



BRAZIL SHOWCASE



19–21 MARCH 2018

Oil and gas trade showcase to Rio de Janeiro, Brazil.

The EIC in partnership with DIT will be undertaking a high level business delegation to Brazil to promote the UK's excellence in the Oil & Gas Sector. As part of the programme, UK companies in the delegation will have the opportunity to present their capability in a conference on the 20 March in Rio de Janeiro. In addition, the Brazilian DIT team will organise a three-day visiting programme with the major contractors in the country.



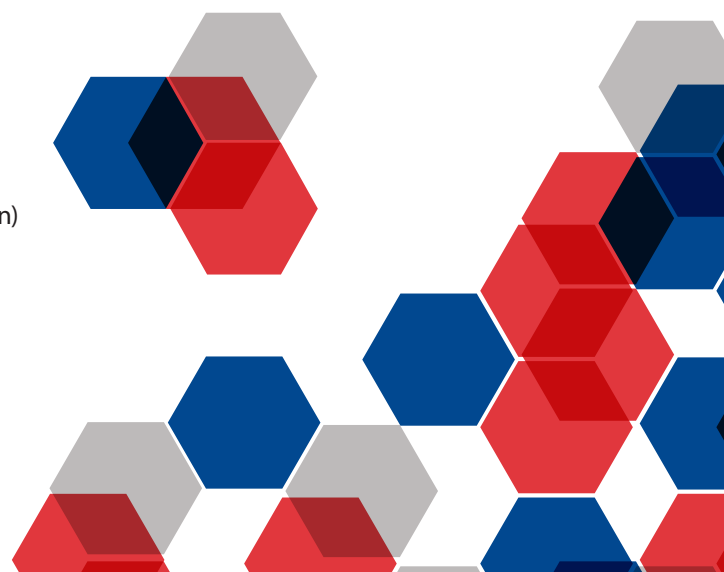
12.5bn barrels proved oil reserves

\$160.3bn planned or underway upstream projects

37 active or future offshore projects with a value above \$1bn

Benefits of participation

- Focused showcase around the theme of Offshore Construction
- Opportunity to participate in pre-arranged group meetings
- Inclusion in delegation brochure (circulated in advance of delegation)
- Shared logistical costs (for example, OMIS (DIT) costs, brochure, ground transport, meeting room hire, networking reception etc)
- Improved knowledge of Brazil's complex business environment
- Support from DIT through the British Embassy in Rio de Janeiro



In partnership with:





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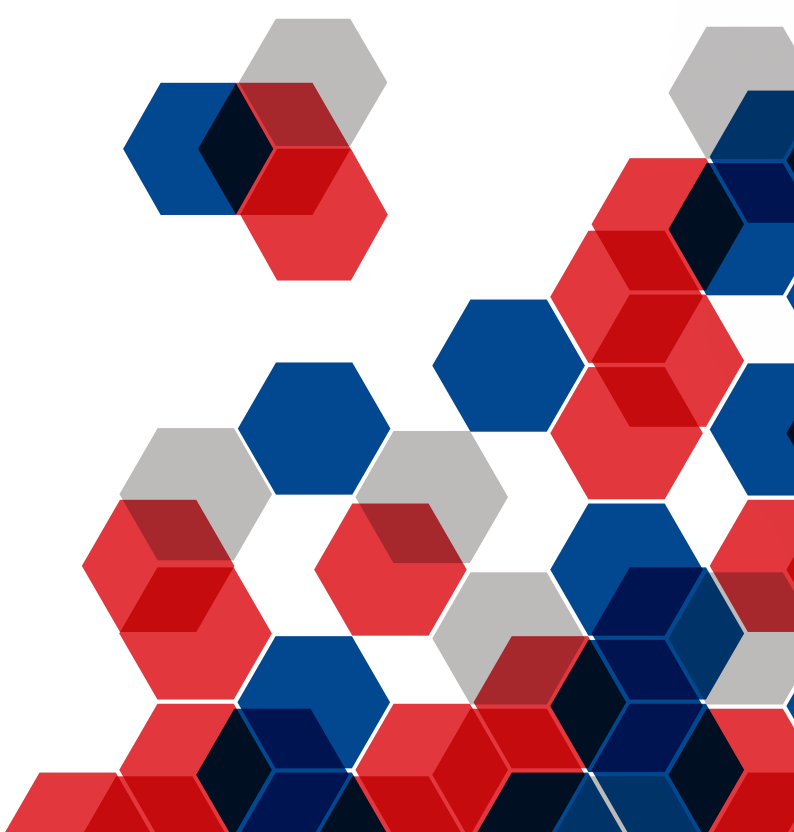
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Why Brazil?

South America's largest economy, Brazil remains one of the world's most important players in the oil and gas sector. The country's massive oil reserves and the frequent offshore oil discoveries made in the coveted pre-salt province make Brazil an attractive destination for IOCs around the world.

Operators such as Shell, Total and Statoil are involved in capital-intensive offshore projects, some of them in partnership with Petrobras, the country's national oil company. Brazilian economy is rebounding and the country is once again providing opportunities for engineering consultancies, oilfield contractors, major equipment manufacturers, subsea specialists and O&M companies.

Petrobras is currently pursuing a US\$74.4 billion investment plan for 2017-2021, with a strong focus on the development of pre-salt projects featuring several floating production, storage and offloading (FPSO) units. The company plans to put into operation 18 FPSOs in the four-year period, of which eight have yet to be awarded.





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Draft itinerary

Please note that this is a tentative itinerary, designed to give an idea of the intended format of the visit and the companies the EIC and DIT will be approaching for meetings.

Once the EIC have confirmed minimum numbers we will ask you to complete a Supplementary Data form and use this information when approaching companies for meetings and to tailor the itinerary for the attending delegates.

Wishlist of companies that will be approached for meetings in Rio de Janeiro:

- Shell
- Petrobras
- Statoil
- Modec
- ExxonMobil
- Karoon
- BrasFELS Shipyard
- Jurong Shipyard
- Wood Group
- Bumi Armada
- Schlumberger

The showcase and conference hosted by DIT, will take place on the 20 March in Rio de Janeiro. There will be workshop held focused on “offshore & marine construction repair and maintenance”. The aim of this workshop is to boost exportation between Brazillian and UK companies and will provide an excellent opportunity for delegates to meet with a variety of Brazilian contractors and companies.

Please note the above is a guideline to the companies EIC and DIT will approach for meetings once we have the minimum delegation numbers required for the delegation.

Date	Activity/programme
Sun 18 March	Delegates assemble in Rio de Janeiro EIC hosted ice breaker dinner (optional)
Mon 19 March	Briefing session with an overview of Brazil’s market Meetings with major contractors in Brazil Networking reception with industry contacts at the Consul General’s residence
Tues 20 March	Workshop on Marine, Offshore Construction & Maintenance, Subsea and Maximising Production of Mature fields Presentations by UK companies participants of the trade mission
Wed 21 March	Meetings with major contractors in Brazil
Thurs 22 - Fri 23	No DIT programme, delegates are free to organise own appointments

DO NOT BOOK ANY TRAVEL AND ACCOMODATION UNTIL CONFIRMED BY THE EIC.





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The visit programme

Local briefings

Once in Brazil, there will be a country briefing to update participants on the economic and political situation and local trading conditions and requirements.

Meetings

Group meetings will be organised by EIC Rio office, alongside DIT and the British Embassy in Brazil. These will include key players within the industry including representatives from both national and international operators as well as international EPC contractors active in the market. The final programme will be tailored to suit delegates' requirements as closely as possible.

Once your booking is confirmed you will be asked to complete a Supplementary Data Form with the names of companies and individuals you would like to see included in the programme. It is the intention to organise structured group visits but with time free for delegates to make individual visits and follow-up calls.

Additional application notes

Participating companies should ensure that the representative on the visit has authority and is competent to discuss the supply of the products or services they wish to sell. In addition they need to be able to meet all the costs of their participation.

Delegate numbers

Total numbers are limited to 20 delegates to ensure group members receive the best value as possible during the visit, however please note we will require a minimum of 10 delegates in order for this visit to go ahead. Please wait until we confirm the delegation will go ahead and the EIC sends you travel information before booking non-refundable flights.

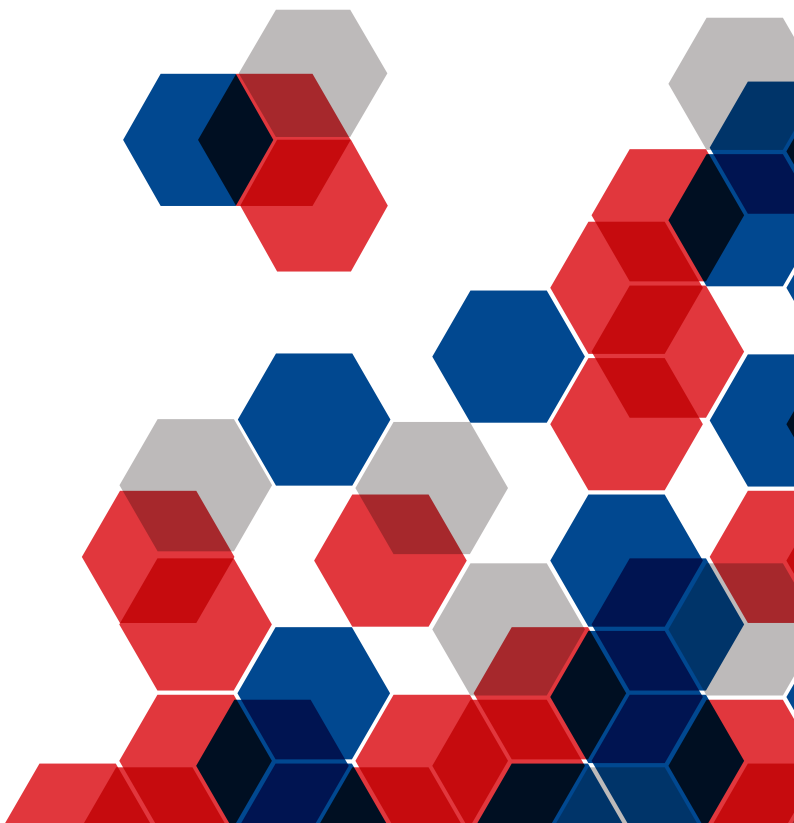
For more information

Contact Joe Miles, Overseas Events Manager at joe.miles@the-eic.com

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SE1 7TP

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www.the-eic.com





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Finance

Booking fee

The booking fee is the shared cost incurred on behalf of the group.

The booking fee is £350* (excl. VAT) for members of the EIC, Subsea UK and EEEGR. The booking fee for non-members is £400* (excl. VAT). Please note that this is highly subsidised by DIT.

Please note that the EIC has to settle invoices prior to the visit and pay “on-site” bills. To minimise the EIC’s exposure, therefore, we must ask for the booking fee to be paid at the time of booking.

Cancellation charges

In the event of cancellation of the delegation for reasons beyond the control of the EIC, all communal costs committed to the date of cancellation will be charged to the companies who would have participated. In the event of cancellation by an individual company, the company’s proportion of the communal costs incurred up to the date of cancellation will be charged. The management fee is payable forthwith in any event.

Payment

Travel & Visa Costs: Direct to airline/hotel/Embassy

Communal charge: Payable with application form to the EIC





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Travel

Hotels

We request that you stay at the nominated hotel for logistical reasons; if you would prefer to stay in another hotel it is your responsibility to keep in contact with the delegation manager and join the group at the hotel for transport or at the meeting venues.

The suggested hotel is Windsor Leme, located in Av. Atlantica, 656 - Leme, Rio de Janeiro - RJ, 22010-000, Brazil
Tel +55 21 2195-5400
www.windsorhoteis.com

Alternatively, another two options for accommodation are:

Prodigy Santos Dumont, located in Av. Alm. Silvio de Noronha, 365 - Centro de Rio de Janeiro - RJ, 20021-901, Brazil
Tel: +55 21 3478-4100
www.prodigy.hotels.com

Arena Hotel, located in Av. Atlantica, 324 - Leme, Rio de Janeiro - RJ, 22010-000, Brazil
Tel: +55 21 2244-9200
www.arenalemehotel.com.br

Please do not book any non-refundable rooms until the Delegation has been confirmed.

Visas

UK passport holders wishing to travel to Brazil do not require a Visa. A valid passport for 6 months is required.

For those holding non British passports please consult your local Brazilian Embassy for advice.

Flights

You can currently book a return trip from London to Rio de Janeiro. Flights are approximately £1000 economy return.

Please do not book any non-refundable flights until the Delegation has been confirmed.

Vaccinations

Contact your GP around 8 weeks before your trip to check whether you need any vaccinations or other preventive measures. Country specific information and advice is published by the National Travel Health Network and Centre, and useful information about healthcare abroad, including a country-by-country guide of reciprocal health care agreements with the UK, is available from NHS Choices.

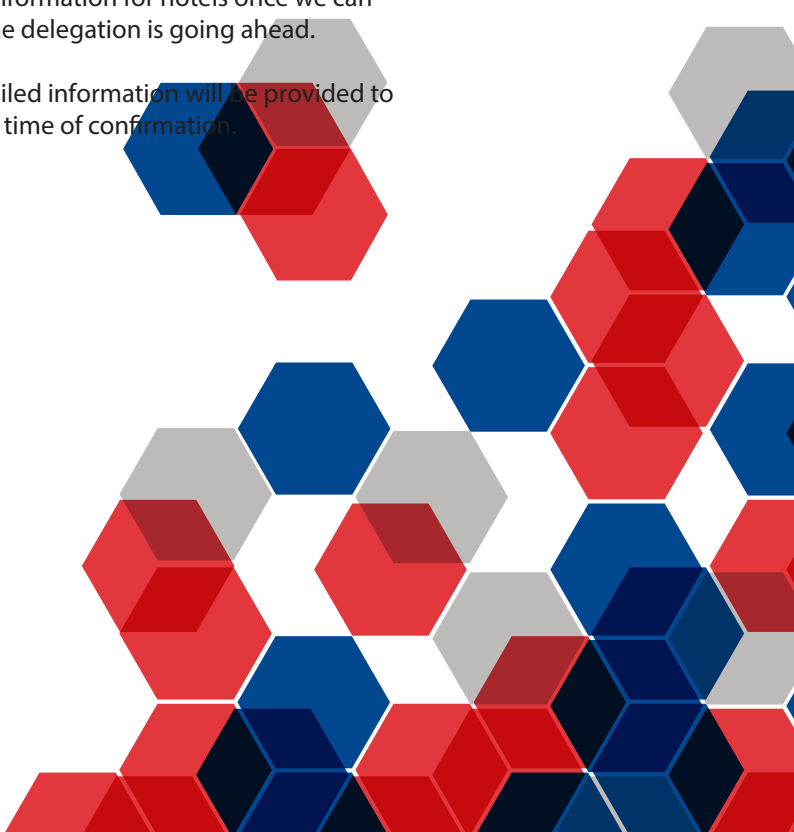
We will advise further information once the delegation is confirmed.

Important

Please note that the EIC will confirm the delegation is going ahead once we have a minimum number of bookings.

Do not book any non-refundable flights before you receive this confirmation. The EIC will give you further details on flights along with booking information for hotels once we can confirm the delegation is going ahead.

More detailed information will be provided to you at the time of confirmation.





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FAQs

I would like to make my own travel arrangements and fly out independently from the group.

This is your decision as delegates come from different cities however we would prefer it if you stayed in the same hotel as the group for logistical reasons. If not, it will be your responsibility to find out about any changes to the itinerary during the visit. If you do make your own flight and accommodation arrangements, please ensure you notify EIC with your details.

Our company is UK-registered but I would like to have someone from our local office participate.

As long as it is the UK-registered company being promoted, we would be delighted to have them in the group.

I would like to have two representatives from our company participating in the trade delegation.

This will only be allowed if the visit is under-subscribed, space is limited to one person per company. However should you wish for more than one delegate to attend please let us know and if there is space available on the closing date for applications we will accommodate your request.

We are new to this market. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to discover and explore a new market. It is an excellent introduction, enabling you to gain from the experience of others in the group while in a supportive environment. The visit will give you a good grounding, introducing you

to key people in the market, an opportunity to gain an understanding of the business culture whilst meeting valuable contacts that can be followed up on subsequent visits.

We already have substantial experience in these markets. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to strengthen existing business relationships as well as establish high level contacts with some of the key players in the oil and gas sector.

We only wish to participate in some of the meetings, is this possible?

Delegates are expected to participate in all meetings with the group. We find that it reflects badly on the rest of the group if delegates dip in and out of meetings as all of you are listed in a brochure and the meetings have been confirmed based on the whole group attending.

APPLICATION PROCEDURE

Since places will be awarded on a first come, first served basis in order of receiving signed application forms, please complete the EIC application form and fax or email to Lucia. durante@the-eic.com at the EIC as soon as possible, followed by a cheque for the management fee and communal charge.

PLEASE NOTE: We will require a questionnaire to be completed by each delegate upon return.

**DEADLINE FOR ALL APPLICATIONS
14 FEBRUARY 2018**

APPLICATION FORM

BRAZIL
MARCH 2018

Deadline for all applications
14 FEBRUARY 2018

Please return your form to lucia.durante@the-eic.com as soon as possible

- a) I wish to participate in the trade delegation and will pay the appropriate contribution towards communal costs.
- b) I understand the terms and conditions of participation and accept the cancellation terms.
- c) I enclose/will forward a cheque covering i) & ii) below for £_____ made payable to Energy Industries Council. (Alternatively you can pay by bank transfer or credit card – Nat West plc – Sterling Account: 05501288; Sort Code: 60-15-33)
- i) the booking fee of £350 (excl. VAT) for members of the EIC, Subsea UK and EEEGR.
- ii) the booking fee of £400 (excl. VAT) for non-members of the EIC, Subsea UK and EEEGR.

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: _____ Card type: _____
Start date: _____ Expiry date: _____
Name on card: _____ Signature: _____

- d) Is your business a "potential or developing exporter"? Yes / No
(Has it exported less than 25% of turnover during the last 12 months?)
- e) Is your business "new to market"? Yes / No
(Has it exported to Brazil in within the last 12 months?)
- f) I agree to complete the post event questionnaire

Application forms without UK registered company details will not be accepted.

Contact name: _____ Position: _____
UK Company name: _____ Company reg no: _____
UK Address: _____
Direct line: _____ Switchboard: _____
Mobile: _____ Email: _____
Website: _____

Signature: _____

Name (in caps): _____ Date: _____

The Customer warrants that the person submitting the Booking Form is fully authorised to enter into the Contract on behalf of the Customer.

Please note that your application covers only the company or business declared above unless you have our consent in writing. We reserve the right to ask for proof of the eligibility of your company or business and the credentials of your representative as a condition of attendance on the delegation. Representation or promotion of any company or business not named in the application or otherwise having our written consent may result in your exclusion from the delegation without any right to a refund.