#### OCTOBER 2012 ISSUE 14

#### THE BRAZILIAN FOCUSED MARKET REPORT



WAVE

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#### BROUGHT TO YOU BY WESTSHORE SHIPBROKERS AS





With the discoveries in the pre-salt layer in 2007, Brazil was elevated to one of the key future suppliers of crude oil and energy, especially after confirming the pre-salt oil to be economically viable and of high quality. Such pre-salt activity is prospected out of awarded concessions, most of which belong to state owned Petrobras, with a few of the concessions to International Oil Companies (IOCs) having such potential. the news of the upcoming 11th Bidding Round for Exploratory Blocks in May 2013, together with the first auction of pre-salt blocks under the production sharing regime in November 2013, announced in Brasilia by the government during the week of Rio Oil & Gas 2012. The model of production sharing to be adopted for the pre-salt region will be such where Petrobras will necessarily be the operator in the pre-salt. The model is well regarded by most of the companies which already operate in other countries with the same contractual arrangement.

The future would inevitably depend on more acreage being handed over. regulatory The framework under discussion and the preparation for the bids in itself brought the entire process to a halt. Brazil is suffering from a "pre-salt hangover" before it even really took off, as some say. The companies that alreadv have investments in Brazil sense а future with limited opportunities, and those planning on



The 11th round will bid 174 blocks, 87 onshore and 87 offshore. In the pre-salt the expectation is that this auction offers the giant field of Libra. The Brazilian Petroleum Institute (IBP) estimates that more than USD 1 billion in "Bonuses" will be raised. "Bonus" the upfront is premium that bidders offer for the areas. The amounts go straight to the Treasury. Further, the result will take into account other factors such as nationalization index, timing for each

coming to the country are limited to farming in. Therefore, with the exploratory campaigns in concessions already in progress or concluded and in the absence of additional areas being awarded, and considering the period between exploration phase and first oil of up to 10 years, a new round in the short term would add production beyond 2020, which is in itself considered "very late" by some experts.

Nonetheless, after a seemingly endless wait since 2008, the oil and gas market has with enthusiasm recently received

phase in the concession, indirect investment, among others. The National Organization of the Petroleum Industry (ONIP) expects that the total volume of investments in E&P in the country could increase from current USD 40 billion to USD 50 billion by 2020, with a round in 2013. With another similarly proportioned round in 2014, the amount could rise up to approximately USD 60 billion.

Some of the oil majors like Petrobras, Statoil and Shell stated their interest in monitoring the bid details. Some of the

excitement around the 11th round is related to the possibility of a return to regular bidding rounds, which is essential for the constant growth in reserves - a direct relation with market value. In addition, the supply of new exploration areas is extremely important to the maintenance or growth of the level of investment in the country, generating thousands of jobs, increasing knowledge on local reserves and potential of the Brazilian basins and promoting new discoveries that will contribute to the future production and development of the entire supply chain in the country.

BROUGHT

TO YOU BY

Even though the market is eager and full of "appetite" to move forward with the rounds, which is likely to make the bid very competitive, the government is also highlighting its priority to vote in Congress for the distribution of royalties from oil production and exploration of pre-salt layer this year. The vote is expected to happen in November. City counselors and deputies hope that the royalties will strengthen the municipalities which are facing financial difficulties mostly caused by the indecision around the distribution of other Federal monies and the exemption policy practiced by the government that ended up decreasing the revenue of the cities. The oil business sector have already started an open lobbying effort to convince congressmen to approve the new Law of Royalties as quickly as possible, as means to resolve the "appetite" for cash. Rie Grande de Bal

#### A WORD WITH WESTSHORE

The 11th round and the Royalties vote are connected. If the vote is delayed, the government may postpone the round. Because of this complex voting step that needs to be taken, some industry executives believe that nothing has really changed with this announcement. Others say that there is no lawful impediment to the completion of the 11th round, with congressmen wanting to move in with royalties in one project or another. If there was a problem, Brazil would not have had any of the previous 10 rounds...

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Despite all the arguments that have been and will be heard up until the rounds occur, it is certain that the federal government has finally responded positively to the long term demand for new acreage. Even if by any chance the rounds prove themselves to be just another rumor, only this time shouted from a higher cliff the moment is still very important to the more comprehensive reflection about royalties' rights, political transitions, local content indexes, infrastructure bottlenecks, and other aspects directly and indirectly connected to these bids. Therefore, when the right time comes, the market can be prepared and more mature for the new profile it will have and players it will welcome to Brazil, hopefully with a better outcome and more positive feedback about the experience.

"We truly hope that the new bidding rounds happen soon and bring a wider horizon to the local industry"

> Paula Quirino Shipbroker



### **VESSEL NEWS** THIS MONTHS FIXTURES, REQUIREMENTS AND MARKET SCREENINGS

SPOT FIXTURES		hat -						
DATE	VESSEL	TYPE	CLIENT	OWNER		PERIO	D DAY RATE	
10 Oct 2012	CAMPOS COMANDER			CHOU		7 DAYS		
THIS MONTHS FIX	TURES	125		-		er 16		
DATE	VESSEL	TYPE	CLIENT	OWNE	R	PERIO	D DAY RATE	
24 Sept 2012	HOLIDAY	AHTS	SHELL	CHOU	HOUEST		RNR	
01 Oct 2012	SKANDI IPANEMA	AHTS	KAROON	DOF		120 DA	YS USD 45.500	
10 Oct 2012	ASTRO DOURADO	PSV	NORDIC OFFSHORE	BIGMA	R	60 DAY	'S RNR	
10 Oct 2012	FAR SWIFT	PSV	KAROON	FARST	TAD	60 DAY	'S RNR	
THIS MONTHS RE	THIS MONTHS REQUIREMENTS							
DATE	CLIENT	SCO	PE OF WORK		PERIOD		COMMENCEMENT	
03 Oct 2012	SHELL	2 X T	UG / AHTS - SUPPLY DU	ITIES	25 DAYS		10 JAN 2013	
17 Sept 2012	REPSOL	2 X A	AHTS - SUPPLY DUTIES	3 - SUPPLY DUTIES		S	15 FEB 2013	
24 Sept 2012	TECHNIP	1 X A	AHTS - SUPPLY DUTIES	S - SUPPLY DUTIES		S	26 SEPT 2012	
24 Sept 2012	TECHNIP	1 X P	PSV - SUPPLY DUTIES		4 MONTH	IS	30 SEPT 2012	
08 Oct 2012	REPSOL	3 X P	PSVs - SUPPLY DUTIES		2 YEARS	5	01 SEPT 2013	
VESSEL NEWS	THE REAL PROPERTY OF	ALC: N	and the second second		100	1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	ALL ALSON AND SHOULD BE ALL ALL ALL ALL ALL ALL ALL ALL ALL AL	

#### VESSEL NEWS

**DEEP SEA SUPPLY** - Following the baptism of the PSV Sea Brasil, Deep sea Supply have delivered the vessel to BP Brasil where the vessel is expected to be utilized for the drilling campaign in support of the drillship DS4 and occasionally support Polvo production operations. In spite of taking delivery of the PSV Sea Brasil, BP have extended the contract with AHTS Sea Leopard until November. The tug is assisting BP with cargo runs but also enrolled in Tanker Lifting operations.

**SEACOR -** PSV Seabulk Angra is expected to be available on November 10th. The vessel shall remain on the spot market until her planned docking in mid-January. Seacor will upgrade her to DP2, as was done with her sister ship Seabulk Brasil.

**GULFMARK** - Highland Piper has left Brasil after successful campaign for oil major Petrobras. The vessel will undergo dry docking in Asia before starting a long term contract in Singapore.

**CBO** - CBO Campos has concluded its dry docking, CBO and Fugro have now decided to maintain the WROV on board the vessel, in order to attend to local demands for ROV services until CBO Campos enters her awaited contract with Petrobras, which start date is yet to be confirmed.

**CHOUEST** - MPSV Chouest Holiday, fitted with 2x ROVs and subsea engineering team will start its 1 year contract for Shell Brasil in support to BC-10 Phase 2. The vessel was awarded a multi-role contract earlier this year.

**CHOUEST** - Brazilian flagged Campos Commander has worked for Shell Brasil for around 10 days in September and after a stay in Chouest's yard the vessel is back for another 7 days spot hire with options.

**BIGMAR -** PSV Astro Dourado has been awarded a contract with Nordic Offshore to support cable laying operations as a route clearance vessel. The worked is expected to last around 60 days and starts within October.

**MAERSK** - AHTS Maersk Mariner will remain with Petrobras under extension of current contract. The vessel is now expected available in Q2 2014.

**FARSTAD** - PSV Far Swift remains on the spot market and has secured another contract this time with Karoon, starting this mid-October for 60 days firm plus options. The vessel is expected to start a contract with Petrobras in January.

**DOF/NORSKAN** - Brazilian flagged AHTS Skandi Ipanema has been awarded a contract with Karoon in continuation from her contract with OGX and subsequent regular docking. The vessel is on hire and the contract term is of 120 days firm + options.

OCEANPACT - Brazilian flagged OSRV Macaé has started her contract with Karoon for 120 days firm.

## THIS MONTH -101-

Petrobras has been very quiet in the last quarter of the year. With most demands for PSVs until 4Q 2013 already being covered, AHTS and OSRVs charter approvals pending since 1Q and Petrobras reassessing the volume of its drilling campaigns, there is not much on the pipeline until year end. AHTS 15000 TO and Line Handlers are however demands which still need to be covered.

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#### THIS MONTH'S TENDERS CLASSIFICATION RESULTS

The tender issued in July for the vessel type PSV 4500 for either General Cargo, Oil Carrier or Dry Bulk, beginning in January 2013 or Aug/Nov 2013 (type A or B, respectively), had its offers classified by Petrobras. Eighteen vessels out of forty five still have chances. As expected, not many vessels were qualified, when compared to the other recent PSV tenders.

CATEGORY	OWNER	VESSEL	YOB	EBN	DAY RATE	MOB FEE	PV
Dry Bulk A	FARSTAD	FAR STAR	1999	FARSTAD	32 500,00	800 000,00	41 607 720,00
	SIEM	SIEM SUPPLIER	1999	SIEM	34 580,00	-	43 424 265,35
Dry Bulk B	HAVILA SHIPPING	HAVILA FAITH	1998	ACAMIN	34 995,00	-	43 945 406,76
	СММ	TBN GS12158	2013	INTERNATIONAL MARITIMA	34 200,00	2 000 000,00	44 935 676,96
General Cargo A	SOLSTAD	NORMAND CARRIER	1996	SOLSTAD	33 800,00	1 600 000,00	44 035 651,71
General Cargo A	DOF	SKANDI MARSTEIN	1996	NORSKAN	34 990,00	990 000,00	44 923 485,61
	UP OFFSHORE	UP AMBER	2012	UP OFFSHORE	32 950,00	-	41 377 372,56
	UP OFFSHORE	UP PEARL	2012	UP OFFSHORE	32 950,00	-	41 377 372,56
	HOYLAND	SAYAN PRINCESS	2013	GEONAVEGAÇÃO	33 900,00	950 000,00	43 514 932,52
General Cargo B	DEEP SEA SUPPLY	TBN 2016	2012	DEEP SEA SUPPLY	34 250,00	900 000,00	43 904 734,34
	FARSTAD	FAR SUPPORTER	1996	FARSTAD	35 000,00	-	43 951 685,57
	DEEP SEA SUPPLY	TBN 2015	2012	DEEP SEA SUPPLY	34 350,00	900 000,00	44 030 310,59
	СММ	TBN GS12159	2013	INTERNATIONAL MARITIMA	34 200,00	2 000 000,00	44 935 676,96
Oil Carrier A	UP OFFSHORE	UP ESMERALDA	2005	UP OFFSHORE	31 950,00	-	40 121 610,12
Off Carrier A	UP OFFSHORE	UP SAFIRA	2005	UP OFFSHORE	31 950,00	-	40 121 610,12
	DEEP SEA SUPPLY	TBN 2019	2012	DEEP SEA	33 000,00	900 000,00	42 335 031,29
Oil Carrier B	DEEP SEA SUPPLY	TBN 2020	2012	DEEP SEA	33 000,00	900 000,00	42 335 031,29
	DEEP SEA SUPPLY	TBN 2021	2012	DEEP SEA	33 000,00	900 000,00	42 335 031,29

#### THIS MONTH'S OFFERS RECEIVED

Petrobras revealed the only offer received in the tender AHTS 18000 ROV. The required AHTS should have at least 15,540 bhp, 177 TBP and be built as from 2000, and the ROV should have 250 bhp Work Class 3000m. The difficulty of finding in the market suitable candidates brought only one candidate. Since the rates probably exceed Petrobras' expectations, the next step would be to already negotiate better rates with Siem Offshore. If not, this tender could possibly be cancelled.

OWNER	VESSEL	FLAG	YOB	DELIVERY	DAY RATE (USD)	MOB FEE (USD)
SIEM OFFSHORE	SIEM GARNET	Norwegian	2010	March 2013	98 287,00	8 845 830,00

#### A WORD WITH WESTSHORE



"Petrobras is still assessing its OSV demands for the years to come"

**Daniel Del Rio Managing Director** 

## **OG OPERATOR UPDATE** RECENT DEVELOPMENTS FROM BRAZIL'S OIL & GAS COMPANIES

#### **ANADARKO / KAROON TRANSITION**

Approaching the end of current well, the transition of the S/S Blackford Dolphin from Anadarko to Karoon is expected to take place in early November. The rig will move south to south Santos Basin where Karoon expects to drill a sequence of 2 wells. The offshore support for Karoon will take place out of Rio de Janeiro with supplies and cargo terminal while they will receive personnel logistics from Navegantes.

#### ANADARKO SELLING SHARES IN AN ESPIRITO SANTO BLOCK



ANP authorized the transfer of 30% of the block ES-M-661, in the Espírito Santo Basin from Anadarko to Petrobras. With the transaction, Anadarko exits this block operated by Petrobras, which will now have 70%. The other 30% remain with IBV.



#### OGX BEGINS DRILLING IN TUBARÃO MARTELO

OGX started drilling the first three oil producing wells in the Tubarão Martelo field and have also drilled the third well in Tubarão Azul field, in the same basin (Campos). The two producing wells in Tubarão Azul had a total output of 10,600 boed in August and the company expects the third well to begin producing in the final quarter of 2012. The three wells at

Tubarão Martelo are expected to start producing by the end of 2013. OGX will have positive cash flow when they reach a production of 70,000 barrels of oil in total, said the company's CFO Roberto Monteiro, which will probably occur after 2013.



#### PETROBRAS: ACTION PLANS IN COURSE TO Recover the production in the short term

Petrobras recorded a fall in production in Campos basin for the first time in five years. This was a result of stopping the production at two platforms to focus on the E&P of the pre-salt region in Santos basin. In August of this year, the domestic production fell below two million boed, returning to 2009 levels. The Campos basin is showing a decline since the beginning of the year and the company has

been facing the challenge of lack of capable effort. Experts said that the problem would be the reducing investment in the post-salt wells, causing a decline in production.

In the second quarter this year, Petrobras recorded the first loss in 13 years, of BRL 1,346 billion. The president Graça Foster said it is unlikely that the set of factors that led the company to register negative numbers will happen again. She justified that the deficit is due to the significant depreciation of the real against the dollar, the decline in exports, the account of 41 dry wells and the price of oil products in the Brazilian market.

She also recommended that the company's shareholders should buy more shares of the company because they must recover their prices considering the upcoming results expected by the board of directors. As an example, the Director of Exploration and Production of Petrobras José Formigli recently said that the company will resume the production of an average of 2 million barrels per day by the end of this year.

Petrobras will deliver this year a plan requested by ANP to recover the production level of the company. According to Petrobras, the plan is ready and will show, among other things, that the company will receive eight production units this year, which will be directed to the Campos basin, where it has about 80% their production. In July of this year the company also announced the Programa de Aumento da Eficiência Operacional da Bacia de Campos (PROEF), over USD 5.6 billion in investments to increase production capacity in the region by 90%.



ING & PRODUCTION ROUNDUP

**Transocean/Platforms Locally and Abroad -** The Supreme Court of Justice (STJ) accepted ANP's arguments and authorized the continuation of Transocean's operations, which was prohibited from operating in Brazil since the accident that resulted in the spill of 3.7 million barrels of oil. ANP said that the sanction could cause serious damage to the economy and public safety, and made clear that Transocean was not at fault in the accident. Petrobras highlighted that the Supreme Court allowed the continuation of the company's activities in the country but only outside Frade Field. Meanwhile, globally Transocean agreed to sell 38 drilling rigs for shallow waters to Shelf Drilling International (partnership between Castle Harlan Inc., Lime Rock Partners and CHAMP Private Equity) for USD 1.05 billion. Transocean wants to focus only on high specification floaters and auto elevating platforms, while it plans to sell this year over seven platforms and is discussing plans to build four vessels for drilling in ultra-deep waters.

**Vanco/GSF Arctic 1** - Vanco Brasil has announced that the Sabia well drilled by Arctic 1 has successfully reached a total depth of 42,000m. The reservoir pressure logs and fluid samples have confirmed that the well penetrated multiple hydrocarbon zones of interest. Further analysis will be conducted over the next several months to properly assess the potential for commerciality. The well will be vertically drilled with a target depth of 4,486m, using the GSF Arctic I and is expected to take two to three months.

**Petrobras/FPSO Cidade de Anchieta -** Petrobras has started oil production at Baleia Azul field and the first well pumped about 2,000 boed to the FPSO Cidade de Anchieta. The company had changed the schedule for the field, which started production one month late. The FPSO is one of two new production systems that are planned to start output in 2012, although Petrobras expects daily average crude oil output to remain stable at about two million barrels per day. The production system of Baleia Azul field is the first under the administration of Graça Foster.

WHATS GOING ON OUT THERE?



**Integra Offshore/2 FPSOs** - Integra Offshore, a joint venture between OSX and Junior Mendes, plans to deliver the first of two FPSOs to operate in the pre-salt in August 2015, ordered by Tupi BV. The contract includes the construction and integration of the topsides of the vessels at Açu Superport. The basic design of the units will be supplied by Petrobras and



detailed engineering is performed by Chemtech. The work marks the return of Mendes Junior to the offshore segment construction after more than 30 years.

**OSX and Ocean Rig/Drills Ships** - Ocean Rig and OSX have teamed up on drafting a proposal for construction of five drill ships for Petrobras. The possible involvement of OSX could avoid a new auction for the five ships after Ocean Rig failed to find shipyards to carry out the contract. The proposal now being studied would be to build the rigs at the OSX shipyard, which is being constructed at Açu Superport, but everything still depends on Petrobras finish the negotiations with Ocean Rig.





Those that might be in the habit of contemplating Guanabara Bay while crossing the Rio-Niteroi bridge may have noticed that it is not only on land or on the bridge where traffic can get quite complicated. Lately, a large number of vessels are moving around Carioca waters due to the heating of the oil and gas market in Brazil. In 2009 alone, the port of Rio de Janeiro received 1,568 ships. In 2010 the number grew to 2,374. And, in 2011, 3,861 vessels were berthing or waiting at anchorage. Over the last three years there has been an increase of 146% in the number of ships arriving at the port of Rio, according to Companhia Docas (the Rio handle a billion tons of cargo for the first time, according to estimates from ANTAQ. If achieved, it will be 12.3% higher than in 2011 and establish Rio de Janeiro as the main port in the region. Guanabara Bay is undergoing a fast change in how it is utilized and has over the last five years experienced the transition in demand for offshore logistics operations.

The presence of this amount of vessels generates conflicts. There are still clashes with fishermen on the increase of yards and port operations into the limits of the areas for fishing, with biologists

Port Authority). It is estimated that in 2012, considering the crossing of ferries between Rio and Niteroi (and vice-versa) the bounds will reach ten thousand trips in the bay.

Located in a strategic place, Guanabara Bay offers a set of factors for this "explosion" of vessel calls and anchorage stays. Rio offers a



studying marine conservation in the area, among others. The Environment Department admits that supposedly ship traffic is now raising concerns and that the solution would be the creation of a managing agency to mitigate and resolve conflicts when they arise.

То attend these to transformations, new projects and investments have been presented. The goal is to conclude the planned expansion of the port of Rio, which will see its market transactions rise from an annual USD 19.6 billion to USD 40 billion over the next five years.

unique combination of shipyards, abundance of skilled labor (or at least the most skilled available) and proximity to two major airports, making it advantageous for companies to exchange crew and perform the necessary maintenance on vessels in the area, combined with port calls for cargo runs - which have increased considerably in order to support the offshore oil exploration and production activities. As the Rio waterfront faces south, even the Santos basin blocks are serviced out of Rio de Janeiro.

Of all vessels, approximately 45% are Offshore Supply Vessels, 28% are container ships. Oil tankers represents 14%, 5% are passenger vessels, 8% are others such as bulk and car carriers (roll-on roll-off). This year the Brazilian ports are expecting to

A tremendous growth concentrated in the areas surrounding Guanabara Bay glimpses into the future. The construction of a new refinery and petrochemicals complex in Itaboraí, the strong recovery of the shipping industry, which has always been a vocation of Rio de Janeiro, and the increasing number of logistical support bases to attend to the offshore activities, all without mentioning the warming of the local economy caused by the effects of the preparations for the World Cup and the Olympic Games give the right tone to the Bay's future and new profile. These are realities which are already causing considerable changes in the use of Guanabara Bay will continue to transform the visual perception as we cross the bridge.

#### **Brazilian Brokers? Why?**

We very often come across someone in Brazil who asks what an offshore shipbroker is and their role. No surprises, since we always make sure to explain our clients what we do and how we can assist them but it still denotes how green the local offshore industry still is.

**INSIDE STORY** 

It took some time before we saw specialized offshore shipbrokerage houses getting established in Brazil. It was only after the breach of the Oil exploration monopoly in 1998 that the IOCs started arriving in Brazil, which is the same time when the first offshore shipbrokers got established in Rio de Janeiro. Prior to that and for many years, there were mainly local representatives fluent in English and engaged in other businesses with Petrobras that would guide foreign owners through the Brazilian offshore market.

It was however not an independent activity, normally only one entity would represent one owner and they were perceived by the market as representatives. In those times it was very easy to predict which owners would be offering on a Petrobras tender, and you could easily count in one hand the number of bidders and maybe in two hands the number of vessels offered. From time to time there was a newcomer on the bidding list, but that was very rare.

The start of specialized offshore brokerage houses in Brazil was not an easy task. Attracting locals acquainted to the offshore industry for such an unusual and unknown job was a challenge. The expats, who lacked local knowledge and a network came to Brazil to run the businesses faced many difficulties in communicating and "selling" such different roles for the locals. In addition the locally established shipbrokers familiar with the quote/unquote deals on the tankers and dry cargo markets were not focused on or did not have local knowledge of the offshore market, given its different cultures and practices.

As from about 2003, we saw a movement of some local professionals migrating from owners to offshore shipbrokerage houses, which led the industry to a faster expansion. The list of usual bidders on the Petrobras' tenders started to frequently contain more and more new comers. Olympic, Solstad, ER Offshore, Eidesvik, Havila, Emas, Swire Pacific, Great Offshore, K Line, Varun, Viking Supply, Deep Sea Supply, UOS, Varada Marine, Vega Offshore, are the names of some international owners/operators that came to Brazil through the support of independent offshore brokerage houses established locally.

On the other hand, local charterers have started to see its procurement processes becoming more competitive with access to professional market information and analysis, which were not available before, assisting them with strategic decisions. The same for owners who started to make use of the offshore shipbroker professional services to guide them on tender processes as well as for consultancy services.

Today it's natural for owners already established in Brazil and familiar in dealing with the local market for many years to have brokers' support on the tenders. At first they may have been skeptical, having their own experience and knowledge, thus seeing no need to use a broker. However thereafter they were disturbed about the large number of different competitors on each tender, a fact which they were not used to and led them to either leave money on the table or offer excessively high rates. In the next stage, these local owners realized that the brokerage fee was considered a small and tiny cost provided they had access to broker's information and guidance for good fixtures.

In the recent Petrobras' PSV tenders, close to 60% of the vessels offered were via shipbrokers, which clearly shows the evolution and importance of that segment. During times where the interaction of the international markets is becoming more and more important, like in circumstances where a vessel being built in the Far East with European funding is being deployed in Brazil, access to accurate guidance on trends and market movements is key for successful operations.

In a market like Brazil where challenges are huge and targets must be efficiently met, the "brokers" become an essential tool and partner for offshore players. Commercial guidance, impartiality, technical support, local knowledge and comprehensive access to market information have been of great value in such a demanding and competitive environment that is Brazil.

#### by DANIEL DEL RIO

# FINAL THOUGHTS FOR THIS MONTH

#### **RIO OIL & GAS NUMBERS AND OUTCOMES**

Rio Oil and Gas Expo and Conference 2012 that happened at Riocentro Convention Center in Rio de Janeiro had its official closure on September 20th and this 16<sup>a</sup> edition of the event was considered very positively to the sector of offshore industry. The expo was the great opportunity for national and foreign companies to present their products and services and important chance networking to boost new ideas

new lucas.	<b>De</b> legates	4 400
The statistics	Exhibitors	1 300
below of Rio Oil	International Pavillion	14
and Gas 2012 by IBP- Instituto Brasileiro de Petroleo:	Technical Papers	586
	Visitors	53 086
	Exhibition Area	39500 sqm
	Participating countries	27
	Press	300



TradeWinds Offshore Marine At the tail end of October a global meeting between the offshore marine sector will

transpire to discuss how the worldwide hotspots are developing, especially the offshore market of the Asia-Pacific region in areas like Singapore, Indonesia, India, China and Australia. Westshore do Brasil is pleased to have a seat on the discussion panel at this important event.

Date: 30-31 October Equarius Hotel, Resorts World Sentosa - Singapore http://www.nhstevents.com/events/offshore-marine-2012

#### **MORE NEWS COMES AROUND**

In October next year, the Offshore Technology Conference - OTC will be held for the second time in Brazil, and this time with the support of IBP. This is an international event in the oil sector that traditionally takes place every year in Houston and attracts more than 80,000 attendees from many countries.

#### **NEWBUILDING - SEA BRASIL**

Representatives of Westshore attended the baptism ceremony held on September 26th at the Centro Cultural da Marinha, in which Deep Sea Supply presented to the market the Platform Supply vessel "Sea Brasil". The vessel was built by STX OSV Niteroi S.A in Brazil. This is a state of the art vessel, DP2, 1.000 square meters of free deck area, almost 2,000 cubic meters of capacity of fuel oil, and 12.000 of BHP. After the ceremony, guests were able to visit the ship, which is the first Brazilian flagged vessel of Deep Sea Supply.

Save the Date December 05th, 2012 Westshore do Brasil

Cocktail party 2012.

Invitation to follow soon...

