ANPG

## 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

| | | | | |
|---|---|---|---|---|
| **Nome do Bloco:** | | **Participação no Bloco** | | % |
| **Operador/Não Operador:** | | | | |

### CONCORRENTES DA PROPOSTA TECNICA CONJUNTA (80%)
(Somente para empresas que apresentam propostas técnicas conjuntas)

| | | | |
|---|---|---|---|
| 1º | **Participação no Bloco** | | % |
| 2º | **Participação no Bloco** | | % |
| 3º | **Participação no Bloco** | | % |
| 4º | **Participação no Bloco** | | % |
| 5º | **Participação no Bloco** | | % |
| 6º | **Participação no Bloco** | | % |
| 7º | **Participação no Bloco** | | % |
| 8º | **Participação no Bloco** | | % |
| 9º | **Participação no Bloco** | | % |
| 10º | **Participação no Bloco** | | % |

### BÓNUS, CONTRIBUIÇÕES E CONTÉUDO LOCAL

| | | |
|---|---|---|
| Bónus de Produção * | | $MM |
| Contribuições para Projecto Sociais incluindo Protecção Ambiental ** | | $MM |
| Fomento do Conteúdo Local *** | | % |

* Pagos Anualmente a partir do segundo ano da produção.
** Pagos Anualmente a partir do inicio ano da produção.
** % do Orçamento dos serviços da Fase Inicial de Pesquisa adjudicados às empresas angolanas

### PROGRAMA MÍNIMO DE TRABALHO FASEADO

**Fase Inicial de Pesquisa**

| | | |
|---|---|---|
| **1 ª Etapa:** Sísmica 2D | | **Km** |
| **2 ª Etapa:** Perfuração de Poço de Pesquisa | | **Poço(s)** |

**Período para Cumprimento do Programa Mínimo de Trabalho**

| | | |
|---|---|---|
| **Duração da 1 ª Etapa:** Sísmica 2D | | **anos** |
| **Duração da 2 ª Etapa:** Perfuração de Poço de Pesquisa | | **anos** |

### GARANTIA FINANCEIRA AO PROGRAMA MÍNIMO DE TRABALHO FASEADO

| | | |
|---|---|---|
| **Poço de Pesquisa:** | | **$/Poço** |
| **Sísmica 2D:** | | **$/KM** |

Observações

# TERMS OF REFERENCE

## ELEMENTS SUBJECT TO TENDER AND WEIGHT

**BLOCK NAME: CON 2**

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

## FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

## FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: CON 3

| ELEMENTS SUBJECT TO TENDER | WEIGHT | |
|---|---|---|
| **Bonuses and Contributions** | 15% | |
| Production Bonus/paid annually from the 2nd year of Production | 5% | |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% | |
| **Promotion of Local Content** | 5% | |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% | |
| **Minimum phased work program** | 70% | |
| 1st Stage: 2D Seismic (km) | 50% | |
| 2nd Stage: Drilling of Exploration Well | 20% | |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| Duration of Stage 1: 2D Seismic (years) | 7% | Years |
| Duration of Stage 2: Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 25% | 75% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

| TERMS OF REFERENCE | | | |
|---|---|---|---|
| ELEMENTS SUBJECT TO TENDER AND WEIGHT | | | |
| BLOCK NAME: CON 7 | | | |
| **ELEMENTS SUBJECT TO TENDER** | | **WEIGHT** | |
| **Bonuses and Contributions** | | 15% | |
| Production Bonus/paid annually from the 2nd year of Production | | 5% | |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | | 10% | |
| **Promotion of Local Content** | | 5% | |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | | 5% | |
| **Minimum phased work program** | | 70% | |
| **1st Stage:** 2D Seismic (km) | | 50% | |
| **2nd Stage:** Drilling of Exploration Well | | 20% | |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| | | |
|---|---|---|
| **PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM** | 10% | |
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

**FIXED ELEMENTS**

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 75% | 85% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 10% | 90% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 85% (eighty-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

**FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM**

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: CON 8

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 25% | 75% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

## TERMS OF REFERENCE

## ELEMENTS SUBJECT TO TENDER AND WEIGHT

**BLOCK NAME: KON 1**

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | **15%** |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | **5%** |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | **70%** |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

## FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

## FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: KON 3

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| | | |
|---|---|---|
| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 25% | 75% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

ANPG
AGÊNCIA NACIONAL DE PETRÓLEO, GÁS E BIOCOMBUSTÍVEIS

## TERMS OF REFERENCE

### ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: KON 7

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

### FIXED ELEMENTS

| | | |
|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | 65% | 75% |
| Investment Premium: | | 35% |

Profit Oil Sharing:

| IRR | % NC | % CG |
|---|---|---|
| <20% | 15% | 85% |
| De 20% à 30% | 25% | 75% |
| >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

### FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: KON 10

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| 1st Stage: 2D Seismic (km) | 50% |
| 2nd Stage: Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| | | |
|---|---|---|
| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
| Duration of Stage 1: 2D Seismic (years) | 7% | Years |
| Duration of Stage 2: Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

| TERMS OF REFERENCE | |
|---|---|
| ELEMENTS SUBJECT TO TENDER AND WEIGHT | |
| BLOCK NAME: KON 13 | |
| | |
| **ELEMENTS SUBJECT TO TENDER** | **WEIGHT** |
| Bonuses and Contributions | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| Promotion of Local Content | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| Minimum phased work program | 70% |
| 1st Stage: 2D Seismic (km) | 50% |
| 2nd Stage: Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| Duration of Stage 1: 2D Seismic (years) | 7% | Years |
| Duration of Stage 2: Exploration Well Drilling (years) | 3% | Years |

**FIXED ELEMENTS**

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 65% | 75% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 15% | 85% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

**FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM**

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: KON 14

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | **15%** |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | **5%** |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | **70%** |
| **1st Stage:** 2D Seismic (km) | 50% |
| **2nd Stage:** Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
|---|---|---|
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | |
|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | 65% | 75% |
| Investment Premium: | | 35% |

Profit Oil Sharing:

| IRR | % NC | % CG |
|---|---|---|
| <20% | 15% | 85% |
| De 20% à 30% | 20% | 80% |
| >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

## TERMS OF REFERENCE

## ELEMENTS SUBJECT TO TENDER AND WEIGHT

**BLOCK NAME: KON 15**

| ELEMENTS SUBJECT TO TENDER | WEIGHT |
|---|---|
| **Bonuses and Contributions** | 15% |
| Production Bonus/paid annually from the 2nd year of Production | 5% |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% |
| **Promotion of Local Content** | 5% |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% |
| **Minimum phased work program** | 70% |
| 1st Stage: 2D Seismic (km) | 50% |
| 2nd Stage: Drilling of Exploration Well | 20% |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| | | |
|---|---|---|
| **PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM** | 10% | |
| Duration of Stage 1: 2D Seismic (years) | 7% | Years |
| Duration of Stage 2: Exploration Well Drilling (years) | 3% | Years |

## FIXED ELEMENTS

Crude Oil Ceiling for Cost Recovery[2]: 65% | 75%

Investment Premium: 35%

Profit Oil Sharing:

| IRR | % NC | % CG |
|---|---|---|
| <20% | 15% | 85% |
| De 20% à 30% | 25% | 75% |
| >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 75% (seventy-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

## FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

TERMS OF REFERENCE

ELEMENTS SUBJECT TO TENDER AND WEIGHT

BLOCK NAME: KON 19

| ELEMENTS SUBJECT TO TENDER | WEIGHT | |
|---|---|---|
| **Bonuses and Contributions** | 15% | |
| Production Bonus/paid annually from the 2nd year of Production | 5% | |
| Contributions to Social Projects[1], incluiding Environmental Protection paid annually from 1st Oil | 10% | |
| **Promotion of Local Content** | 5% | |
| % of Initial Exploration Phase budget to be allocated to Angolan companies | 5% | |
| **Minimum phased work program** | 70% | |
| **1st Stage:** 2D Seismic (km) | 50% | |
| **2nd Stage:** Drilling of Exploration Well | 20% | |

[1] Not depreciable or recoverable and paid by all members of the Contractor Group with exception of Sonangol P&P and the Angolan companies, under Presidential Legislative Decree No. 3/12 of March 16.

| | | |
|---|---|---|
| PERIOD FOR FULFILLING THE MINIMUM WORK PROGRAM | 10% | |
| **Duration of Stage 1:** 2D Seismic (years) | 7% | Years |
| **Duration of Stage 2:** Exploration Well Drilling (years) | 3% | Years |

FIXED ELEMENTS

| | | | |
|---|---|---|---|
| Crude Oil Ceiling for Cost Recovery[2] | | 75% | 85% |
| Investment Premium: | | | 35% |
| Profit Oil Sharing: | IRR | % NC | % CG |
| | <20% | 10% | 90% |
| | De 20% à 30% | 20% | 80% |
| | >=30% | 50% | 50% |

[2] In the event that Development expenditures for a Development Area are not fully recovered within five (5) Years after the start of commercial production or within five (5) Years after the Development expenditures are incurred, whichever is last, then Cost Recovery Crude Oil shall be increased in the sixth (6th) Year, up to 85% (eighty-five percent) per Year, to allow for the recovery of such unrecovered expenditures.

FINANCIAL GUARANTEE FOR THE PHASED MINIMUM WORK PROGRAM

| | | |
|---|---|---|
| 2D seismic | 10 000,00 | *$/Km* |
| Exploration Well | 3 000 000,00 | *$/Well* |

| ANEXO A - MODELO DE APRESENTAÇÃO DE EMPRESAS | 2023 | 0 |
|---|---|---|

## ANEXO A - MODELO DE APRESENTAÇÃO DE EMPRESAS

| | | | |
|---|---|---|---|
| **Operador** | | **Bloco N.º** | 0 |
| **ou** | | | |
| **Não Operador** | | **% no Bloco** | 0,00 |

## DADOS DA EMPRESA

\

Firma ou Denominação Social:

Endereço:

Telefone:

Email:

Local de Constituição da Empresa:

Actividade Principal:

Nome do (s) representante (s):

## CAPACIDADE FINANCEIRA

| | 2022 | 2021 | 2020 |
|---|---|---|---|
| Total do Activo Não Corrente (MMUS$): | | | |
| Total do Activo Corrente (MMUS$): | | | |
| Capital Próprio (MMUS$): | | | |
| Total do Passivo Não Corrente (MMUS$): | | | |
| Total do Passivo Corrente (MMUS$): | | | |
| Total das Vendas/Prestação de Serviço (MMUS$): | | | |
| Resultado Operacional/EBTIDA (MMUS$): | | | |
| Resultados Líquidos (MMUS$): | | | |

Investimentos em Exploração nos Últimos Cinco Anos (MMUS$): 0,00

Obrigações futuras que possam ter impacto na capacidade de cumprimento do Programa Mínimo de Trabalho: 0,00

Declaração de Responsabilidade sobre os Litígios Judiciais e Arbitrais contra si colocados nos últimos 5 anos: 0,00

## CAPACIDADE TÉCNICA
**(Somente para empresas que concorrem como Operadores)**

Anos de Experiência em E&P:

| | Terrestre | Águas Rasas | Águas Profundas | Águas Ultra-Profundas |
|---|---|---|---|---|
| Experiência Operacional (em Anos): | | | | |

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 | 2022 | 2021 | 2020 | 2019 | 2018 |
|---|---|---|---|---|---|---|
| Desempenho de Segurança nos últimos 5 anos (acidentes por 1 milhão de horas trabalhadas) | TRIR | | | | | |
| | LTIFR | | | | | |
| Desempenho Ambiental | Gas Flaring (mmscfd) | | | | | |
| | Número de derrames (#) | | | | | |
| | Volume de Petróleo Bruto derramado (Barrís) | | | | | |
| Process Safety | # of Loss of Primary Containement events of greater consequence | | | | | |

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.

Assinatura:

Data:

# I. RULES AND PROCEDURES OF THE PUBLIC TENDER

1. Proposals must be submitted in the Portuguese language or, if in another language, accompanied by an official translation in Portuguese, and in the case of discrepancies, the Portuguese version will prevail. The documents that show technical and financial capability to carry out Petroleum Operations can be submitted in English.

2. Proposals must indicate the bidder's intention to undertake the role of either an operator or a non-operator, as well as the pursued working interest in the block(s) to which it is bidding.

3. The type of contract to be entered into between the National Concessionaire and its Associates shall be the Production Sharing Contract ("PSC").

4. National or foreign companies may bid individually or through a Consortium.

5. In case of submission of a proposal through a Consortium, each of the companies comprising the Consortium will be evaluated individually for the purposes of their qualification.

6. In case bidders present a technical and/or financial partner, it must also submit the documentation of the partner that proves its technical and/or financial capability, as applicable, along with the partnership contract, which shall include the commitment of the Parties to the financial/technical obligations for the Minimum Work Program.

7. Companies bidding for the position of an Operator or a non-Operator must pay an entry fee, which will grant access to the technical data free of charge, by selecting one of the following paying options:

   a) US$ 400.000,00 (Four Hundred Thousand Dollars of the United States of America), for the data of the Lower Congo and Kwanza Basins;
   b) US$ 300.000,00 (Three Hundred Thousand Dollars of United States of America), for the Lower Congo Basin;
   c) US$ 200.000,00 (Two Hundred Thousand Dollars of United States of America), for the Kwanza Basin;
   d) US$ 70.000,00 (Seventy Thousand Dollars of United States of America), for each specific block awarded.

8. Payment of the Entry fee must be made by awarded companies no later than 30 (thirty) days after the award results have been announced, under penalty of being disqualified from the tender.

9. The Minimum Work Program will be associated with a Financial Guarantee, stipulated in the Terms of Reference presented, according to the kilometers of seismic and


Agência Nacional de Petróleo, Gás e Biocombustíveis
Edifício Torres do Carmo - Torre 2 | Rua Lopes de Lima, Distrito Urbano da Ingombota, Luanda, República de Angola
C.P.: 3279 | Tel.: (+244) 226 428 000 | E-mail: geral@anpg.co.ao | website: www.anpg.co.ao

the number of well(s).

10. The Minimum Work Program for the Initial Exploration Phase will be phased out, as per the following:

    i. 1st Stage: Carrying out the 2D Seismic Program;
    ii. 2nd Stage: Drilling of Exploration Well(s).

11. The Financial Guarantee is equivalent to the Minimum Work Obligations for each stage. For the 1st Stage, it must be provided 30 (thirty) days after the Effective Date of the Contract and in case the Contractor Group selects to enter the 2nd Stage, it must be provided 30 (thirty) days after National Concessionaire's approval of the Operator's request to enter at 2nd stage.

12. The template for the Presentation of Companies (Model A), the Presentation of Proposals (Model B) and the Ethics and Integrity Questionnaires (Model C) Forms will be available through QR-Codes and made available at ANPG website (www.anpg.co.ao).

13. Proposals in physical format must be submitted up to 6:00 pm (GMT+1) on November 15th, 2023 in a closed and sealed envelope. Proposals in digital format must be submitted in PDF and encrypted by email, up to 11:59 pm (GMT+1), on November 15th, 2023. For proposals submitted in digital format, the applicant must provide the password to the President of the Jury of the evaluation committee during the ceremony of the Public Opening of Proposals for Tender.

14. Proposals submitted after the due date and time will be deemed null and void, and not subject to qualification and evaluation.

15. All proposals must be sent to the following address:

15.1. Physical Format:

Edifício Torres do Carmo – Torre II Rua Lopes de Lima, Município de Luanda
Luanda - República de Angola
11th Floor at the Secretariat of the Negotiations Department
Att.: Alcides Andrade, Director de Negociações da ANPG
Ref.: Proposta - Licitação 2023 via Concurso Público
Telefone: 226428562/226428550

15.2. Digital Format:

By email: licitacao2023@anpg.co.ao

16. All proposals will be opened in a Public Act to be held on 16th November 2023, at time and place to be announced in a due course.

17. The weight for evaluating proposals of bidders is **15%** (fifteen per cent) for Bonuses and Contributions, **70%** ( seventy per cent) for the Minimum Work Obligations, **10%** (ten percent) for the period of the Minimum Work Program, and **5%** (five percent) for the Promotion of Local Content.


Agência Nacional de Petróleo, Gás e Biocombustíveis
Edifício Torres do Carmo - Torre 2 | Rua Lopes de Lima, Distrito Urbano da Ingombota, Luanda, República de Angola
C.P.: 3279 | Tel.: (+244) 226 428 000 | E-mail: geral@anpg.co.ao | website: www.anpg.co.ao
Agência Nacional de Petróleo, Gás e Biocombustíveis anpg_angola_oficial anpg

18. The weight for evaluating the Status of an Associate of the National Concessionaire, for bidders that wish to participate as an Operator is **40%** (forty per cent) for financial capability and **60%** (sixty per cent) for technical capability, while for companies bidding as non-Operator it is **100%** (one hundred per cent) for financial capability.

19. The final score for qualification of companies, in this public tender, will be the weight of **35%** (thirty-five per cent) on the result acquired in the Evaluation of Proposals and **65%** (sixty-five per cent) on the result acquired in the Evaluation of the Status of an Associate of the National Concessionaire.

20. In the event a company is qualified as an Associate of the National Concessionaire, as a non-operator for a given block and does not have the financial capability to fulfill the commitment of the Minimum Work Obligations of the winning proposal, it will be disqualified. Companies that, within the stipulated period in the contract and by Law, do not provide proof of Financial Guarantee to the National Concessionaire, will also be disqualified.

21. The Terms of the winning proposal will not be subject to negotiation, nor the fixed elements of the Terms of Reference. Companies. It should be noted that companies which submitted proposals, accept the present Rules and Procedures.

22. Pursuant to the terms of Presidential Legislative Decree No. 3/12, of March 16, national companies are only exempt from paying the Contributions for Social Projects, and must participate and contribute, according to their participation interest in the respective Contractor Group in the payment of the Production Bonus.

23. Without prejudice to what is described in the previous paragraph, companies under the Presidential Legislative Decree no. 3/12, of March 16, that are participating in the present bid must submit proposals for all terms in the tender, including the elements to which they are exempt from payment.

24. It is mandatory for all companies comply with rules of the tender as set out in this document, and failure to comply may lead to disqualification from the present tender.

## 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 capability 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 the company´s financial capability;



Agência Nacional de Petróleo, Gás e Biocombustíveis
Edifício Torres do Carmo - Torre 2 | Rua Lopes de Lima, Distrito Urbano da Ingombota, Luanda, República de Angola
C.P.: 3279 | Tel.: (+244) 226 428 000 | E-mail: geral@anpg.co.ao | website: www.anpg.co.ao
Agência Nacional de Petróleo, Gás e Biocombustíveis anpg_angola_oficial anpg

f) Annual reports of the activity carried out, including the Balance Sheet and income statements 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 certified for this purpose by the competent authority in its jurisdiction;**

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 of 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 be a part of the Contractor Group;

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 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 capability;

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. REQUIREMENTS OF COMPLIANCE

Bidders intending to undertake the role of an Operator and Non-Operator as associate of the National Concessionaire, must additionally present the following requirements:

a) Fill out the Declaration of Ethics and Integrity Questionnaire, which must be duly completed and signed, including the copies of documents that justify the answers, namely:

   i. Commercial certificate;
   ii. Shareholders or partners hierarchical structure (for limited liability companies);


Agência Nacional de Petróleo, Gás e Biocombustíveis
Edifício Torres do Carmo - Torre 2 | Rua Lopes de Lima, Distrito Urbano da Ingombota, Luanda, República de Angola
C.P.: 3279 | Tel.: (+244) 226 428 000 | E-mail: geral@anpg.co.ao | website: www.anpg.co.ao
Agência Nacional de Petróleo, Gás e Biocombustíveis anpg_angola_oficial anpg

iii. Last tax declaration;
iv. Identification of beneficial owners.

b) In case of Limited Liability Companies, each partner must also fill the Declaration of Ethics and Integrity Questionnaires, regardless of whether they have completed the company declaration, in accordance with subparagraph a) in point IV.

## V. QUALITY, HEALTH, SAFETY AND ENVIRONMENT (QHSE) REQUIREMENTS

Additionally, Companies must provide evidence of the following:

a) To demonstrate Quality, Health, Safety and Environmental, which highlights the commitment to the prevention of damage, prevention of Environmental Pollution, Protection of Heritage and continuous improvement;

b) To present acknowledgement matrix and compliance with applicable legal requirements;

c) To demonstrate that its employees have the necessary skills to ensure compliance with Quality, Health, Safety and Environmental aspects;

d) To demonstrate the methodology used to assess and manage Quality, Health, Safety and Environmental risks;

e) To demonstrate the use of methodologies that eliminates the causes of non-conformities in order to avoid recurrence and eliminate the causes of potential non-conformities;

f) To present the methods to be used to control and respond to emergencies and combat spills;

g) To present the Quality, Health and Environmental Safety Performance Indicators for the last 5 years and the mechanisms used to evaluate them.


Agência Nacional de Petróleo, Gás e Biocombustíveis
Edifício Torres do Carmo - Torre 2 | Rua Lopes de Lima, Distrito Urbano da Ingombota, Luanda, República de Angola
C.P.: 3279 | Tel.: (+244) 226 428 000 | E-mail: geral@anpg.co.ao | website: www.anpg.co.ao
Agência Nacional de Petróleo, Gás e Biocombustíveis anpg_angola_oficial anpg

# ETHICS AND INTEGRITY QUESTIONNAIRE 2023 – BIDDING ROUND

This mandatory self-declaration questionnaire must be answered by the bidder before signing any type of business relationship with the Agência Nacional de Petróleo, Gás e Biocombustíveis (ANPG). Its purpose is to ensure alignment with good practices in accordance with anti-corruption and money laundering legislation, internal policies and other legislation in force in the country.

| 1. COMPANY GENERAL DATA | | |
|---|---|---|
| 1.1 | Registration name: | |
| 1.2 | Head office/current address: | |
| 1.3 | Tax Identification Number (NIF): | |
| 1.4 | Legal Status: | |
| 1.5 | Year of incorporation: | |
| 1.6 | Total number of employees (direct and permanent): | |
| 1.7 | If the company belongs to a group, indicate the parent company and its respective address: | |
| 1.8 | Is the company or one of its subsidiaries domiciled in an offshore jurisdiction? If yes, provide details. | |
| 1.9 | List the name of customers to whom the company has provided services/ supplied products in the last five years in Angola: | |
| 1.10 | List the name, position and address of the people who will be the main contacts with the ANPG: | |
| **2. COMPANY SHAREHOLDER STRUCTURE** | | |
| 2.1 | Indicate the name and respective percentage of the company's shareholders/partners: | |

| | | |
|---|---|---|
| 2.2 | If the shareholders/partners are companies, the respective beneficial owners of these companies must be indicated: | |
| 2.3 | Indicate the name of the governing bodies: | |
| 2.4 | Does the company have a Politically Exposed Person in its shareholder structure? If yes, provide details: | |
| 2.5 | Does the company have a Politically Exposed Person among its employees? If yes, provide details: | |
| 2.6 | Does the company have in its corporate structure any national or international. | |
| 2.7 | Does the company have among its shareholders and key employees any member of a foreign political party or in Angola, or a candidate for any public office abroad or in Angola? If yes, provide details: | |
| 2.8 | Does the company, or any of its shareholders or key employees, have an interest in any other business? If yes, provide details: | |
| 2.9 | In the last 5 (five) years, the company, or any of its directors, officers, owners, shareholders or employees, have ever been convicted by a court or agency of having violated any anti-bribery laws? | |
| **3. COMPLIANCE** | | |
| 3.1 | Have the company's accounts been audited by external auditors? | |
| 3.2 | Does the company have policies and controls in place regarding corruption, fraud, bribery and money laundering? | |

| | | |
|---|---|---|
| 3.3 | Did the company make facilitation payments? | |
| 3.4 | Where there internal or external inspections in the area of fraud, corruption, illegal acts? If yes, what were the results? | |
| 3.5 | Has there been/is there any litigation or potential litigation taking place in court or elsewhere against the company? If yes, provide details. | |
| 3.6 | Has there been/is there any litigation or potential litigation taking place in court or elsewhere against a key employee of the company? If yes, what is it? | |
| 3.7 | Has the company or one of its managers and shareholders been sanctioned in the last 5 years? If yes, provide details. | |
| 3.8 | Has the company already made any offer, help with costs, financed any travel or awarded any monetary value or other valuable asset to a member of the government, public agent? | |
| 3.9 | Has the company ever made any offer, help with costs, financed a trip or awarded any monetary value or other valuable item to an employee of the National Agency of Petroleum, Gas and Biofuels? | |
| 3.10 | Does any shareholder or key employee of the company have a family link with any ANPG employee? | |
| 3.11 | What is the origin of the funds that will be allocated to finance the investment? * | |
| 3.12 | Your company has any direct/indirect negotiation involving a Country or any Sanctioned Entity? | |

*Applicable to companies bidding for Block Bids

The signatory is authorized to represent the company and therefore certifies that all information in this questionnaire and its annexes is true and correct and that no relevant or important information has been omitted.

Filled by:

______________________________________

By and on behalf of the Supplier:

______________________________________

Signature:

______________________________________

Function:

______________________________________

Date:

______________________________________