

**PERÚ: 2007**  
**Oportunidades de inversión**

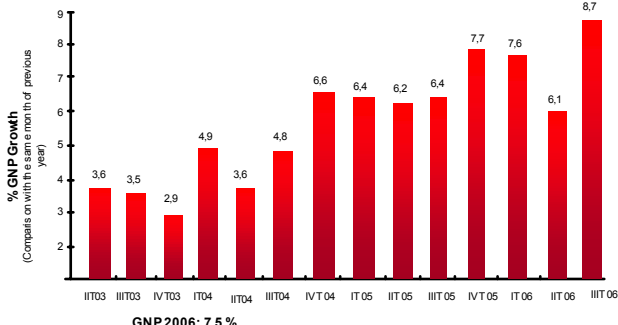
**PERUPETRO S.A.**

**Perupetro S.A.**

- ✓ Macroeconomics.
- ✓ Promotion Results
- ✓ Annual Bidding Round
  - ✓ Blocks
  - ✓ Schedule
  - ✓ Rules

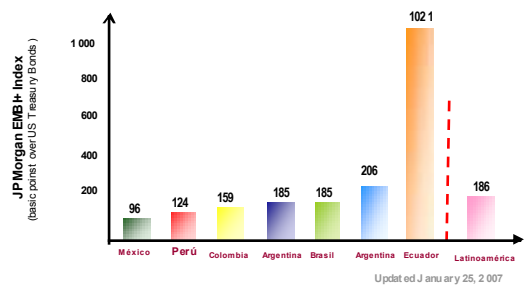
**Peru**

Continuous economic growth during the last 64 months...



**Peru**

The risk of the country is one of the lowest in the Region

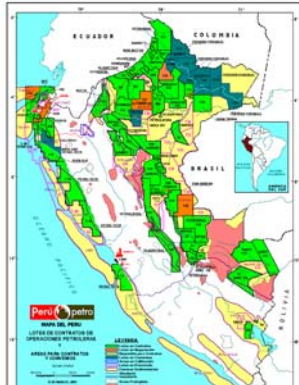


Source: Bloomberg

## Perupetro S.A: Promotion Results

Dec 31, 2004 31 (14 Ex, 17 Prod.)

March 8, 2007, 62 (43 Ex, 19 Prod)



## Perupetro S.A.

2000	1	2004	6
2001	4	2005	15
2002	2	2006	16
2003	2	2007	?



## Perupetro S.A

- ✓ In 2004-2005, PERUPETRO S.A. signed more new contracts than in the period 1999-2003.
- ✓ In 2005, the peak in the annual exploration contracts (15) over the last 30 years was reached.
- ✓ In 2006, new record, 16 contracts signed.



## Perupetro S.A

### ✓ HYDROCARBON LAW

- ✓ Freedom to bring in and repatriate funds to and from Peru. No permits required.
- ✓ Absolute freedom to sell all hydrocarbons produced. Exports are tax exempt.
- ✓ Absolute freedom to fix sales prices according to supply and demand.
- ✓ Possibility of International Arbitration.



## Perupetro S.A.

Stability is based on:

- ✓ International Arbitration is part of the Contract – there is a specific Clause for this.
- ✓ Contract approved by Presidential Decree – same level as a Congress Law - "Contract-Law".
- ✓ Contract signed by Peru-Petro S.A. as a "Sociedad Anonima" follows corporate rules So this Contract is signed "Enterprise to enterprise".
- ✓ New Government – Political Decision



## Perupetro S.A.

Perupetro begins a new stage in its contracting process

Which is the application of Annual Bidding Rounds.



## Perupetro S.A.

18 Blocks  
*Plus One*

- Marañón 5 + 1
- Ucayali 4
- Huallaga 1
- Madre De Dios 1
- Talara 1
- Talara Sechura 1
- Trujillo 2
- Salaverry 2
- Titicaca 1



How are these comprised



## Perupetro S.A.

18 Blocks plus an Additional One:

Two Groups: 8 Blocks by Gustavson  
10 Blocks by Perupetro

8 Gustavson Blocks

- Marañón M1 (134), M2 (135), M3, (136 y 137)
- Huallaga H1 (140), Ucayali U1 (138), U2 (139)
- Titicaca T1 (141)

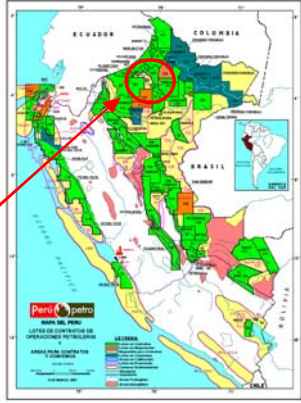
10 Perupetro Blocks

- Marañón (130), Ucayali (131), (132)
- Madre De Dios (133), Talara (XXV), Talara – Sechura (Z-45)
- Trujillo (Z-46, Z-47)
- Salaverry (Z-48, Z-49)



## Perupetro S.A.

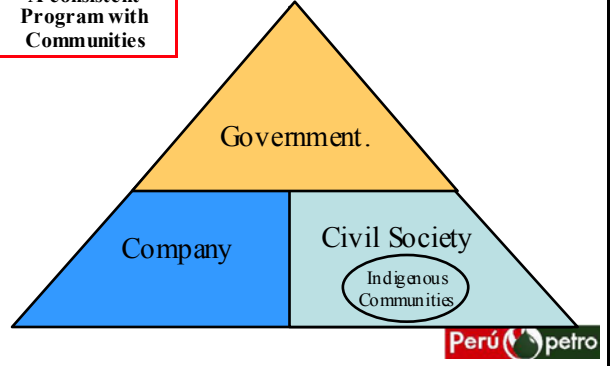
**PERU'S 2007  
BIDDING ROUND  
ADDITIONAL  
BLOCK 143, LOCATED  
IN MARAÑON BASIN**



## Advantages of Peru

A consistent  
Program with  
Communities

### ACTORS



### PERU'S 2007 BIDDING ROUND

#### SCHEDULE

ACTIVITY	YEAR 2007
Call for tenders	January 23
Letter of Intention and Submission of Qualification Documents for the Selection Process	January 24 to June 8
Delivery of Technical Data Packages and Access to Digital Data Room	January 29 to June 15
Questions and Clarifications	February 12 to June 15
Answer to Questions and Clarifications	June 22
Submission of Envelope N° 1 "Technical Bid" and Envelope N° 2 "Economic Bid"	July 9 - 9:00 a.m. to 11:00 a.m.
Opening of Envelope N° 1 "Technical Bid" and General Communication of Business Score	July 9 - 11:15 a.m.
Opening of Envelope N° 2 "Economic Bid" , Final Evaluation and Granting of the Award	July 12 - 9:00 a.m.



### ENVIRONMENTAL & SOCIAL KEY ISSUES REPORT



- REGULATORY AND LEGAL OVERVIEW
- INFRASTRUCTURE (Roads, airports, etc)
- PROTECTED AREAS
- ENVIRONMENTAL CONCERNS
- CHARACTERISTICS OF THE POPULATION S
  - (Communities and ethnic groups)
- ESIA REQUIREMENTS (Workshops)



24	06°34'54"645	81°28'37"705	9°272.443.000	447.251.157
25	06°02'20"763	81°28'35"919	9°332.443.000	447.251.157
26	06°02'20"075	81°39'26"493	9°332.443.000	427.251.157

Extension: 1'092.048.347 ha

BLOCK Z- 45 - WORK COMMITMENT		
Period	Duration	Commitment
1*	18 months	40 UTE or to reprocess and/or scanning/vectorizing 1,000 km 2D existing seismic, and to build a report on the seismic – structural interpretation and the integral geological-geophysical evaluation of the block as to define the most promising areas or leads.
2*	18 months	300 UTE or to acquire, process and interpret 1,500 km 2D seismic.
3*	24 months	520 UTE or drilling a wildcat to a minimum depth of 3,500 meters.
4*	24 months	520 UTE or drilling a wildcat to a minimum depth of 3,500 meters.



## GENERAL CONDITIONS

First step: To submit a Letter of Intention with information about Minimum Indicators.

Award will be given to the Company that has obtained the greater sum of three factors: Technical Punctuation, Economic Punctuation and the Business Score, weighted as follow.

$$\text{FINAL SCORE} = (\text{TP} * 0.10) + (\text{EP} * 0.80) + (\text{BS} * 0.10)$$



## CONTENTS OF THE BIDS

### Envelope N° 1: "Technical Bid"

The Envelope N° 1 must include an individual file for each Block they are bidding and containing the formats.

### Envelope N° 2: "Economic Bid"

The Envelope N° 2 must include an individual file for each Block they are bidding.



## BID EVALUATION

### TECHNICAL BID:

- In addition of the MWP established for each Block.
- Additional Kms of seismic lines and/or additional exploratory wells . Bid for the first two periods only.
- The offer of 2D seismic lines must be: from 10 km to 500 km .
- The drilling of exploratory wells must include up to two wells . The technical punctuation will be:

$$\text{TECHNICAL PUNCTUATION (TP)} = (\text{Km 2D Seismic}) * 0.001 + (\text{N° of wells}) * 0.5$$

	Unit	Weight
2D Seismic Registry	km	0.001
Drilling of Exploratory Well	well	0.5



## BID EVALUATION

### ECONOMIC BID:

The economic Bid will be "percentage points, expressed with two decimals", which will be applied to the current royalty scheme, according to the following:

ECONOMIC PUNCTUATION (EP): X.XX

#### a) Methodology: Economic Result Royalty (ERR):

$$\text{ERR} = (5.00 + \text{X.XX})\% + \text{VR}$$

VR : Variable Royalty %, ..... (Appendix D)

#### b) Methodology: Production Scale Royalty:

Production MBDC	Royalty in percentage (%)
< 5	(5.00 + X.XX)
5 - 100	(5.00 + X.XX) - (20.00 + X.XX)
> 100	(20.00 + X.XX)



## BID EVALUATION

OFERTA TÉCNICA		Registro de Sísmica 2D (km)	Perforación de Pozo Exploratorio (Unidades)
	1° Periodo		...
	2° Periodo		...

OFERTA ECONÓMICA: X.XX% (\*)

(\*) a ser llenado por el Postor, con dos cifras decimales.



## BID EVALUATION

### BUSINESS SCORE (BS):

The Business Score will be determined by the OC's revenue generation capacity, as follows:

OC's Annual Gross Revenue <sup>(1)</sup>	Points
From 0 to 500 million US\$	(0-20)
> 500 million US\$	20

(1) based on the 2005 Financial Statements.

- The interpolated values between 0 and 500 million US\$ are obtained by interpolation.
- In the case of Consortiums, the highest value of one of the Consortium's participants will be considered.



## BID EVALUATION

### FINAL SCORE:

Once obtained the partial scores of the technical and economic Bids, and the Business score, the final score will be determined by calculation.

The winner of the Bidding will be the one which obtains the highest score, according to the following formula:

$$\text{FINAL SCORE} = (\text{TP} * 0.10) + (\text{EP} * 0.80) + (\text{BS} * 0.10)$$

