

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)

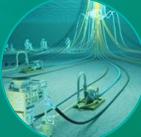
QUALITY AND HIGH PERFORMANCE

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

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

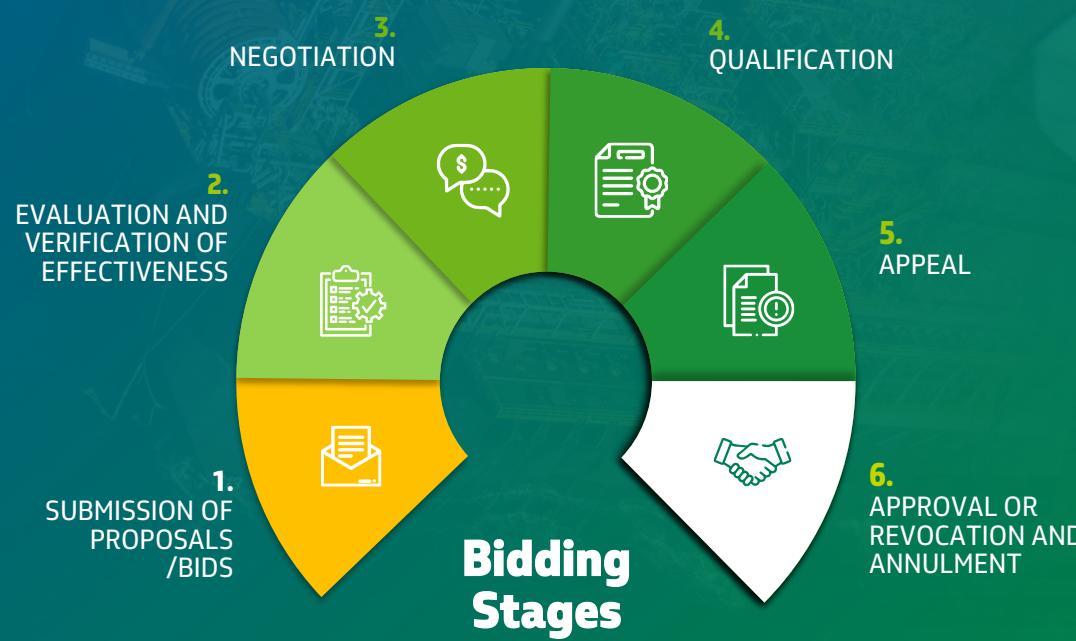
CATEGORIES

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 costumer service.

Petronect
www.petronect.com.br



 **50 billion US\$**
annual transaction volume

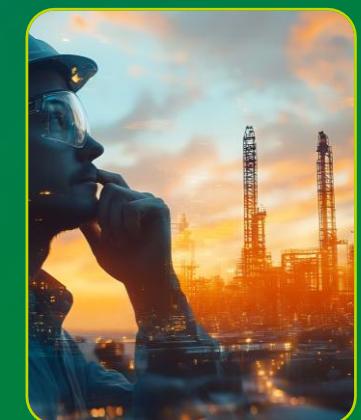
Supply possibilities



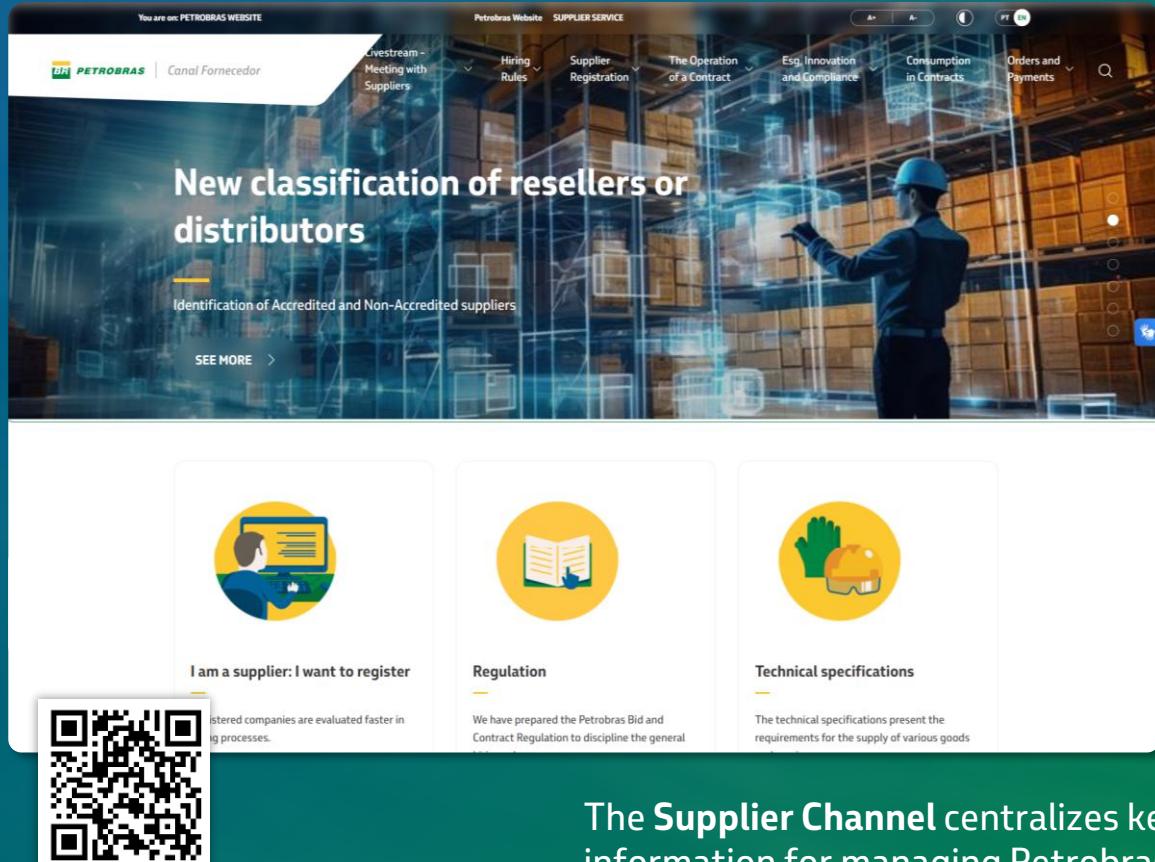
SUPPLIERS

GOODS AND
SERVICES
(CAPEX/OPEX)

TECHNOLOGY
AND INNOVATION



Supplier channel and Petronect portal



You are on PETROBRAS WEBSITE

Petrobras Website SUPPLIER SERVICE

Canal Fornecedor

Hiring Rules Supplier Registration The Operation of a Contract ESG, Innovation and Compliance Consumption in Contracts Orders and Payments

New classification of resellers or distributors

Identification of Accredited and Non-Accredited suppliers

SEE MORE >

I am a supplier: I want to register

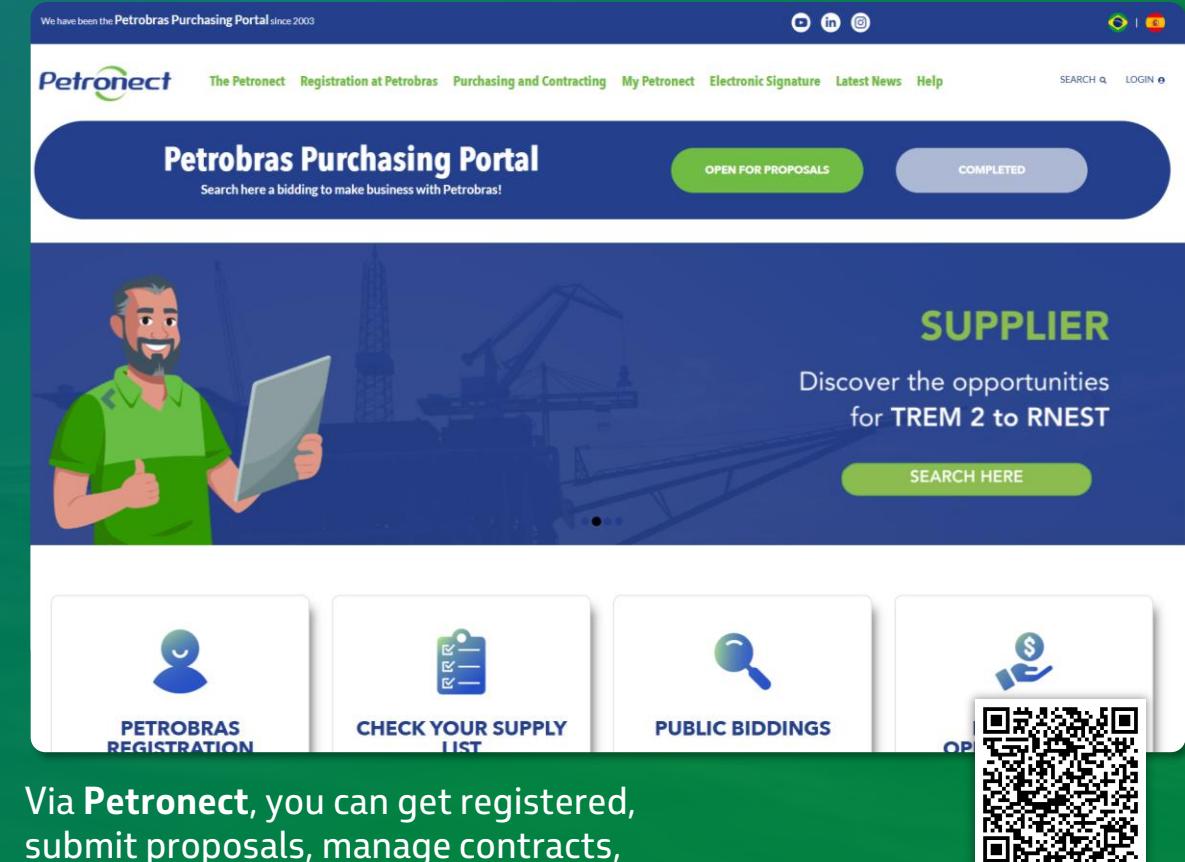
Regulation

Technical specifications

PETROBRAS QR CODE

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.



We have been the Petrobras Purchasing Portal since 2003

Petronect

The Petronect Registration at Petrobras Purchasing and Contracting My Petronect Electronic Signature Latest News Help

SEARCH Q LOGIN

Petrobras Purchasing Portal
Search here a bidding to make business with Petrobras!

OPEN FOR PROPOSALS COMPLETED

SUPPLIER
Discover the opportunities for TREM 2 to RNEST

SEARCH HERE

PETROBRAS QR CODE

PETROBRAS REGISTRATION

CHECK YOUR SUPPLY LIST

PUBLIC BIDDINGS

Petronect portal
PETROBRAS PURCHASING PORTAL
www.petronect.com.br

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



Petronect Transaction figures



Operations with security, confidentiality and prompt service



ISO 17050 certification



Two-factor authentication



TCU Audits



Encrypted prices



Encrypted documents



Anonymous suppliers



Public information only after proposal opening



100 k

Completed opportunities

26 k

Petrobras users

53 k

Suppliers users

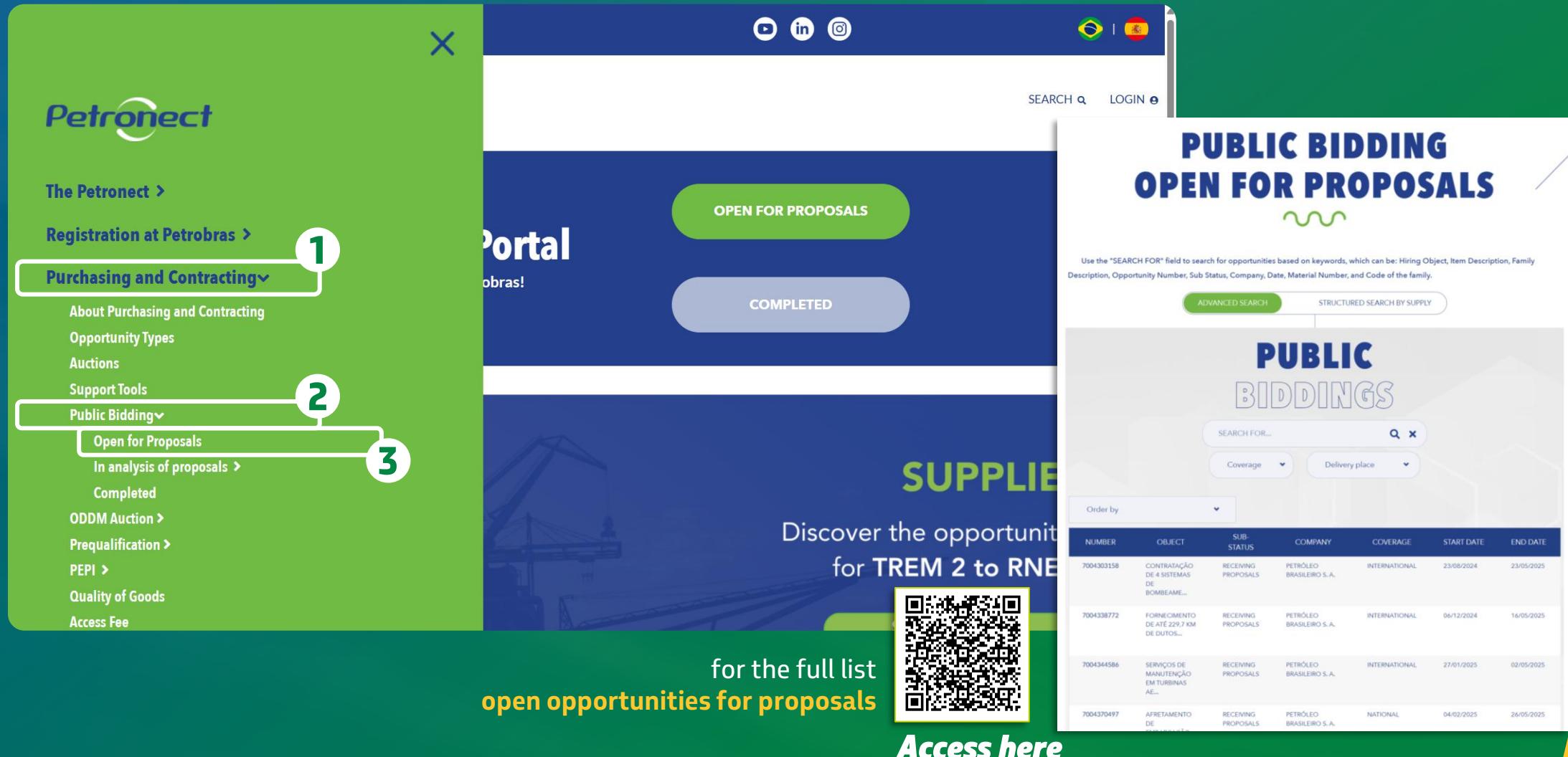
40

Attendants

44

Live training

How to find current opportunities on the Petronect portal



The image consists of three panels illustrating the Petronect portal. The left panel shows the navigation menu with a callout numbered 1 pointing to 'Purchasing and Contracting'. The middle panel shows the main portal page with a callout numbered 2 pointing to 'Public Bidding'. The right panel shows the 'PUBLIC BIDDING OPEN FOR PROPOSALS' section with a callout numbered 3 pointing to 'Open for Proposals'.

Petronect

The Petronect >

Registration at Petrobras >

Purchasing and Contracting 1

- About Purchasing and Contracting
- Opportunity Types
- Auctions
- Support Tools
- Public Bidding 2

 - Open for Proposals 3
 - In analysis of proposals >
 - Completed

- ODDM Auction >
- Prequalification >
- PEPI >
- Quality of Goods
- Access Fee

Portal

Open for Proposals

Completed

SUPPLIES

Discover the opportunity for TREM 2 to RNE

for the full list **open opportunities for proposals**

Access here

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.

SEARCH FOR... 2

ADVANCED SEARCH 3

STRUCTURED SEARCH BY SUPPLY

PUBLIC BIDDINGS

SEARCH FOR... 4

Coverage 5

Delivery place 6

Order by 7

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

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**



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



Petronect

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)



TECHNICAL 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 business opportunities once they:



www.petronect.com.br

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

- 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



**Demands for Goods
and Services**

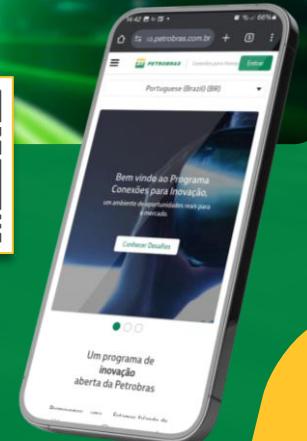
Petronect

[www.conexoes-inovação
.petrobras.com.br/en](http://www.conexoes-inovação.petrobras.com.br/en)



**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!

