

## **BID ANNOUNCEMENT FOR THE AWARD OF PETROLEUM CONCESSIONS**

As part of the Overall Strategy for the Awarding of Petroleum Concessions in the period 2019-2025, approved by Presidential Decree 52/19 of 18<sup>th</sup> of February, the National Agency of Petroleum, Gas and Biofuels (“ANPG”) of Angola, hereby announces, pursuant to the provisions of Articles 6 and 7 of Presidential Decree 86/18 of 2<sup>nd</sup> of April, the opening of the Bidding Process for the granting of new Oil Concessions of the following Blocks:

Benguela Basin: Block 10.

Namibe Basin: Blocks 11, 12, 13, 27, 28, 29, 41, 42 and 43.

For each of the above-mentioned Blocks, the submission of proposals must comply with the following requirements:

### **I. BIDDING RULES AND PROCEDURES**

1. Bids must be written in Portuguese language or, if submitted in another language, it must be accompanied by an official translation in Portuguese;
2. Bids must indicate the bidder’s wish to be an operator or a non-operator, as well as the pursued working interest in the block(s) in which it is bidding;
3. The agreement to be entered by the National Concessionaire (*i.e.* ANPG) and its associates shall be a Production Sharing Agreement (“PSA”). It should be noted that, by submitting a bid(s), the bidder undertakes to accept the terms described in the model PSA available on ANPG’s website ([www.anpg.co.ao](http://www.anpg.co.ao)). Nonetheless, the right to negotiate items subject to bidding will be safeguarded;
4. Concession areas offered in the bidding round are included in the maps available on ANPG’s website;
5. Small, medium or large-sized companies, either national or foreign, may bid individually or through a Consortium;
6. In case of submission of a bid through a Consortium, each of the companies comprising the Consortium will be assessed individually for the purposes of their qualification;
7. All templates reproduced herein will be available on ANPG’s website ([www.anpg.co.ao](http://www.anpg.co.ao));

8. Bids must be submitted by 5:30 pm Luanda time (GMT+1) on the 12<sup>th</sup> of November 2019, in a closed and sealed envelope. All proposals handed over after such date will be deemed null and void;
9. All bids must be sent to the following address:  
  
Edifício Torres do Carmo – Torre 2  
Rua Lopes de Lima, Município de Luanda  
Luanda - República de Angola  
Tel.: 226 428 577  
Att.: Paulino Jerónimo, Chairman of ANPG  
Ref.: Proposta - Ronda de Licitações 2019
10. Companies must deliver all bids directly to the office of the Director of Negotiation on the 5<sup>th</sup> floor at the above-mentioned address.

All bids will be opened in a Public Session to be held on the 13<sup>th</sup> November 2019, at a time and location to be announced in due course.

## **II. REQUIREMENTS FOR A NON-OPERATOR ASSOCIATE OF THE NATIONAL CONCESSIONAIRE**

Bidders intending to undertake the role of Non-Operator shall prove its good reputation and financial strength by providing the following information:

- a) Company's name;
- b) Place of incorporation, registration and address of its headquarters;
- c) Main activities carried out;
- d) Detailed information on its equity structure, namely, the amounts of owner's equity, current and fixed assets, as well as liabilities;
- e) Comfort letter from reputable banking institutions, which accredits for its financial capacity;
- f) Annual reports of the activity carried out, including the Balance Sheet and accounts for the last 3 (three) years, or since its incorporation, if the company was incorporated in less than 3 (three) years, audited by an independent and reputable auditing entity;
- g) Detailed information regarding experience in exploration and production of hydrocarbons, including details of reserves and production;
- h) Number of employees and professional experience of the management personnel in the area exploration and production of hydrocarbons;
- i) Detailed information on the judicial and arbitration proceedings brought against the company, in the last 5 (five) years (Statement of Responsibility);
- j) Detailed information on anticipated plans, future obligations, including work programs or risks that may impact its ability to fulfill the work program which may be set out for the Angolan concessions of which it may form part of;
- k) Detailed information on the business activity carried out in Angola up to the date of the submission of the application (if applicable).

### **III. REQUIREMENTS FOR AN OPERATOR ASSOCIATE OF THE NATIONAL CONCESSIONAIRE**

Bidders intending to undertake the role of an Operator must, in addition to presenting the information referred to in the Non-Operator's requirements, prove the possession of following requirements:

- a) Competence and experience in the management and execution of petroleum operations;
- b) Technical and operational competence;
- c) Efficient organizational structure;
- d) Information showing evidence of experience in carrying out petroleum operations that the company deems relevant to enhance its application, namely with respect to safety, environmental protection, pollution prevention and employment, integration and where relevant, training of Angolan personnel.

### **IV. HSE REQUIREMENTS**

Additionally, Companies must provide evidence of the following:

- a) Demonstrate a Quality, Health, Safety and Environment Policy that shows commitment to Prevention of Health injury, Prevention of Environmental Pollution, Protection of Heritage and continuous improvement;
- b) Comply with applicable laws and regulations;
- c) Demonstrate that its employees have the necessary skills to ensure compliance with the Quality, Health, Safety and Environment aspects;
- d) Demonstrate the mechanisms applied for HSE risks assessment and management;
- e) Highlight the use of methodologies that eliminate the causes of nonconformities in order to avoid repetition and eliminate the causes of potential nonconformities;
- f) Demonstrate competence to implement and sustain Quality, Health, Safety and Environment Management Systems in oil and gas exploration and production operations;
- g) Present the methods to be employed for control and emergency response and oil spill control;
- h) Present Management Indicators of the last 6 (six) months and the mechanisms to be used to assess Quality, Health, Safety and Environment performance.

## V. TERMS OF REFERENCE FOR THE OFFERED BLOCKS

TERMS OF REFERENCE																					
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BLOCK 10 (Shallow Waters)																					
BID ITEMS	WEIGHT																				
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Profit Oil Split	<table border="1"> <thead> <tr> <th>IRR</th> <th>%NC</th> <th>% CG</th> </tr> </thead> <tbody> <tr> <td>&lt;10%</td> <td>20%</td> <td>80%</td> </tr> <tr> <td>10% to 15%</td> <td>30%</td> <td>70%</td> </tr> <tr> <td>15% to 20%</td> <td>60%</td> <td>40%</td> </tr> <tr> <td>20% to 25%</td> <td>70%</td> <td>30%</td> </tr> <tr> <td>&gt;25%</td> <td>80%</td> <td>20%</td> </tr> </tbody> </table>	IRR	%NC	% CG	<10%	20%	80%	10% to 15%	30%	70%	15% to 20%	60%	40%	20% to 25%	70%	30%	>25%	80%	20%	
IRR	%NC	% CG																		
<10%	20%	80%																		
10% to 15%	30%	70%																		
15% to 20%	60%	40%																		
20% to 25%	70%	30%																		
>25%	80%	20%																		
VARIABLE ITEMS																				
Minimum Work Program																				
Initial Exploration Phase	4	Years																		
Nº of Exploration Wells		Wells																		
3D seismic		Km <sup>2</sup>																		
Subsequent Exploration Phase	2	Years																		
Nº of Exploration Wells		Wells																		
FINANCIAL GUARANTEE FOR THE MINIMUM WORK PROGRAM																				
Initial Exploration Phase																				
Exploration Well	35 000 000	\$/Well																		
3D seismic	10 000	\$/Km <sup>2</sup>																		
Subsequent Exploration Phase																				
Exploration Well	35 000 000	\$/Well																		
NOC CARRIED WORKING INTEREST																				
Sonangol P&P (Carried through Exploration)	20,00 %																			

TERMS OF REFERENCE			
BIDDABLE ITEMS AND ITS RESPECTIVE WEIGHT			
BLOCK 41 (Ultra Deep Waters)			
BID ITEMS		WEIGHT	
Signature Bonus <sup>1</sup>		20%	
Social Projects Contribution <sup>1</sup>		10%	
<b>Minimum Work Program</b>			
Nº of Exploration Wells		50%	
3D seismic		20%	
<sup>1</sup> Not amortized nor recoverable, and payable by all Contractor Group members with exception of Sonangol, as well as Angolan entities, as for the provisions under Presidential Legislative Decree nº 3/12			
FIXED ITEMS			
Cost Oil Ceiling for Costs Recovery		60%	70%
Uplift		25%	
Profit Oil Split		IRR	%NC
		<10%	15%
		10% to 15%	30%
		15% to 20%	60%
		20% to 25%	70%
		>25%	80%
		% CG	85%
			70%
			40%
			30%
			20%
VARIABLE ITEMS			
<b>Minimum Work Program</b>			
<b>Initial Exploration Phase</b>		4	Years
Nº of Exploration Wells			Wells
3D seismic			Km <sup>2</sup>
<b>Subsequent Exploration Phase</b>		2	Years
Nº of Exploration Wells			Wells
FINANCIAL GUARANTEE FOR THE MINIMUM WORK PROGRAM			
<b>Initial Exploration Phase</b>			
Exploration Well		45 000 000	\$/Well
3D seismic		10 000	\$/Km <sup>2</sup>
<b>Subsequent Exploration Phase</b>			
Exploration Well		45 000 000	\$/Well
NOC CARRIED WORKING INTEREST			
Sonangol P&P (Carried through Exploration)		20,00	%

TERMS OF REFERENCE			
BIDDABLE ITEMS AND ITS RESPECTIVE WEIGHT			
BLOCK 42 (Ultra Deep Waters)			
BID ITEMS		WEIGHT	
Signature Bonus <sup>1</sup>		20%	
Social Projects Contribution <sup>1</sup>		10%	
Minimum Work Program			
Nº of Exploration Wells		50%	
3D seismic		20%	
<sup>1</sup> Not amortized nor recoverable, and payable by all Contractor Group members with exception of Sonangol, as well as Angolan entities, as for the provisions under Presidential Legislative Decree nº 3/12			
FIXED ITEMS			
Cost Oil Ceiling for Costs Recovery	65%	70%	
Uplift		30%	
Profit Oil Split	IRR	%NC	% CG
	<10%	15%	85%
	10% to 15%	30%	70%
	15% to 20%	60%	40%
	20% to 25%	70%	30%
	>25%	80%	20%
VARIABLE ITEMS			
Minimum Work Program			
Initial Exploration Phase		4	Years
Nº of Exploration Wells			Wells
3D seismic			Km <sup>2</sup>
Subsequent Exploration Phase		2	Years
Nº of Exploration Wells			Wells
FINANCIAL GUARANTEE FOR THE MINIMUM WORK PROGRAM			
Initial Exploration Phase			
Exploration Well		45 000 000	\$/Well
3D seismic		10 000	\$/Km <sup>2</sup>
Subsequent Exploration Phase			
Exploration Well		45 000 000	\$/Well
NOC CARRIED WORKING INTEREST			
Sonangol P&P (Carried through Exploration)		20,00	%

TERMS OF REFERENCE																				
BIDDABLE ITEMS AND ITS RESPECTIVE WEIGHT																				
BLOCK 43 (Ultra Deep Waters)																				
BID ITEMS	WEIGHT																			
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NOC CARRIED WORKING INTEREST																				
Sonangol P&P (Carried through Exploration)	20,00 %																			

## VI. ANNEXES: APPLICATION AND PROPOSAL TEMPLATES

ANEXO A - MODELO DE APRESENTAÇÃO DE EMPRESAS						
Operador		<input style="width: 80px;" type="text"/>	Bloco N.º		<input style="width: 80px;" type="text"/>	
ou						
Não Operador		<input style="width: 80px;" type="text"/>	% no Bloco		<input style="width: 80px;" type="text"/>	
DADOS DA EMPRESA						
Firma ou Denominação Social: _____						
Endereço: _____						
Telefone: _____						
Email: _____ @ _____						
Local de Constituição da Empresa: _____						
Actividade Principal: _____						
Nome do (s) representante (s): _____						
CAPACIDADE FINANCEIRA						
		2018	2017	2016		
Total do Activo Não Corrente (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Total do Activo Corrente (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Capital Próprio (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Passivo Corrente (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Passivo Não Corrente (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Total das Vendas/Prestação de Serviço (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Resultado Operacional/EBTIDA (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Resultados Líquidos (US\$):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>		
Investimentos em Exploração nos Últimos Cinco Anos (US\$): _____						
Obrigações futuras que possam ter impacto na capacidade de cumprimento do Programa Mínimo de Trabalho: _____						
Declaração de Responsabilidade sobre os Litígios Judiciais e Arbitrais contra si colocados nos últimos 5 anos: _____						
CAPACIDADE TÉCNICA (Somente para empresas que concorrem como operadores)						
Anos de Experiência em E&P: _____						
		Águas				
		Terrestre	Rasas	Profundas	Ultra-Profundas	
Experiência Operacional (em Anos):		<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	
Número Total de Funcionários: _____						
Número de Concessões/Blocos Operados: _____						
Reservas Globais Estimadas (MMboe): _____						
Média Actual da Produção Global MMboe/dia: _____						
Número de Poços de Exploração Perfurados nos Últimos 5 Anos: _____						
REQUISITOS DE SEGURANÇA, SAÚDE E AMBIENTE (SSA)						
	Indicador	2014	2015	2016	2017	2018
Desempenho de Segurança nos últimos 5 anos (acidentes por 200 mil horas trabalhadas)	TRIR	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>
	LTIFR	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>
Desempenho Ambiental	Gas Flaring (mmscfd)	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>
	Número de derrames (#)	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>
	Volume de Petróleo Bruto derramado (Barris)	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>
Process Safety	# of Loss of Primary Containment events of	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>	<input style="width: 80px;" type="text"/>

1. A apresentação de declarações falsas resultará na desqualificação das empresas concorrentes.  
 2. As informações prestadas no presente formulário deverão ser suportadas pelos documentos de qualificação estabelecidos pelo Decreto Presidencial n.º 86/18, de 2 de Abril.

Data: \_\_\_\_\_

Atenciosamente,

Nome do Responsável Máximo  
**(Função que ocupa na empresa)**

ANEXO B - MODELO DE APRESENTAÇÃO DE PROPOSTAS			
DADOS DA EMPRESA			
Firma ou Denominação Social:	_____		
Endereço:	_____		
Telefone:	_____		
Email:	_____		
Local de Constituição da Empresa:	_____		
Actividade Principal:	_____		
Nome do (s) representante (s):	_____		
PROPOSTA DA EMPRESA			
Bloco N.º:	<input style="width: 50px;" type="text"/>	Participação no Bloco	<input style="width: 50px;" type="text"/> %
Operador:	<input style="width: 50px;" type="text"/>	ou	Não Operador: <input style="width: 50px;" type="text"/>
CONCORRENTES DA PROPOSTA TÉCNICA EM CONSÓRCIO (80%) (Somente para empresas que apresentam propostas técnicas em consórcio)			
1º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
2º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
3º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
4º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
5º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
6º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
7º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
8º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
9º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
10º	_____	Participação no Bloco	<input style="width: 50px;" type="text"/> %
BÓNUS DE ASSINATURA (USD)			
CONTRIBUIÇÃO PARA PROJECTOS SOCIAIS (USD)			
PROGRAMA MÍNIMO DE TRABALHO			
<b>Fase Inicial de Pesquisa</b>	<input style="width: 50px;" type="text"/>	Anos	Valor
N.º de Poços de Pesquisa	<input style="width: 50px;" type="text"/>	Poços	<input style="width: 50px;" type="text"/> Total (\$)
Sísmica 3D	<input style="width: 50px;" type="text"/>	Km2	<input style="width: 50px;" type="text"/> \$
GARANTIA FINANCEIRA AO PROGRAMA MÍNIMO DE TRABALHO			
<b>Poço de Pesquisa:</b>		Valor	
Águas Rasas (Blocos 10, 11, 12 e 13)	<input style="width: 50px;" type="text"/>	25 000 000	\$/Poço
Águas Profundas (Blocos 27, 28, e 29)	<input style="width: 50px;" type="text"/>	35 000 000	\$/Poço
Águas Ultra Profundas (Blocos 41, 42 e 43)	<input style="width: 50px;" type="text"/>	45 000 000	\$/Poço
<b>Sísmica 3D:</b>	<input style="width: 50px;" type="text"/>	10 000,00	\$/KM2

Observações

Data:

Atenciosamente

Nome do Responsável Máximo  
(Função que ocupa na empresa)