

MAN Energy Solutions

**Experience and trust
in the Brazilian Oil & Gas Sector**



Our strategic business areas

Engines & Marine Systems



Power Plants



Turbomachinery



Aftersales MAN PrimeServ



Comprehensive solutions in diverse industry areas



MARINE

OIL & GAS

PROCESS INDUSTRY

POWER PLANTS

Our roots in Brazil

Local competence from the very first moment

50ies	First GHH machines sold (more than hundred steam turbines to Dedini
60ies	2ST/4ST engines produced under license in Brazil
70ies	MAN B&W opens own office for technical assistance in Brazil
80ies	27 THM GT based TCs/TGs packaged in Rio by Hispano Suiza Brasil
2001	MAN Diesel Brasil sells first engines for Power Plants (Breitner: 166MW)
2001	MAN Turbo creates own subsidiary to sign Petrobras O&M contract
2004	Representation of MAN Turbo products taken over from Ferrostaal
2007	Service base in Macaé established by MAN Turbo
2009	MAN Diesel Brasil opens Service shop in Manaus
2011	Acquisition of state-of-the-art repair shop in Petrópolis
2013	Establishment of PrimeServ Academy Brasil
2015	Delivery of 8 screw compressors with local content portion >50%



Customer proximity

Local set-up

MANAUS / AM

PrimeServ Diesel – since 2008

- Scope: After Sales Diesel

PETRÓPOLIS / RJ

Repair shop – since 2011

- MAN PrimeServ Academy
- Scope: Complex repair services and parts manufacturing for diesel engines, turbomachinery and industrial equipment .

MACAÉ / RJ

PrimeServ Turbo – since 2007

- Scope: On- & Offshore O&M

RIO DE JANEIRO / RJ

São Cristóvão

PrimeServ Diesel – since 1998

- Scope: Diesel center of excellence
- MAN PitStop

RIO DE JANEIRO / RJ

Centro

Matriz - Headquarters

- Scope: Marketing & Sales, Executive board, Administration

~300

employees in Brazil

5

locations

24/7

365 days a year

Local Service Solutions



Fieldservice

Planning and execution of field service activities



Repair Services

Repair of rotating equipment and industrial components



Sales & Engineering

Qualified front sales team. Monitoring, Assessing, Performance, Elaboration of modernization solutions



Daily Maintenance and Operation

Regularly maintenance and operation on train (off-shore)



Training

Planning and execution of trainings for operator, maintenance personnel, fieldservice, ...



Spare Parts Handling

Reliable local support and supply of all spare parts



MAN in Brazil

O&M Contract with PETROBRAS – 17 years

Long-term Operation and Maintenance contract

4 Petrobras Platforms in the Campos Basin

- Cherne I / II, Garoupa and Pampo

20 THM Gas Turbines and Compressors

- 10 x Turbo-Compression
- 10 x Turbo-Generation

150 highly qualified technicians and engineers

Scope Brazil

- Contract Management
- Spare Parts Management
- Maintenance Management
- Material – Storage & Logistics
- Field Service – On/Off-shore
- Offshore Daily Maintenance & Operation
- High Tech repair workshop

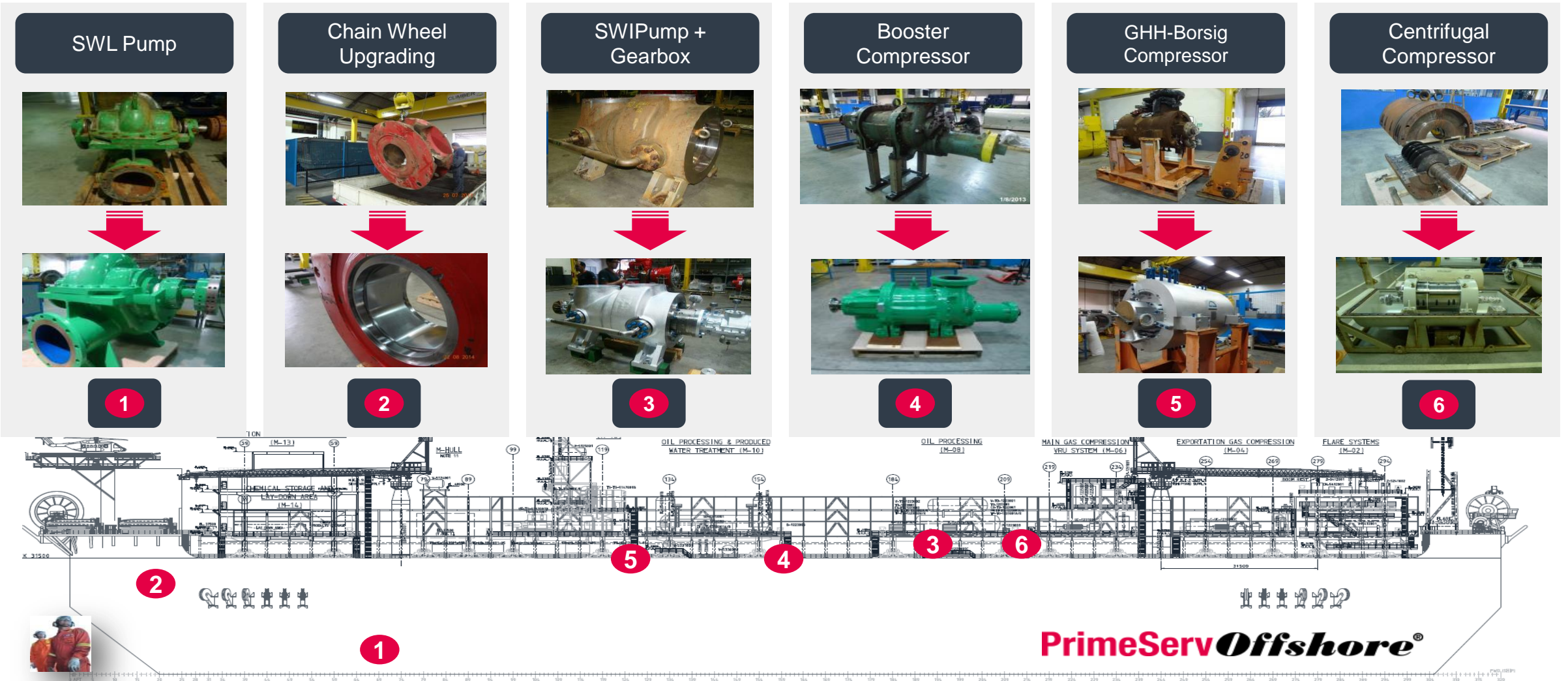
Scope Germany

- Overhauls
- Technical Support
- Spare Part Supplier (THM)



MAN in Brazil

Refurbishment & Reconditioning for FPSO and Platform with MAN and 3rd Party Equipment



MAN in Brazil

MAN PrimeServ Academy - Brazil

ME-C Engine Simulator



7L 32/40 Engine



Generation Simulator



Gas Turbine, Steam Turbine, Radial and Screw Compressor



Modern Class Rooms



Training at its best.



Local Content



PrimeServ Assist

Remote Operation Centers SBU Turbo

- In 3 time zones („Follow the Sun“)
- 24/7 Availability of Engineers for Trouble Shooting and Quick Response over the phone
- Proactive evaluation and support



ROC Americas - Brazil



ROC Europe – Germany (Oberhausen)



ROC Asia – China (Shanghai)

Confidence in the Brazilian Oil & Gas Market

- Already high attraction of Brazilian market increases with political tension in Arabian world
- Entrance of new players and suppliers with less experience in Brazil
- Massive invest in new production units (FPSO)
- Growth in exploration and support activities
- New activities like decommissioning and take over of old Petrobras platforms
- Rising demand in qualified work force
- Local content policy will continue as economic reasonable approach
- **Oil & Gas as economic driver for Brazilian development**



Thank you very much!