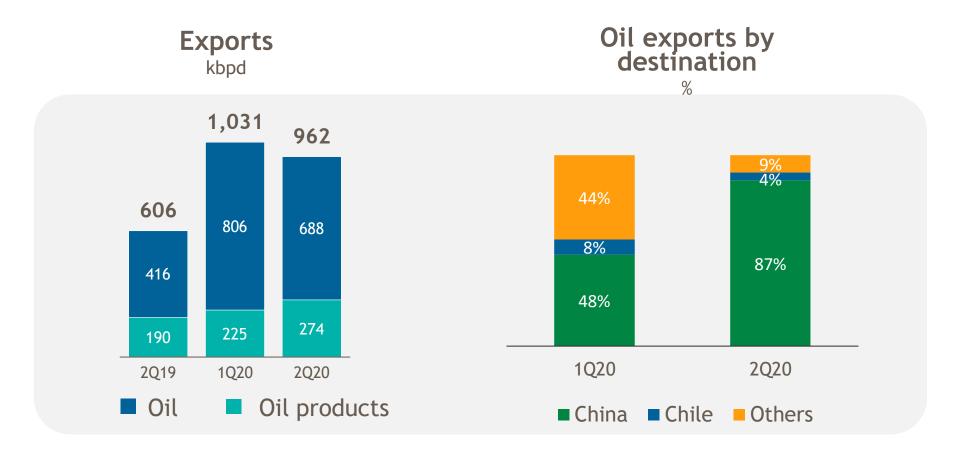
In response to the falling demand for oil products in the face of the pandemic, we improved our product mix and hit record monthly production of S-10 Diesel, a high value-added oil product, at REPAR, REPLAN and RPBC in June and RLAM and REFAP in May



In addition, we recorded monthly LPG sales records in May and June, respectively at REDUC and REVAP



## Records and significant increase in exports in 2020





In April, oil exports confirmed the upward trend surpassing the mark of 1 million bpd leaving the coast, thus setting a new record



# The digital twin has improved the profitability of the refineries by optimizing processes



Digital twin allows the virtual testing of choices on a digital version of the refinery before choosing one of the paths to follow at the unit in production, defining in advance the most efficient operation



The model is already implemented in eleven refineries: REFAP, REPAR, RECAP, RPBC, REVAP, REPLAN, REDUC, REGAP, RNEST, LUBNOR and REMAN

Gain in 2019 US\$ 66 million

Expected gain in 2020 US\$ 154 million

# We are already producing the NEW GASOLINE Better quality, performance and efficiency

- From 2017 onwards, engine breakdown problems began to occur in new vehicles, with many complaints from the consumer market (dealers, mechanics and distributors)
- The import and formulation of lower quality gasoline than those produced by Petrobras compromised the performance of the vehicles
- The proposal for a new specification, Resolution ANP 807/2020, includes 2 gasolines: Common C Gasoline and Premium C Gasoline
- Introduction of minimum RON octane rating, as in European countries, to protect the engine in detonation; and minimum density, avoiding formulations of gasoline with lighter naphtha

Specification		Common C Gasoline	Premium C Gasoline
Octane rating (min.)	RON	92*/93**	97
Density 20°C (min.)	kg/m³	715	715





# Production tests of RENEWABLE DIESEL are performed at REPAR



Petrobras' technology processes vegetable oil with oil streams in the hydrotreatment unit to obtain \$10 Diesel with renewable content



The tests consisted of coprocessing soy oil together with diesel streams in REPAR's hydrotreatment unit

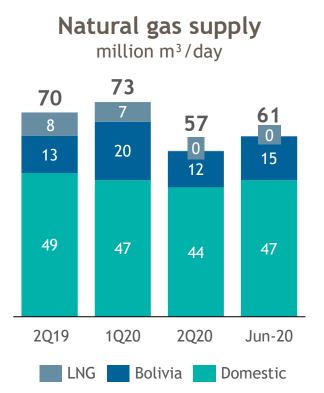
#### The main benefits of renewable diesel in relation to biodiesel are:

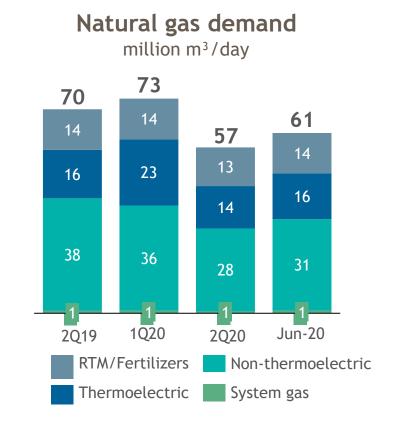
- The high cetane number, which gives better combustion quality and performance;
- Greater stability to oxidation and lower water absorption, can be added in any proportion to high-performance diesel, reducing greenhouse gas emissions and;
- Low contaminant levels, preserving fuel injection systems and not impacting the catalysts of emissions reduction.



Regulatory recognition of renewable diesel is required for RenovaBio (C-Bios) targets and mandatory blending of biodiesel into diesel

# The G&E area was also affected by the pandemic, with the most significant impact in April







Negotiations between Petrobras, natural gas producers, transporters and distributors, with application of the force majeure clause and minimization of Covid-19 impacts for the sector's agents





# 2<sup>nd</sup> quarter 2020 Performance

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