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# Brazil Offshore Finance Forum

October 24, 2018

Copacabana Palace Hotel, Rio de Janeiro

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## Brazil Offshore Finance Forum

Wednesday, October 24, 2018

Copacabana Palace Hotel, Rio de Janeiro, Brazil

**8:00 Registration & Morning Coffee in the Noble Room**

**9:00 Welcome**

Mike McCleery, Managing Director, Marine Money

**9:05 Potential Impact of Brazil's new President on the Oil & Gas Industry**

*So many questions have been answered concerning the future of the Oil & Gas industry in Brazil. One large question remains – who will be the next President? Here we share what public statements and past behavior tell us about the potential impact the two Presidential finalists will have on the key issues in Brazil's Oil & Gas Industry going forward.*

Daniel Lavarda Sinigaglia, Economist for Latin America, Standard Chartered Bank – Brazil

**9:25 Oil Price Development and Offshore vs. Shale**

*Oil prices has strengthened and lightened up the offshore opportunity space. Will the oil price remain high enough, long enough for new projects to be sanctioned? How does the increased oil price influence the competition between Shale and Offshore?*

Kjetil Solbrække, CEO, DBO Energy (former Senior VP South America, Rystad Energy)

**10:00 Brazil, Challenges of Becoming a Major Oil Exporter**

Victor Bomfim, CEO, Açu Petróleo

**Networking Refreshment Break in the Noble Room**

**11:00 BNDES: Current Status and Future Plans**

*BNDES has substantial capital committed to Brazil's oil and gas sector and here we have an update on BNDES today.*

André Pompeo do A. Mendes, Manager of the Gas and Oil Department Power Area, BNDES

**11:15 The status of Independent Oil Companies in Brazil, including financing alternatives, particularly Reserve Based Lending**

Blener Mayhew, Chief Financial Officer, PetroRio

Giovani Loss, Partner, Mattos Filho

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### 11:35 Financing Panel

Steve Hackett, Managing Director, Head Corporate Finance Americas, Standard Chartered Bank  
Pierre Carassus, Director, LNG Shipping and Offshore, Société Générale CIB  
Luiz Torres, Head of Treasury & Finance, South America, TechnipFMC  
Ivar Løvberget, Senior Vice President, Oil & Gas Department, Export Credit Norway  
Sebastian Blum, Director, Maritime Industries, KfW IPEX-Bank GmbH  
Rodrigo Medeiros, Country Finance Director, SBM Brasil  
Moderator: Daniel Rodgers, Partner & Head of NY Office, Watson Farley & Williams

### 12:20 Networking Luncheon in the Frontal Rooms

#### 1:45 Petrobras: FPSO Business Plan and Decommissioning Themes

Thiago Baraldi, Strategic Sourcing & Categories Management, Procurement & Contracts Department, Petrobras

#### 2:10 Quantifying the Value of the Decommissioning Opportunity

*Drawing on both extensive research in Brazil and deep expertise in other offshore provinces, including the North Sea, we evaluate the scale of the opportunity, the assets requirements and the timing, including the case for reinvestment, rather than decommissioning, in the short term.*

Horacio Cuenca, Research Director, Upstream Latin America, Wood Mackenzie

#### 2:30 Opportunities & Challenges in Decommissioning & Field Redevelopment

Horacio Cuenca, Research Director, Upstream Latin America, Wood Mackenzie

Leonardo Granato, Managing Director – Brazil, Oceaneering

Alex Imperial, Vice President and Area Manager, South America, DNV GL - Oil & Gas

Mario Zanini, Vice President PAS Brazil, Aker Solutions

Kjetil Solbrække, CEO, DBO Energy

Moderator: Rafael Baleroni, Partner, Cescon Barriau

### 3:10 Networking Refreshment Break in the Noble Room

Just a reminder that US Passport Holders,  
and possibly citizens of other countries need a visa to visit Brazil.  
Please check with your Brazilian Embassy or Consulate.  
A good company to use for Visa assistance worldwide is: VisaCentral,  
a CIBT Company – Visit <http://visacentral.com/> for more information.



### 3:40 MODEC Business & Market Landscape in Brazil

*With more than 2,000 employees and 11 FPSOs in operation (plus 2 units under construction) accounting for more than 20% of total production in Brazil today, market leader MODEC discusses lessons learned, future trends and more.*

- MODEC fleet/scale in country – What we've learned in terms of long term asset/fleet management after 15 years in Brazil.
- Track record of project delivered in Brazil, including high local content vessels
- Trend of the local market

Felipe Baldissera, Commercial & Contracts Manager, MODEC

### 4:05 FPSO Owner Panel

*With five tenders on the front burner (Buzios 5, Mero 2, Marlim I, Marlim II and Parque das Baleias), and many more to come, the FPSO market is buzzing. Between new players trying to establish a foothold, SBM and Ocyan able to participate again and Modec and BW Offshore considering both current and future projects, here we look at the opportunities, challenges and trends in the market.*

Eduardo Chamusca de Azevedo, Country Director, SBM Brasil

Jon Harald Kilde, Country Manager, BW Offshore

Jorge L. Mitidieri, Integrated Services Superintendent, Ocyan

Felipe Baldissera, Commercial & Contracts Manager, MODEC

Faisal Lee, Managing Director, MISC Brasil

José Elias, Managing Director, Teekay do Brasil Servicos Maritimos Ltda.

Moderator: Claudio Makarovsky, Head of Oil & Gas, Siemens and President, ABESPetro

### Closing Remarks

Mike McCleery, Managing Director, Marine Money

### Post Conference Cocktail Reception to follow in the Noble Room and Noble Room Balcony, overlooking Copacabana Beach

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