



ANP - AGÊNCIA NACIONAL DE PETRÓLEO

SEMINÁRIO JURÍDICO - FISCAL 6ª RODADA DE LICITAÇÕES

O IBP E A PROMOÇÃO DO DESENVOLVIMENTO DA INDÚSTRIA NACIONAL DE PETRÓLEO E GÁS

Alvaro A Teixeira
19 março 2004

Instituto Brasileiro de Petróleo e Gás (Brazilian Institute of Petroleum and Gas)

Founded on November 21st, 1957

Nature

Non-profit private association of companies and professionals working in all segments of the petroleum industry

Mission

Promote the development of the national petroleum industry, on a competitive, sustainable, ethic and socially responsible basis.

Membership



208 Companies

- *Oil & Gas*
- *Petrochemical*
- *Goods & Services*
- *Manufacturers*
- *Consultants, Banks, etc*

FROM WELL TO WHEEL

Associated Oil & Gas Companies



- ALE COMBUSTÍVEIS
- AMERADA HESS
- ANADARKO
- BHP
- BP
- BRITISH GAS
- CHEVRONTEXACO
- CEG
- COMGÁS
- COPERGÁS
- DEVON
- EL PASO
- ENCAN
- ENI OIL
- EXXON MOBIL
- GASMIG
- IPIRANGA
- KERR McGEE
- KOCH
- MAERSK
- MARÍTIMA
- MINASGÁS
- NEWFIELD
- NEXEN
- OCCIDENTAL
- PAN AMERICAN
- PARTEX
- PETROBRAS
- PETROGAL
- PETROSERV
- PHILLIPS CONOCO
- QUEIROZ GALVÃO
- REF. MANGUINHOS
- REPSOL - YPF
- SHELL
- SOTEP
- STATOIL
- SUPERGASBRÁS
- TOTAL
- TBG
- ULTRAGAZ
- UNOCAL
- WINTERSHALL



Year 2003

- 900 Executives/Professionals
- 26 Committees
 - Technical 14
 - Standardization 5
 - Regulatory 7
- 470 Meetings

Technical Activities (Traditional)



14 Technical Committees

- E&P
- Natural Gas
- Pipelines
- Petrochemistry
- Logistics
- Fuels
- Lubricants
- Asphalt
- Social Responsibility
- SHE
- Laboratory
- Equipment Inspection
- E-Business
- Instrumentation

PRODUCTS

- Events
- Courses
- Standards
- Certification
- Publications
- Information Center

Principles

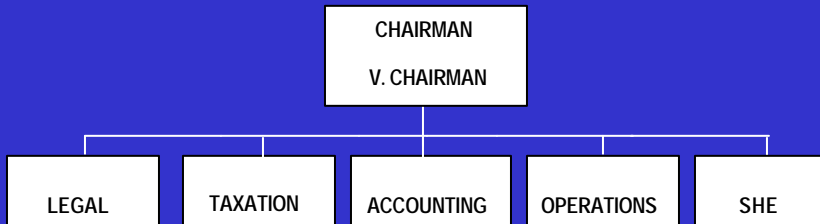
- *Good Practices of the Industry*
- *Health, Safety and Environment Protection*
- *Quality of Products*
- *Global Competitiveness*

Sectorial Regulatory Committees (Since 1997 - New Petroleum Law)

- | | |
|--|-------------|
| • <i>EXPLORATION AND PRODUCTION</i> | <i>1998</i> |
| • <i>INDEPENDENT PRODUCERS</i> | <i>2000</i> |
| • <i>OFFSHORE SERVICE COMPANIES</i> | <i>2001</i> |
| • <i>REFINING</i> | <i>2001</i> |
| • <i>CNG (VEHICULAR NATURAL GAS)</i> | <i>2002</i> |
| • <i>NATURAL GAS SHIPPERS</i> | <i>2002</i> |
| • <i>PIPELINE TRANSPORTERS</i> | <i>2003</i> |

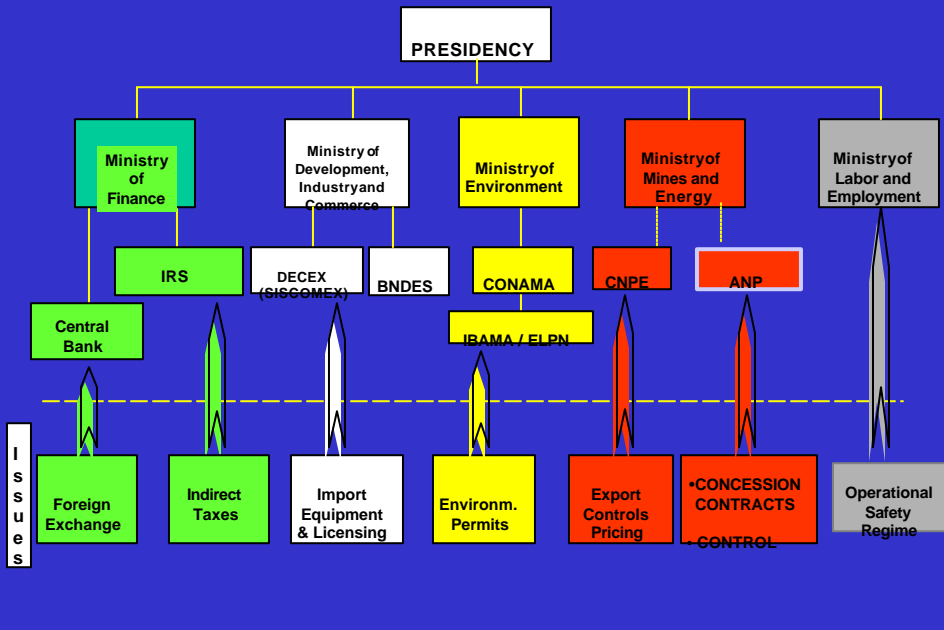
7 COMMITTEES

"E & P" Regulatory Committee ("Steering")

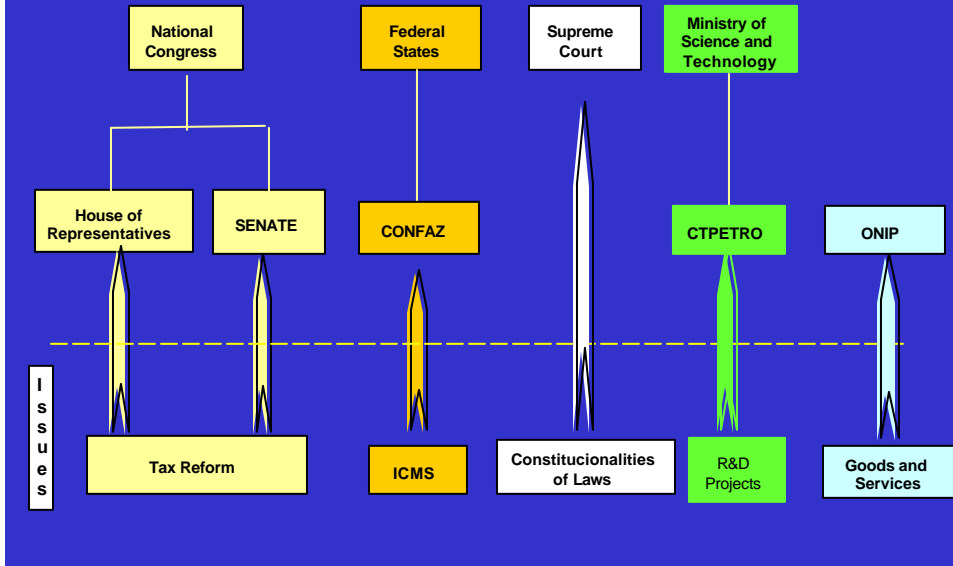


MEMBERS : 20 CONCESSIONAIRE COMPANIES

Interface - Federal Government



Interface – Other Organizations



"E&P" ACHIEVEMENTS



**AN OPEN MARKET WITH A FAVORABLE
REGULATORY FRAMEWORK
" A CASE OF SUCCESS "**

- ◆ ADEQUATE TAX-ROYALTY CONCESSION CONTRACT
- ◆ FREE DISPOSAL OF PETROLEUM PRODUCED
- ◆ SPECIAL REGIME TO REDUCE TAX BURDEN IN THE INVESTMENT PHASE (OFFSHORE - REPETRO)
- ◆ ADEQUATE MITIGATION OF FOREIGN EXCHANGE RISKS DURING PRODUCTION PHASE

"E&P" ACHIEVEMENTS



CONTINUATION

- ◆ TRANSPARENT BIDDING ROUND PROCEDURES (AND IMPROVEMENT IN BLOCK FORMAT)
- ◆ INTERNAL OIL PRICES ACCORDING TO THE "ARMS LENGTH" INTERNACIONAL MARKET
- ◆ TIME IMPROVEMENT IN THE ENVIRONMENTAL LINCENSES ISSUING

PERMANENT ISSUES AIMING FOR GLOBAL COMPETITIVENESS



- *REGULATION - Consolidate Clear, Stable and Competitive Terms*
- *FISCAL REGIME - Secure Stability and Terms Improvement during Investment Phase*
- *OIL PRICES - Guarantee of "Arms Length" Conditions*
- *ENVIRONMENTAL LICENSING - Continue Efforts to Clarify Requirements and Lincense Issuing (Seismic and Onshore Pipelines)*
- *FOREX FLEXIBILITY - Extended to the Exploration Phase*



Alvaro A Teixeira
alvarot@ibp.org.br

www.ibp.org.br