



CANADIAN GLOBAL
EXPLORATION FORUM



OTC BRASIL 2019
AN EVENT ORGANIZED BY IBP AND OTC

29 - 31 OCTOBER 2019

SulAmérica Convention Center, Rio de Janeiro, Brazil

SEE PHOTOS FROM EVENT

[HOME](#) [ABOUT](#) [ATTEND](#) [AWARDS](#) [EXHIBIT AND SPONSOR](#) [MEDIA](#) [Q](#)

Brazil OTC Conference Report

October 29– 31, 2019

Marty Wittstrom and Jürgen Kraus
CGEF Directors

A Premier Oil and Gas Event



OTC BRASIL is Latin America's premier oil and gas event



CGEF's direct involvement with Brazilian companies and organizations active in the Brazilian market enables important dialog between Brazilian and Canadian companies.



NETWORK WITH

15,000

E&P Professionals



LEARN FROM

200

Conference Speakers



MEET WITH

100

Energy Journalists



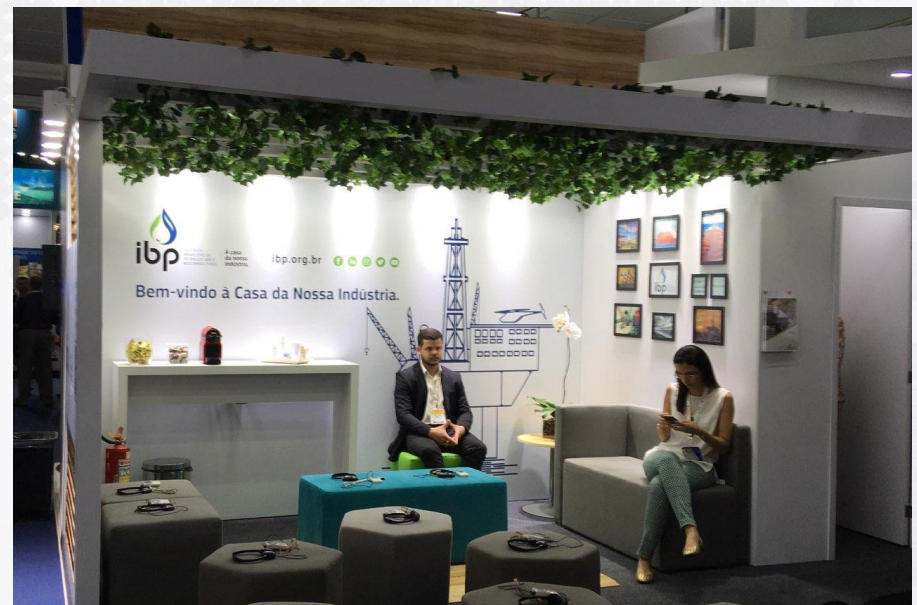
VISIT

180

Leading Exhibitors

OTC Brazil 2019: Canadian Operators

- Alvopetro (in Salvador)
- Maha Energy (technical team present)
- Brookfield (purchased part of the national pipeline grid)



OTC Brazil 2019: CGEF Goals



- Show Canadian presence to
 - introduce Canadian expertise to the Brazilian market for the benefit of Canadian E&P and service companies.
 - offset the Canadian geographic disadvantage (distance).
 - generate awareness of Canadian capabilities.
 - create, maintain, and deepen existing relationships.
- CGEF is playing a major role in conveying the above points to the Brazilian market.
- Sign MOUs with national and regional Brazilian key industry organizations.

Focus on Networking



Regulatory changes in the Brazilian onshore has created exciting opportunities for acquisitions of producing fields and new exploration blocks.

CGEF met with the outgoing Minister of Energy, Marcio Felix to outline the need for Canadian expertise, goods and services to develop Brazil's largely unexplored onshore basins.

Canadian Solutions Needed



CGEF meet with IBP, Brazil's largest industry oil and gas organization, to sign an MOU to facilitate application of Canadian technology to rejuvenate onshore fields. IBP has created an onshore Division specifically focused on the onshore sector.



Organização Nacional da Indústria do Petróleo

CGEF – ONIP MOU



CGEF met with ONIP (National Organization of the Petroleum Industry in Brazil) to increase awareness of Canadian technology. ONIP is a forum to facilitate cooperation between companies in exploration, production, refining, processing, and funding agencies as well as other oil industry suppliers.

JOINT CANADA-BRAZIL TRADE MISSION FOR THE CGEF CONFERENCE AND GPS



CANADIAN TECHNOLOGY AND EXPERTISE IS NEEDED TO DEVELOP BRAZIL'S ONSHORE SECTOR.

CGEF MET WITH NADINE LOPES, TC FOR OIL AND GAS, TO OUTLINE PLANS TO BRING A LARGE CONTINGENT OF BRAZILIAN COMPANIES TO GPS TO FACILITATE PARTNERING BETWEEN CANADIAN AND BRAZILIAN COMPANIES.



Government
of Canada

Gouvernement
du Canada

The Canadian Trade Commissioner
Service

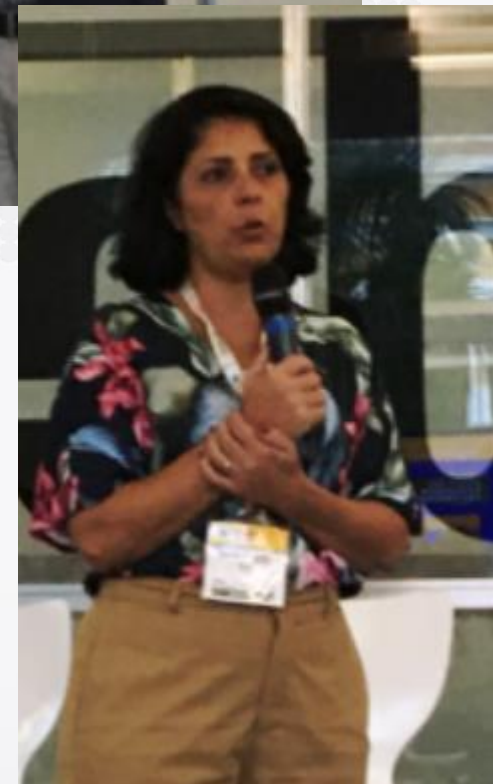


Networking is Critical

It's time to go global. The opportunities are out there, but you can't wait for your ship to come in; you have to swim out to meet it.



EXPOSITORES	ASME	M10F
	ATRISAU	M13
	BRASIL ENERGIA	M15
	CODEMAR	K09
	EDISON CHQUEST	K01
	EQUINOR	I07
	EXXONMOBIL CORPORATION	I01
	I.SAFE MOBILE GMBH	M06
	IADC	M10A
	IEEE OCEANIC ENGINEERING SOCIETY	M10C
	LACTEA	M09
	LUXOR COMÉRCIO EXTERIOR	L05
	MARINE TECHNOLOGY SOCIETY	M10D
	METROL	I17
	OCEANPACT	J16
	PREFEITURA DE CABO FRIO	J10
	REVISTA PETRO & QUÍMICA	M17
	SBW TURBO AMERICA	I16
	SEBRAE DF	M02
	SEBRAE RJ	K13
	SEDEERI - SECRETARIA DE DESENVOLVIMENTO ECONÔMICO E GERAÇÃO DE EMPREGO E RENDA	M08
	SHELL	J01
	SIEMENS	K21
	SOCIETY OF EXPLORATION GEOPHYSICISTS (SEG)	M10E
	SOCIETY OF PETROLEUM ENGINEERS - SPE/OTC	M10G
	TELEDYNE MARINE	I15
	TN PETRÓLEO	M11
	UPSTREAM	L17
	XI'AN WUHUA JUNENG BLASTING EQUIPMENT CO., LTD.	L09



OTC Brazil 2019: Results

- 3 MOUs signed:
 - Renewal with the IBP (Instituto Brasileiro de Petroleo)
 - 3-year MOU with FIRJAN (Industry Federation of the State of Rio de Janeiro)
 - 3-year MOU with Onip (The National Organization of the Petroleum Industry)



OTC Brazil 2019: Results



- We discussed Canadian technologies and capabilities with 47 relevant leads.
- 10 Potential foreign partners (agents, distributors, service contractors, etc.) were identified from this activity, although none were forecasted.
- 15+ Canadian companies expanded their international business development as a result of this activity. Between the Canadian companies that attended the conference, and those that will receive CGEF's conference briefing, more than the 15 forecasted companies have expressed interest in pursuing partnerships and operations in Brazil.
- We met with the Canadian Trade Commissioner.

OTC Brazil 2019: The End

