

How to do business with Petrobras



Our drivers for suppliers

RELATIONSHIP

- Active listening
- Early engagement for technical specifications
 - Strengthening the local supplier base
- Integrated view of supply chain and predictability

LOCAL CONTENT

- Logistics cost optimization
 - Greater supply security
 - Faster problem-solving
 - Protection against geopolitical instabilities

INNOVATION

- New technologies for production development and asset integrity
 - Low-carbon solutions

Active collaboration with suppliers to overcome external challenges and stimulate local content



ESG (ENVIRONMENTAL, SOCIAL AND GOVERNANCE)

- Diversity, equity, and inclusion in contracting
- Market training (ESG knowledge trail)
- Financing solutions (Mais Valor e Progredir)

QUALITY AND HIGH PERFORMANCE

- Timely fulfillment of agreements
- High level of performance and local support
- Recognition

What goods, services and solutions do we contract at Petrobras?

CATEGORIES

According to Petrobras' Business Plan, we can highlight some examples of contracting demands based on their complexity:

STRATEGIC



Floating Production Storage and Offloading- FPSO



Wet Christmas Tree (WCT)



Helicopter Chartering



Support Vessels Chartering



Drilling Rigs Chartering

CRITICAL



Seismic Processing



Submersible Centrifugal Pumping (SCP)



Chemicals and industrial gases



Flare System

OPERATIONAL



Power electrical cable



Valves



Industrial Electrical Installation and Maintenance

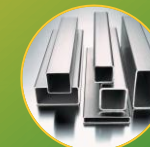


Building Maintenance

SIMPLIFIED



Construction tools



Sheets, plates, billets, and metal profiles



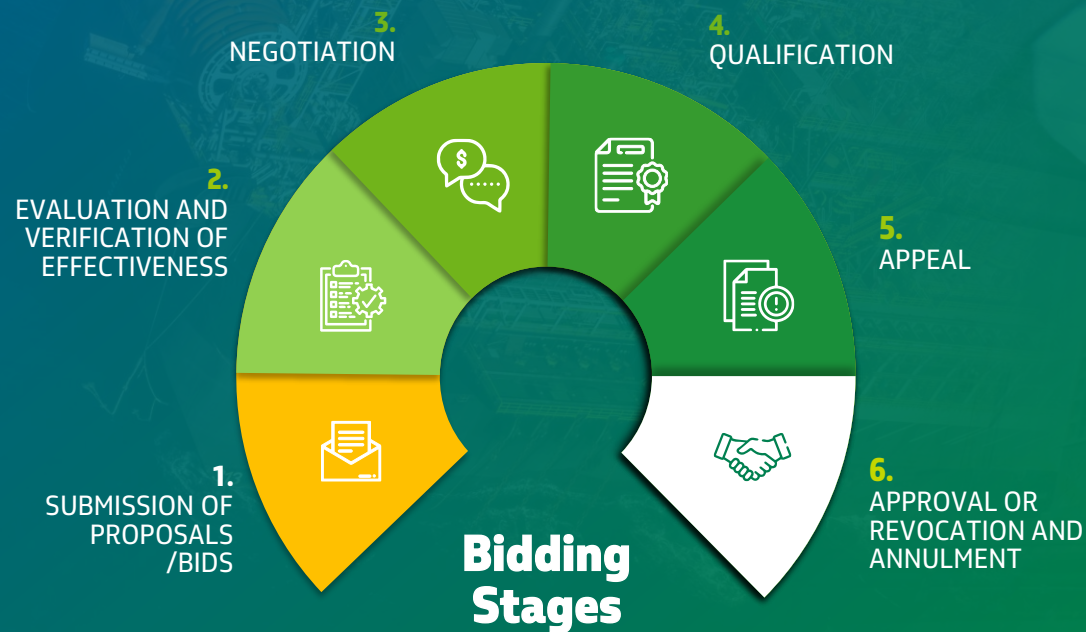
Office supplies



Paints and varnishes

Procurement process

As a state-owned company, we are subject to the Law No. 13.303/2016, which establishes that procurement processes must be carried out through public bidding, promoting supplier participation and transparency in bidding procedures.



Petronect

Petrobras carries out its procurement processes by Petronect, the largest B2B marketplace in Brasil for the oil and gas sector, with an **annual transaction volume of approximately US\$ 50 billion.**

With certifications and encryption resources, Petronect ensures secure, confidential operations with fast customer service.

Petronect

www.petronect.com.br



50 billion
US\$
annual transaction volume

Supply possibilities



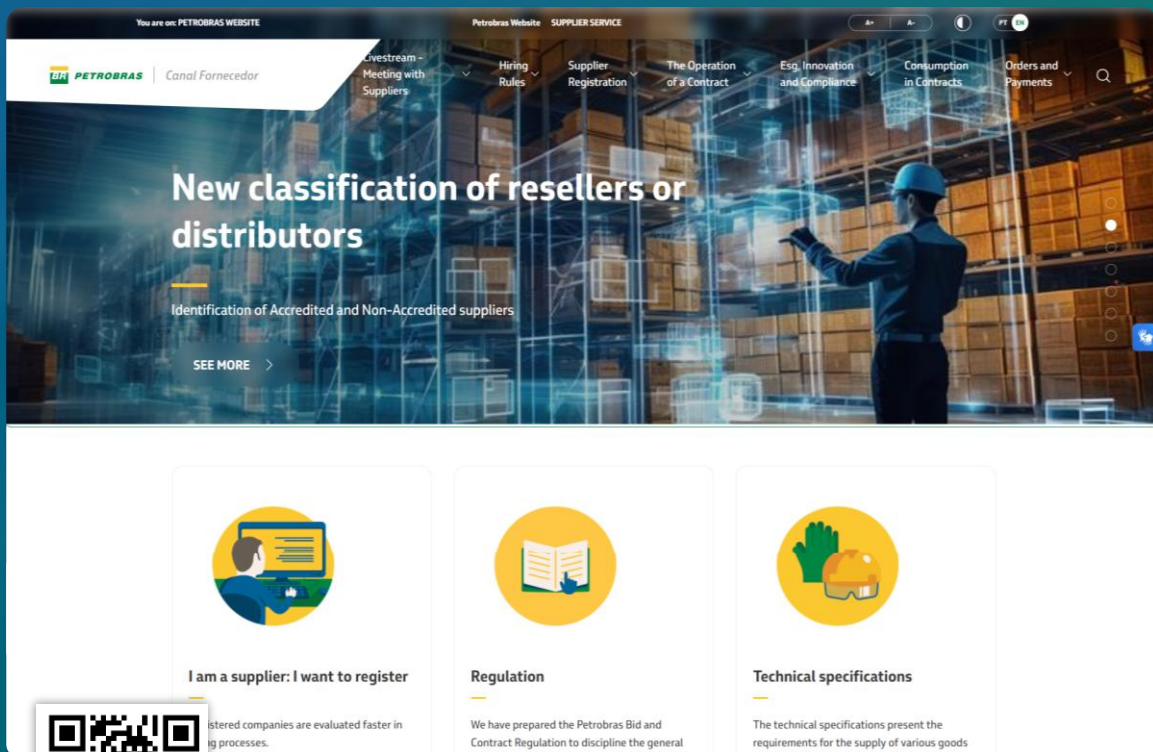
SUPPLIERS

GOODS AND
SERVICES
(CAPEX/OPEX)

TECHNOLOGY
AND INNOVATION



Supplier channel and Petronect portal

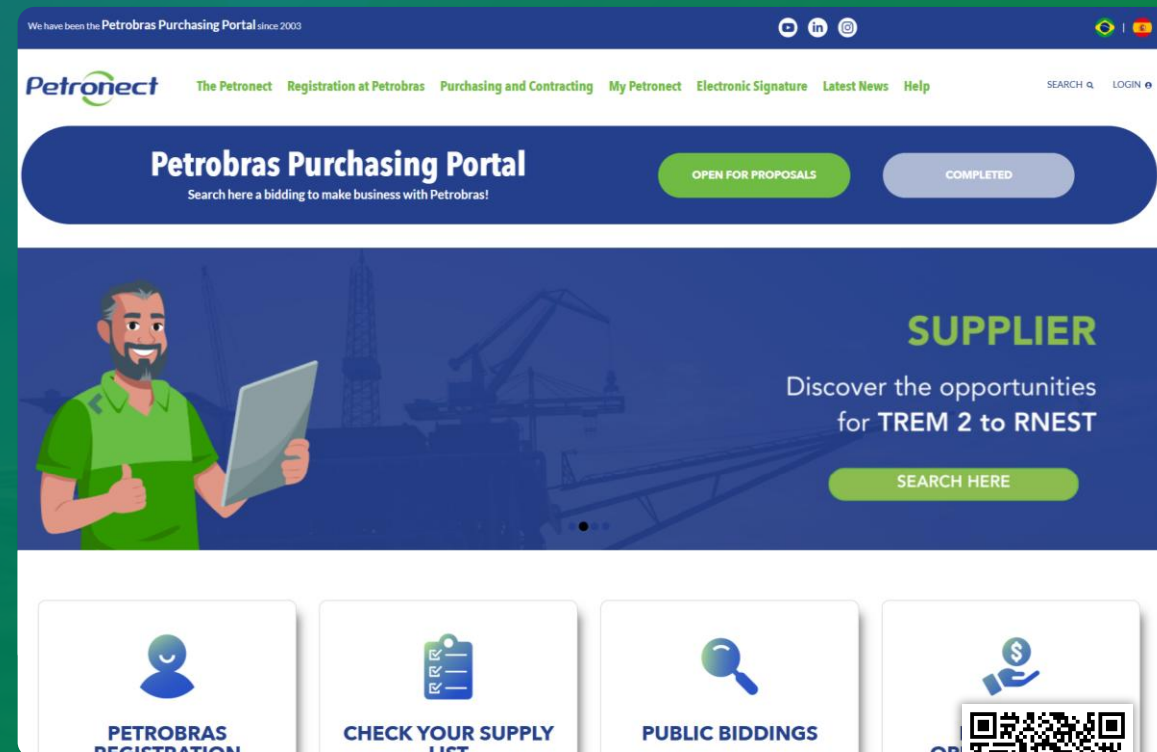


Supplier channel

GENERAL INFORMATION ON
REGISTRATION AND HIRING

www.Canalfornecedor.petrobras.com.br/

The **Supplier Channel** centralizes key information for managing Petrobras supplier relations, including hiring rules, registration, compliance, ESG etc.



Petronect portal

PETROBRAS PURCHASING PORTAL

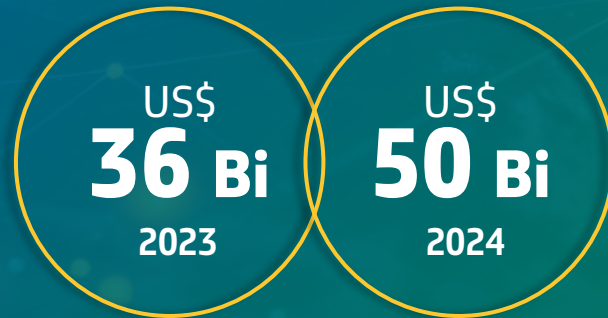
www.petronect.com.br

Via **Petronect**, you can get registered, submit proposals, manage contracts, and track orders — now with smarter tools and improved search to boost your business.

Petronect: Biggest B2B portal in Brazil for supply chain of oil and gas sector



Petronect Transaction figures



Operations with security, confidentiality and prompt service



 **100 k**
Completed opportunities

 **26 k**
Petrobras users

 **53 k**
Suppliers users

 **40**
Attendants

 **44**
Live training

How to find current opportunities on the Petronect portal



[The Petronect >](#)
[Registration at Petrobras >](#)
[Purchasing and Contracting](#)
 [About Purchasing and Contracting](#)
 [Opportunity Types](#)
 [Auctions](#)
 [Support Tools](#)
 [Public Bidding](#)
 [Open for Proposals](#)
 [In analysis of proposals >](#)
 [Completed](#)
 [ODDM Auction >](#)
 [Prequalification >](#)
 [PEPI >](#)
 [Quality of Goods](#)
 [Access Fee](#)

SEARCH

LOGIN

OPEN FOR PROPOSALS

COMPLETED

SUPPLIER

Discover the opportunities for TREM 2 to RNE

PUBLIC BIDDING OPEN FOR PROPOSALS

Use the "SEARCH FOR" field to search for opportunities based on keywords, which can be: Hiring Object, Item Description, Family Description, Opportunity Number, Sub Status, Company, Date, Material Number, and Code of the family.

ADVANCED SEARCH

STRUCTURED SEARCH BY SUPPLY

PUBLIC BIDDINGS

SEARCH FOR...

Coverage

Delivery place

Order by

NUMBER	OBJECT	SUB-STATUS	COMPANY	COVERAGE	START DATE	END DATE
7004303158	CONTRATAÇÃO DE 4 SISTEMAS DE BOMBAS...	RECEIVING PROPOSALS	PETROLEO BRASILEIRO S.A.	INTERNATIONAL	23/08/2024	23/05/2025
7004338772	FORNECIMENTO DE ATÉ 229,7 KM DE DUTOS...	RECEIVING PROPOSALS	PETROLEO BRASILEIRO S.A.	INTERNATIONAL	06/12/2024	16/05/2025
7004344586	SERVIÇOS DE MANUTENÇÃO EM TURBINAS AE...	RECEIVING PROPOSALS	PETROLEO BRASILEIRO S.A.	INTERNATIONAL	27/01/2025	02/05/2025
7004370497	AFREITAMENTO DE	RECEIVING PROPOSALS	PETROLEO BRASILEIRO S.A.	NATIONAL	04/02/2025	26/05/2025

for the full list
open opportunities for proposals



Access here

The importance of supplier registration

The Supplier Registration for Goods and Services gathers national and foreign companies interested in participating in Petrobras' procurement processes.

Through the registration, we evaluate the supplier's economic and legal situation in advance, ensuring agility in the procurement processes.

- Registration as a tool for **qualification and pre-qualification**
- **Participation** on lower cost procurement processes
- **Notification of upcoming bids**
- Participation in procurement processes in which **Petrobras is a leader and Operator of an E&P consortium**



Petronect



Create your profile to access Petronect



Fill in the form with your company's identification data.



Answer the evaluation questionnaire.



Check the results.



Certificate issuance



Get your Registration Certificate now (CRC)!

www.petronect.com.br

Requirements and criteria evaluated



In order to verify if suppliers meet the necessary requirements, we evaluate the following criteria:



LEGAL

Verification of the company's legal and fiscal compliance.



ECONOMIC-FINANCIAL

Economic-financial status (Net Worth and Liquidity and Leverage levels)



TECHINICAL AND HSE

Ability to meet technical requirements and Health, Safety, and Environment (HSE) requirements

According to the scope to be executed



ATTENTION

To be eligible to provide services in Brazil, it is mandatory for the supplier to set up a company in the country.



Partnerships with Brazilian companies

Petrobras conducts pre-qualification processes in order to qualify suppliers for its complex bidding processes.

These processes provide visibility throughout the supplier market to suppliers pre-qualified by Petrobras and, therefore, encourages partnerships between Tier 1 and Tier 2 suppliers of the supply chain.

These partnerships foster value generation and businesses opportunities once they:



Access Petronect now and-check the list of pre-qualified companies

www.petronect.com.br



increase responsiveness, operational agility, performance levels, and local support.



optimize logistics costs.



bring more security to the supply of materials.



facilitate compliance with regulatory requirements (local licenses and certifications).



minimize greenhouse gas (GHG) emissions associated to transportation and distribution.



strengthen the local supplier base, generating a positive impact on society and the economy.

Stay tuned for the opportunities on our portals



www.petronect.com.br/en

www.conexoes-inovacao.petrobras.com.br/en



***Demands for Goods
and Services***

Petronect



Petrobras
conexões
para inovação

**Technological
Innovation
challenges**



Customer Service Channels



Videoassistance

+55 21 3380-3341

ENGLISH *PRESS OPTION 1

www.petronect.com.br/en

Supplier Channel

Also access Petrobras' Supplier Channel to obtain additional information about our contracting rules, supplier registration, compliance, and the operation of contracts and bidding processes.



Supplier Channel

www.canalfornecedor.petrobras.com.br/en

Thank you!

