



Investment Opportunity in Refining and Logistics
Assets in the State of Pernambuco
("RNEST Cluster")

# Transaction Summary

# 1. Opportunity Description

- 1.1 Petróleo Brasileiro S.A. PETROBRAS ("Petrobras") operates and holds a 100% interest in a cluster of downstream and midstream business activities in the State of Pernambuco ("Assets" or "RNEST Cluster")
  - The Assets comprise of one refinery, one storage terminal and a set of long and short pipelines that interconnect the
    refinery and terminals and also enable direct access to the oil supply chain and the Brazilian oil products consumer
    market
- 1.2 Petrobras is initiating a competitive process to sell a 100% equity stake ("Process") in a company that will encompass all of the Assets ("Potential Transaction")

# 2. Overview of the Process

- 2.1 Petrobras has retained Citigroup Global Markets Assessoria Ltda. ("Citi") to act as its exclusive financial advisor in connection with the Potential Transaction
- a) Should any recipient/participant who meet all the Eligibility Requirements ("Prospective Purchaser") be interested in participating in the Process, it will be required to formally notify Citi up to July 15<sup>th</sup>, 2022 of its interest through the Contact Information, described on Page 4, in order to receive the required documents to participate in the Process: (i) Confidentiality Agreement ("CA") and Compliance Certificate ("CC")
- b) Distribution of the Confidential Information Memorandum ("CIM") will commence on July 29<sup>th</sup>, 2022 to Prospective Purchasers who have executed the CA and CC
- c) The deadline to execute the CA and the CC and obtain access to the CIM by the Prospective Purchasers will be July 29<sup>th</sup>, 2022
  - It is recommended that Prospective Purchasers execute the CA and CC as soon as possible, since any delays may
    affect investors' timeframe to analyze this opportunity
- d) Petrobras will decide if the process will have a non binding phase or if the process will be conducted directly to the binding phase

# 3. Eligibility Requirements

- 3.1 In order to participate in the Process, a Prospective Purchaser must meet at least one of the criteria described below ("Eligibility Requirements"):
- a) Oil & Gas companies: companies with annual revenues, in 2021, in excess of US\$3.0 billion that own and operate assets in oil & gas production, refining, transportation, logistics, retail, trading or distribution of oil and / or oil products
- b) <u>Financial investors and others</u>: investor or economic group must have assets under management or control of at least US\$1 billion



# Transaction Summary (Cont'd)

3. Eligibility
Requirements
(Cont'd)
Compliance
Requirements

3.2 By participating in the Process, the Prospective Purchaser agrees not to engage in any conduct, action or omission that violates any applicable law regarding business ethics, including, but not limited to, the US Foreign Corrupt Practices Act, the UK Bribery Act and Brazilian Federal Law n. 12.846/2013 (Brazilian Anti- Corruption Laws).

- 3.3 Neither the Prospective Purchaser nor its affiliates shall be listed in the following restrictive lists:
- a) Office of Foreign Assets Control (OFAC) and other lists of sanctions (embargoes) used by Petrobras in its Compliance process;
- National Register of Ineligible and Suspended Companies "Cadastro Nacional de Empresas Inidôneas e Suspensas" (CEIS), National Register of Punished Companies "Cadastro Nacional de Empresas Punidas" (CNEP) (Available at: http://www.portaltransparencia.gov.br); and
- c) Companies prevented from contracting with Petrobras "Empresas impedidas de transacionar com a Petrobras" (Available at: http://transparencia.petrobras.com.br/licitacoes-contratos).
- 3.4 If, at any time, a Prospective Purchaser, or any of its affiliates, (i) is identified in the abovementioned hypothesis, or (ii) fails to meet any of the abovementioned requirements, it may be excluded from the Process.
- 3.5 In the Compliance Certificate, the Prospective Purchaser shall indicate, with detailed description, where applicable, whether it or any of its affiliates, its respective managers and to the knowledge of the potential assignee after due verification, their respective employees, representatives and agents (i) is subject to any Sanction; (ii) is owned or controlled by persons or entities subject to Sanctions (iii) is located, has been constituted or is resident in a country subject to any Sanction; or (iv) has the predominant part of its commercial affiliation or business with any Sanctioned Person or in a Sanctioned Country.
- 3.6 Petrobras will evaluate the information presented by the Prospective Purchaser in accordance with item 3.4, above. In case the evaluation demonstrates that such Prospective Purchaser participation causes any breach of any Sanction applicable to Petrobras such Prospective Purchaser will be excluded from the Process, if applicable.
- 3.7 For the purposes of clause 3.4, Sanction means (i) sanctions, (ii) regulations, (iii) embargoes or (iv) restrictive measures that have been administered, enacted, imposed or enforced by any Sanctions Authority.
- 3.8 Sanctions Authority means the United Nations, the World Bank, the United States of America, Canada, the United Kingdom, the European Union, the Netherlands and Brazil, including the instrumentalities, institutions and agencies thereof.
- 3.9 In order to participate in the Process and comply with the requirements, the Prospective Purchaser must sign a Compliance Certificate, in strict terms of the template to be provided by Petrobras.
- 3.10 Petrobras will verify the accuracy of the Compliance Certificate and compliance with the above requirements, upon Prospective Purchaser's assumption of the confidentiality obligations necessary to participate in the Process.
- 3.11 During the Process, the Prospective Purchaser may be asked to complete a compliance questionnaire for integrity risk assessment under Petrobras' Corruption Prevention Program (PPPC) and the Anti- Corruption Laws.



# Transaction Summary (Cont'd)

- 4.1 A Prospective Purchaser will be allowed to form a consortium, association or present a joint offer ("Joint Offer") with an independent party, or parties, to participate in this Process
- a) The Joint Offer must have a leader, which is the Prospective Purchaser that will lead negotiations with Petrobras and will be the main communication channel between Petrobras and the Joint Offer ("Joint Offer Leader")
- b) In such case, Joint Offer Leader will be required to immediately after deciding to present a Joint Offer with all Joint Offer Members inform Petrobras of its intention to present a Joint Offer, including information such as which are the parties willing to participate in the Joint Offer ("Joint Offer Member(s)") according to the deadline previously set in the Instruction Letter delivered together with the CIM.
- c) The Joint Offer formation request must contain (i) powers of attorney granting powers to the Joint Offer Leader granted by the other participants of the Joint Offer; and (ii) a statement by the Joint Offer Leader confirming that it is not acting as an intermediary in the Potential Transaction.

# 4. Joint Offer Formation

- 4.2 The Joint Offer formation will be subject to Petrobras approval, provided that it meets the legal criteria and the rules established herein and further detailed in the Instruction Letter
- 4.3 The formation of a Joint Offer is permitted only if (i) the Joint Offer Leader meets all the Eligibility Requirements, and (ii) all Joint Offer Members, other than the Joint Offer Leader, meet the Eligibility Requirements except the requirements indicated on items 3.1.a and 3.1.b
- 4.4 Each Joint Offer Member must execute its own CA and CC directly with Petrobras in order to access any non-public information related to the Potential Transaction or the Assets
- 4.5 Once Petrobras evaluates and accepts that all Joint Offer Members comply with Eligibility Requirements, such Joint Offer Members will be allowed to present a Joint Offer
- 4.6 Each Prospective Purchaser may only submit one proposal on each phase of the Process, either individually or as part of a Joint Offer
- 4.7 In case of a Joint Offer formation after the non-binding phase (if applicable), the Joint Offer Leader must necessarily have submitted a non-binding offer either individually or as a Leader of a Joint Offer, and have been selected to participate in the binding phase. The Joint Offer Members, other than the Leader may be changed after the non-binding phase, provided that any new member willing to join a Prospective Purchaser selected for the binding phase (Leader) has never been, or is no longer in the process because it has not been classified for the binding phase
- 4.8 Prospective Purchasers that have been selected for the binding phase in a individual proposal can not associate with each other
- 4.9 A Prospective Purchaser that has been selected for the binding phase as a Joint Offer Member can not associate with another Prospective Purchaser that has been selected, either in an individual or as a Joint Offer Member, for the binding phase



# Transaction Summary (Cont'd)

4. Joint Offer Formation (Cont'd)

4.10 A Joint Offer Member can abandon the process. If the member which left the Joint Offer is the Joint Offer Leader, it is mandatory that at least one of the remaining Joint Offer Members selected to the non-binding phase becomes the new Joint Offer Leader, since it meets all the Eligibility Requirement including item 3.1.a and item 3.1.b. In other words, the new Joint Offer Leader must be one of the Prospective Purchasers since the non-binding phase and fulfills the Eligibility Requirements individually; a new participant who joins the process after the non-binding phase can not become the Joint Offer Leader of the binding joint proposal. In this situation, the power of attorney vesting powers to the Joint Offer Leader signed by the other participants of the Joint Offer shall be updated. If there is no other participant in these conditions, the binding proposal will be disqualified

5. Further Considerations

5.1 During the Process, Petrobras may perform preventive risk analysis, in compliance with Anti-Bribery Law and the Petrobras Program for Preventing Corruption - PPPC, and may ask any Prospective Purchaser to fill out a detailed questionnaire to verify the compliance of its practices and conducts with the Anti-Bribery Law

5.2 The Prospective Purchaser that may effectively buy the Assets must comply with all technical and regulatory requirements in effect at the time of the closing date and Petrobras reserves the right to demand such compliance on the final and definitive agreement from the Prospective Purchaser as a condition to the closing of the Potential Transaction.

5.3 A Declaration of independent Proposal shall be submitted until the submission of the offer

5.4 The Prospective Purchaser acknowledges that the Potential Transaction and the Process shall follow the rules established in the document entitled "Termo de Compromisso de Cessação de Prática" signed between Petrobras and the Administrative Council for Economic Defense ("CADE") on June 11th, 2019 (available at:

 $\frac{\text{https://cdn.cade.gov.br/Portal/Not%C3\%ADcias/2019/Cade\%20e\%20Petrobras\%20celebram\%20acordo\%20para\%20venda}{\%20de\%20refinarias\%20de\%20petr\%C3\%B3leo} \underline{\text{tcc-cade-petrobras.pdf}}).$ 

6. Contact
Information

6.1 Queries from Prospective Purchasers which meet the abovementioned Eligibility Requirements should be addressed exclusively to Citi individuals at <a href="mailto:project.downstream@citi.com">project.downstream@citi.com</a>

- This e-mail should be used only for the purposes of the Potential Transaction
- Under no circumstances should any contact be made with the management or employees of Petrobras or any of its affiliates

6.2 Any general questions or inquiries not specific and directly related to the Potential Transaction should be addressed to the following website: <a href="http://transparencia.petrobras.com.br/">http://transparencia.petrobras.com.br/</a>



## **Transaction Perimeter**

RNEST Cluster is comprised of a refinery, pipelines and terminal.

#### **Production Unit**





### 1 Refinery

 Industrial processing plant where crude oil is processed and refined into petroleum products such as naphtha, diesel fuel and liquefied petroleum gas (LPG)



### 101 km of Pipelines

- Network that interconnects the refinery and the Suape terminal
- Short pipelines (<15km):</li>
  - Oil products pipelines connecting RNEST to the Suape terminal



### 1 Terminal

- Terminal ensures the reliability of crude oil supply and the flow of refined products to cabotage and exports markets
- Terminal:
  - Suape (Pernambuco)



RNEST – Abreu e Lima Refinery







## **Investment Highlights**

## 1 Strong and Favorable Investment Environment

• Large domestic market, abundance of natural resources and well-developed financial and legal frameworks set Brazil as one of the world's best investment destinations in the oil & gas industry

## 2 Exceptional Structural Conditions for Upstream

- Proximity between oil producing fields at the Brazilian coast and the large and attractive Brazilian domestic market for refined products
- Brazil is the 8th largest consumer of refined oil products, the 9th largest crude oil producer worldwide(1)

## 3 Uniquely Positioned in an Important Regional Market

- The Northeast is one of the country's fastest fuel consumption growth region, with a 1.0% 2016 2021 fuel demand CAGR vs. a 0.6% Brazil CAGR
- Integrated system of pipelines and storage terminal coupled with a refining capacity of 130 kbpd, after REVAMP, (c. 5% of Brazil's capacity<sup>(1)</sup>) provide an unrivalled direct access to consumer markets in the cluster's region of influence (north and northeastern regions) and facilitate access to other consumer markets in the country

## 4 Efficient and Competitive Refining System

- High-yielding refining system capable of producing > 65% of diesel output, connected to adjacent logistics infrastructure and consumer markets
- RNEST's current expansion strategy means the RNEST Cluster is best positioned to capture future oil products demand growth in the country through a low-cost expansion plan

## 5 Significant Operational Improvement Potential

Significant upsides to be captured through operational improvements and the start of operations of the 2<sup>nd</sup> RNEST train



## RNEST Assets at a Glance

The RNEST Cluster includes one refinery and its associated logistics infrastructure, creating a unique opportunity in which 5% of Brazil's refining capacity<sup>(1)</sup> will become available for Prospective Purchasers.

#### **Geographic Location of the RNEST Cluster**

## RNEST Cluster Market Influence Zone







#### **Highlights**

- Integrated system with direct access to full logistics infrastructure, vigorous consumption market and premium refining margins
- Exposure and direct access to the northeastern region, one of the largest and fastest-growing Brazilian regions
- 5% of Brazil's total oil refining capacity
- RNEST 2<sup>nd</sup> processing train (additional refining set) brings the potential for further 130 kbpd of capacity growth and the possibility for a low-cost and prompt response to serve upcoming market demand
- Upon completion of RNEST 2<sup>nd</sup> processing train, RNEST will represent 10% of Brazil's total oil refining capacity<sup>(2)</sup>
- Possibility of gasoline production
- High automation level with Distributed Control System (DCS) and Safety Instrumented System (SIS)

**Terminals** 

- Energy self-sufficiency, thus providing opportunity to trade energy
- Well-positioned to export products

Refinery

,			
	Capacity (kbpd)	API	NCI
RNEST	130.0	24.7	8.5

	Refinery ('000 bbl)	Terminals ('000 bbl)	
Crude Oil	4,706		
Oil Products	5,496	760	
LPG		- 760	

	Pipelines  Total Extension: 101 km			
	Crude Oil	SUAPE-RNEST		
	Oil Products	RNEST - SUAPE (9) SUAPE - POS (2)		

RNEST represents a unique opportunity to access the Brazilian oil products market through an established cluster of oil refinery and logistics infrastructure. This transaction will reshape the oil products landscape in Brazil.



# **RNEST & Associated Logistics Overview**

#### **General Information**

- Abreu e Lima Refinery ("RNEST") is located in Ipojuca, in the state of Pernambuco, Northeast region of Brazil
- RNEST caters mainly to the local markets of the Northeast and North regions of Brazil
- RNEST is the most modern refinery in Brazil and will be country's 2<sup>nd</sup> largest unit in refining capacity after both trains are completed
  - The 1<sup>st</sup> refining train began its operations in November 2014, while the 2<sup>nd</sup> refining train is expected to bring an additional capacity of 130 kbpd

#### **Brief Overview**



**Main products:** Low sulfur diesel, naphtha, fuel oil, coke and liquefied petroleum gas (LPG)



Main markets: North and Northeast of Brazil

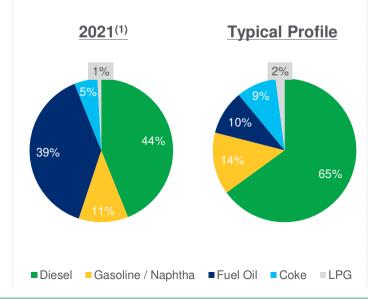
#### **Geographic Location**



#### **Hardware Overview (Main Units)**

- Atmospheric Distillation Unit
- Delayed Coke Unit
- Hydrotreating Unit
- Naphtha Hydrotreating Unit
- Hydrogen Generation Unit
- Emissions Abatement Unit (to be available in 2024)

#### **Product Breakdown**



#### **Operating Metrics**

2021

Data	RNEST
Location	Ipojuca (PE)
Operation Start-Up	2014
Refining Capacity (kbpd)	130.0
Volume of Processed Oil (kbpd)	69.5
Storage Capacity ('000 bbl)	10,202
Crude Oil	4,706
Oil Products	5,496
Nelson Complexity Index - NCI	8.5
Average API (2)	24.7



## Disclaimer

For the purpose of this document and any communication made in the Process, Petrobras group, including the holding and/or its affiliates, will be defined as "PETROBRAS".

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