

ISSUE 34:  
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# brazilian

# WAVE

What Lies Ahead for PSVs  
*What's next in Brazil's PSV market*

Highlights from OSV Brazil  
*A round up from the conference*

Brazilian Flag & Local Content  
*No guarantees for local vessels & crew*



**WESTSHORE**

DO BRASIL

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Westshore do Brasil, Cover image: Bravante VII

# Drilling & Production

## The latest from Brazil

### Set to Stay

The drilling rig Sedco 706 has been chartered by Petrobras. The unit, which was previously with Chevron, will work for the state major until September 2016 at a dayrate of USD 296,000 and fills the remaining backlog Transocean had with Petrobras when the Brazilian oil giant let the Sedco 710 go in September 2013, about three years ahead of schedule.

### PLSV simulator in Brazil

Technip plans to install a training centre in Macaé for PLSVs operators by 2015. The project aims to install the first pipelay simulator in Brazil and around 400 company's professionals should go through training by 2017 when the arrival of four new pipelay units chartered by Petrobras is expected.

### Postponed again

The mobilisation of the hull NS Arpoador to Brazil was postponed again to the end of June and will now only arrive in Brazil in September. In the original timescale, the unit was supposed to be mobilised from Singapore in January, but despite all delays, Jurong shipyard guarantees the drillship will be finalized in 2015, as originally forecast.

### Green light for Iara West

The FPSO Dynamic Producer will be responsible for the LDT (long duration test) in Iara West, located in the Santos Basin and owned by Petrobras. The unit has until June 3rd 2016 to conclude tests.

### Mission accomplished

The semisubmersible rig Noble Max Smith is set to leave Brazil around August or September after concluding its operations with Shell. The drillship Noble Bully II will also end its operation in Brazil this year although it may continue with Shell worldwide until early April 2022.

### New drilling campaign

The semisub Atlantic Zephyr, owned by Ventura Petroleo and recently chartered by OGpar, has started its campaign in the Campos Basin where the plans are to drill new production wells in Tubarão Azul and Tubarão Martelo. The company aims to more than double the current oil production of around 14,000 boe/day this year and have just got the approval of a new reorganization plan presented to creditors.



# Headline News



The World Pearl PSV recently commenced work for Petrobras

## What Lies Ahead for PSVs

**P**etrobras is focusing more and more on pre-salt, this tends to use mostly DP drilling units and FPSOs, so no one can deny a theoretical increase in the use of PSVs. The Prorefam (Petrobras fleet renewal program considering local new-buildings) had its initial plan to contract 64 PSVs already achieved, even before the conclusion of the last tender round (number 7) which is presently on-going. It does not mean more PSVs won't be chartered, especially as we suspect that some of contracts awarded in the early rounds are struggling to be honoured and may not be delivered at all.

The evidence points to the fact that the number of mid-

size PSVs initially planned to be contracted was strongly reduced giving room for larger PSVs (PSV 4500). Also, PSVs able to carry a very large amount of either fresh water or diesel were given preference over fluid and dry bulk carriers.

The question is what does this mean for foreign flag PSV Owners? In 2010, Petrobras had circa 22 foreign flag PSVs being delivered to start four-year term charters with another four-year as optional period. In 2011, around 20 foreign flag PSVs have started long term contracts with Petrobras for the same period. It means that around 42 PSVs are having their contracts expire during this (2014) and next year (2015). Taking in to consideration the rates



The Brazilian-built PSV CBO Flamengo

at that time (2010/2011) for mid-size PSVs (the majority of the vessels chartered) were at low USD 20's and recent fixtures are at high USD 20's, it can be expected that Owners may not agree to the optional period (which lets not forget should be mutually agreed) leading Petrobras to issue new tenders, as rates cannot be increased in the optional period.

But how many of these PSVs does Petrobras really need to keep in the fleet, how many among the required ones will be replaced by the local newbuildings and how many will be needed due to new demand (eg Libra)? This is a good question and any number to be put forward is merely a guess. Not even Petrobras knows it precisely, as it involves too many variables which are subject to change all the the time, sometimes suddenly. It is not rare to see Petrobras revising its demand at the very last minute, when a tender process is about to be concluded.

In the case of PSVs, where Petrobras don't use multi-purpose but single-purpose vessels that service not only one but several maritime units, this brings an additional challenge for fleet planning. To make it worse, Petrobras does not have the ability to act quickly due to its ties with the public tender rules which are very bureaucratic and do not give them much ability to maneuver. It is

difficult to predict the PSV demand by simply looking at the number of existing contracts due to expire soon. This is because there are foreign flag PSVs which will have their contracts expiring in the fourth quarter of 2014 and are just now starting a negotiation process for potential extension (which can be lengthy), without tenders open for this type of vessel.

Historically the timing for a new tender to be issued until its conclusion/award is at least four to six months. This can mean that if these vessels are not extended (which seems likely), vessels will be redelivered and leave Owners with no option but to sail out of Brazil with the vessels and maybe offer them again when a new tender is issued, which means higher mobilization costs would need to be reflected in any future proposal.

Whether it is a commercial strategy from Charterers or not, based on pushing Owners to accept existing dayrates by not giving them alternatives (new tenders), or just trying to gain time whilst it deals with local PSVs available "blocking" foreign ones; at the end of the day, this is a risky scenario for both Parties. Although all indications are that the number of PSVs will not diminish in the next years (both domestic and foreign flag), calculating exact timings for tenders is a serious challenge. ■

# Vessel News

## Chartering Activity



The Bravante VII is due to arrive in Brazil around mid June

**MAERSK** – AHTS Maersk Pacer was redelivered by Shell after several extensions to the contract, and is now awaiting modifications to comply with the scope of work for its next operation.

**DEEP SEA SUPPLY** – Brazilian built and flagged PSV Sea Brasil has been fixed on the spot market in sequence to Tramp Oil and Ensco, for around 13 days in total.

**SEACOR** - Brazilian built and flagged PSV Seabulk Angra has been fixed to Brasdril to support the rig Ocean Courage in the Aracaju region for 10 days firm plus 5 daily options.

**MAERSK** - AHTS Maersk Provider has been fixed to Odebrecht for one cargo run to unit ODN Tay IV for 1 day firm + 1 day option.

**LABORDE** - LH LAB 180 has been fixed again to OGPar to assist as line handler and provide cargo runs for 5 days firm + 5 daily options. The vessel is currently available on the local market.

**MAERSK** – AHTS Maersk Provider has been fixed to Transocean for 1 day firm + 1 day option to moor semisub Sedco 706 at Guanabara bay.



The AHTS Far Senator is expected to depart for the North Sea

**DEEP SEA SUPPLY** – PSV Sea Brasil was fixed for Cockett Marine for a fuel run of with a one day duration.

**MAERSK** - AHTS Maersk Provider is fixed for AH Duties with Brasdril, to assist the rigs Ocean Alliance and Ocean Yatzy in Angra dos Reis for four days firm plus options.

**ECO-TUG** – OSRV Eco-Octo has been fixed to Noble Drilling for standby and oilrec duties while the semisub rig Noble Dave Beard refuels in Rio de Janeiro. The operation lasted 5 days.

**SIEM OFFSHORE** – Brazilian built and flagged PSV 4700 Siem Giant is expected to be available around

June 20th, to work in the spot and long-term markets.

**STARNAV** – The foreign flagged PSV 4500 Starnav Aquarius arrived in Brazil in early June and is at this moment awaiting authorizations and clearance to operate in the spot market.

**BRAVANTE** – The foreign flagged PSV 4500 Bravante VII is expected to arrive in Brazil around June 18th, and will be available in the spot market.

**FARSTAD** – AHTS Far Senator has concluded its operations with Shell and has been re-exported. The vessel is set to leave Brazil and head to the North Sea.

**“The Starnav Aquarius has arrived in Brazil & is awaiting authorization to operate on the spot market”**



# Operator Update

## Brazilian Activity

### Bouncing Back

The Brazilian company OGpar registered a profit of BRL 213 million during the first half of this year, helping to reverse losses of BRL 805 million in the same period in 2013. The revenue is the result of the oil production in Tubarão Martelo, started last December and Tubarão Azul which restarted its production in February. The next step is the Atlanta field, where the company plans on having the first oil by the end of 2015 or early 2016 after promising results during initial tests in the area. On the other hand, the company's creditors have approved the Reorganization Plan issued eight months ago. According to the approved plan, the largest stake (65%) will be owned by the shareholders who injected over USD 215 million in the company. The owners of the old debt, as OSX shipyard, will hold 25%. Current shareholders will have the remaining 10% (Eike gets 5.02% and the minority gets 4.98%).

### Mapping the Seafloor

Queiroz Galvão is under negotiation in a 3D seismic acquisition campaign for blocks (PAMA-M-265 and PAMA-M-337) in the Pará-Maranhão Basin acquired in the 11th Round in 2013. QGEP didn't reveal the name of the company which will be responsible for operations but the data acquisition should begin around August or September this year covering an area of three thousand sqm.

### Mapping the Seafloor 2

By the end of June, the American company Chevron should inform the market as to who will be responsible for 7.5 thousand sqm of 3D seismic acquisition in the block CE-M-715, acquired by the oil company during the 11th Round. The group has not revealed the number of proposals and also does not have plans for a drilling campaign before 2016.

### Unitization

Norwegian company Statoil intends to unite Pitangola field to the Peregrino area, both in Campos Basin, through a process known as unitization. The process is still subject to ANP's approval but the company already plans to install a third platform to reach areas, currently unreachable due to the limitations of the platforms already installed.

### Standby

The Anglo-Dutch firm Shell is preparing to demobilize its drilling units in the country and has not revealed any future plan for its offshore blocks yet. The company is still under negotiation with ANP in regards to BM-S-54 area where its operations are temporarily suspended until a deal can be closed between parties.

# Inside Story



OSV BRAZIL

*May 2015,  
Rio de Janeiro*

Plans are already in place for next year's conference

## Highlights from OSV Brazil

In May 2014, Informa and Lloyds Maritime Academy promoted the OSV Brazil Conference, held at Sheraton Hotel in Leblon. A whole range of interesting presentations and discussions took place, with the presence of Petrobras, Owners, Associations, classification societies, designers and IOCS. Westshore participated with an opening presentation delivering an incisive snapshot of the Brazilian OSV market.

One of the main topics under discussion which attracted interest from the active audience composed of mainly Owners and Designers, was regarding the Petrobras fuel consumption criteria when chartering OSVs and its technical requirement. Owners were keen to suggest

that Petrobras should think more of internationally used designs instead of custom-made ones, due to the importance of a vessel's employability after the contract period expires. The fuel consumption ranking criteria was mentioned to have become a commercial aspect on the tenders, instead of Petrobras prioritizing as a technical advantage, confident it was easier for them if certain specifications are required (eg Diesel Electric) instead of sticking to fictitious fuel consumption figures.

A very positive scenario was painted for shipyards in Brazil. ABENAV (the Brazilian Association of Naval and Offshore Construction Companies), mentioned that 37 shipyards will be operational from 2016, up from the 27



The spectacular view from the Sheraton Hotel in Leblon where the event was hosted

presently operating, taking steel processing production from 570,000 per year to 1,200,000.

Polemical local content requirement was also brought to the attention of the audience either as an opportunity for shipyards but also as a concern for some IOCs regarding its challenges for the upcoming drilling campaigns on the offshore blocks awarded during ANP 11th bidding round. Local training and crew availability were issues also discussed in depth, where we could note efforts and facilities for training are expanding while lack of maritime career vocation and tradition is still a challenge for Brazil to overcome.

Financing for OSVs was highlighted to be available for the OSV market for a maximum 70-80% debt as well as diverse sources for equity funding which require from 8-14% return. The Merchant Marine Fund (FMM) despite Owners' challenge to provide banks with proper guarantees to have funds released, is still a very important and

attractive financing source.

The debates and discussions were very healthy but it is still noticeable that there a number of foreign Companies continue to find it a challenge to understand how the Brazilian market works, especially when it comes

**“There is a lot of expectation on Petrobras its contracting pace and chartering criteria.”**

to Petrobras. From an outside perspective the way the market works can seem difficult to comprehend but once this business framework is put in its historical context it makes it easier to understand the reasons for the way business is done in Brazil.

It was an enjoyable conference and overall the mood was upbeat with the general feeling of the presentations and discussions indicating that despite the various challenges of the Brazilian OSV market, the demand is there. However, the low activity levels of IOCs this and next year is concerning the market and places a lot of expectation on Petrobras its contracting pace and criteria. ■

# Petrobras News



## Offshore support base

Petrobras is receiving proposals until the end of June for the construction of offshore support bases in Campos, Santos and Espirito Santo Basins. The project is a strategy to optimize OSV operations reducing the time of loading and offloading of fuel, water, cement, etc, with bases scheduled to be operational in 2016. The activity has demonstrated good results and feedback that IOCs are consulting the market for similar work.

## Flowing

Petrobras has said that it may reduce from five to four the number of production wells connected to the FPSO Cidade de São Paulo, in Sapinhoá field, in the pre salt of Santos Basin. The reason is the high flow of oil registered in the field which reached levels higher than expected, according to the company.

## New Record

The company registered a new record in the production of pre salt wells, reaching the peak of 470 thousand boed. By the end of the year, Petrobras aims to increase its production by 7.5% with a raft of new units due to be installed and start up in the coming months. Without their share of the pre-salt, the company would be producing 1.634 million boed, which

is lower than the production in 2005.

## More time in Brazil? Maybe...

Petrobras is under negotiation with Seadril for securing extensions of two semisubmersible rigs, the West Taurus and West Eminence, whose contracts expire in February 2015 and July 2015, respectively. The new value of contracts as well as the new renewal period have not been revealed yet as negotiations are still ongoing. The units are currently chartered at dayrates of USD 656,662 and USD 624,460, respectively.

“According to Graça Foster, Brazil will become the 6th largest oil producer from 2035.”

## Next stage

According to Graça Foster, Brazil will become the 6th largest oil producer from 2035. Studies and analysis conducted by Petrobras suggest that after reaching the fabled figure of 4.2 million boed in 2020, the production growth depends on economic issues and rhythm of the auctions in the country. Over 30% of current proven reserves in Brazil are in the pre-salt fields, and the areas where there is no certification for operation in high depth may be responsible for 57% of new reserves. She also reported that 85% of the vessels necessary to meet the demand of the company in 2020 in the pre-salt are already contracted. ■

# Petrobras News

## The latest on tenders

### PSV 1500 Official Ranking

Previous to our May edition, please see the official ranking on PSV 1500 type.

| PSV 1500 Lot 1 - INTERNATIONAL INVITATION E&P 1510764148 |                            |                  |                       |                      |                         |
|--|----------------------------|------------------|-----------------------|----------------------|-------------------------|
| RANKING  | OWNER                      | VESSEL           | EBN                   | DAY RATE (USD)       | MOB FEE (USD)           |
| 1  | Finarge                    | levoli Coral     | Finarge               | 23,000.00            | -                       |
| ***  | Tidewater                  | Amadon Tide II   | Mare Alta do Brasil   | <del>25,249.00</del> | <del>757,470.00</del>   |
| ***  | Tidewater                  | Bobby Rawle Tide | Mare Alta do Brasil   | <del>25,749.00</del> | <del>772,470.00</del>   |
| *  | Asgaard Navegação S.A      | Casco 622-3      | Asgaard Navegação S.A | <del>24,560.00</del> | <del>736,800.00</del>   |
| *  | Asgaard Navegação S.A      | Casco 622-4      | Asgaard Navegação S.A | <del>24,560.00</del> | <del>736,800.00</del>   |
| ***  | Global Offshore Services   | Meghna           | Acamin                | <del>30,132.00</del> | <del>750,000.00</del>   |
| ***  | Vega Offshore              | Vega Commander   | OSM                   | <del>32,000.00</del> | <del>960,000.00</del>   |
| ***  | Vega Offshore              | Vega Carrier     | OSM                   | <del>33,500.00</del> | <del>1,005,000.00</del> |
| ***  | Whitesea Shipping & Supply | Samed            | Acamin                | <del>37,750.00</del> | <del>1,132,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saeb             | Acamin                | <del>37,750.00</del> | <del>1,132,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saheb            | Acamin                | <del>37,750.00</del> | <del>1,132,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saleh            | Acamin                | <del>37,750.00</del> | <del>1,132,500.00</del> |
| ***  | Whitesea Shipping & Supply | Sarem            | Acamin                | <del>37,750.00</del> | <del>1,132,500.00</del> |

| PSV 1500 Lot 2 - INTERNATIONAL INVITATION E&P 1510764148 |                            |                  |                       |                      |                       |
|--|----------------------------|------------------|-----------------------|----------------------|-----------------------|
| RANKING  | OWNER                      | VESSEL           | EBN                   | DAY RATE (USD)       | MOB FEE (USD)         |
| 1  | Finarge                    | levoli Coral     | Finarge               | 22,500.00            | -                     |
| 2  | Vega Offshore              | Vega Commander   | OSM                   | 28,500.00            | 855,000.00            |
| 3  | Tidewater                  | Amadon Tide II   | Mare Alta do Brasil   | 24,249.00            | 727,470.00            |
| 4  | Vega Offshore              | Vega Carrier     | OSM                   | 29,000.00            | 870,000.00            |
| 5  | Tidewater                  | Bobby Rawle Tide | Mare Alta do Brasil   | 24,749.00            | 742,470.00            |
| 6  | Global Offshore Services   | Meghna           | Acamin                | 27,540.00            | 750,000.00            |
| *  | Asgaard Navegação S.A      | Casco 622-3      | Asgaard Navegação S.A | <del>23,850.00</del> | <del>715,500.00</del> |
| *  | Asgaard Navegação S.A      | Casco 622-4      | Asgaard Navegação S.A | <del>23,850.00</del> | <del>715,500.00</del> |
| ***  | Whitesea Shipping & Supply | Samed            | Acamin                | <del>32,750.00</del> | <del>982,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saeb             | Acamin                | <del>32,750.00</del> | <del>982,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saheb            | Acamin                | <del>32,750.00</del> | <del>982,500.00</del> |
| ***  | Whitesea Shipping & Supply | Saleh            | Acamin                | <del>32,750.00</del> | <del>982,500.00</del> |
| ***  | Whitesea Shipping & Supply | Sarem            | Acamin                | <del>32,750.00</del> | <del>982,500.00</del> |

| PSV 1500 Lot 3 - INTERNATIONAL INVITATION E&P 1510764148 |                            |                  |                       |                      |                       |
|--|----------------------------|------------------|-----------------------|----------------------|-----------------------|
| RANKING  | OWNER                      | VESSEL           | EBN                   | DAY RATE (USD)       | MOB FEE (USD)         |
| 1  | Vega Offshore              | Vega Commander   | OSM                   | 24,500.00            | 735,000.00            |
| 2  | Vega Offshore              | Vega Carrier     | OSM                   | 24,950.00            | 748,500.00            |
| 3  | Global Offshore Services   | Meghna           | Acamin                | 22,995.00            | 685,000.00            |
| 4  | Finarge                    | levoli Coral     | Finarge               | 21,950.00            | -                     |
| 5  | Tidewater                  | Amadon Tide II   | Mare Alta do Brasil   | 23,249.00            | 697,470.00            |
| 6  | Tidewater                  | Bobby Rawle Tide | Mare Alta do Brasil   | 23,749.00            | 712,470.00            |
| 7  | Whitesea Shipping & Supply | Samed            | Acamin                | 25,950.00            | 778,500.00            |
| 7  | Whitesea Shipping & Supply | Saeb             | Acamin                | 25,950.00            | 778,500.00            |
| 7  | Whitesea Shipping & Supply | Saheb            | Acamin                | 25,950.00            | 778,500.00            |
| 7  | Whitesea Shipping & Supply | Saleh            | Acamin                | 25,950.00            | 778,500.00            |
| 7  | Whitesea Shipping & Supply | Sarem            | Acamin                | 25,950.00            | 778,500.00            |
| *  | Asgaard Navegação S.A      | Casco 622-3      | Asgaard Navegação S.A | <del>22,355.00</del> | <del>670,650.00</del> |
| *  | Asgaard Navegação S.A      | Casco 622-4      | Asgaard Navegação S.A | <del>22,355.00</del> | <del>670,650.00</del> |
| ***  | Bumi Armada                | Armada Tuah 25   | Brasbunker            | <del>25,500.00</del> | <del>720,000.00</del> |

\* disqualified due to non attendance to Mobilization period  
 \*\* disqualified due to non attendance to the note on Item 01 of the Invitation  
 \*\*\* disqualified due to excessively high price

# Petrobras News

## FSV OSRV Lot 2 Offers

### FSV OSRV Lot 2 Offers

Petrobras has finally revealed the offers on FSV OSRV batch 2 issued in January this year for 4 + 4 years contract. Note, ranking order did not change from batch 1.

| SV OSRV Lot 1 - INTERNATIONAL INVITATION E&P 1460525138 (Official ranking of offers) |         |                                    |                        |                      |                       |
|--|---------|------------------------------------|------------------------|----------------------|-----------------------|
| RANKING  | OWNER   | VESSEL                             | EBN                    | DAY RATE (USD)       | MOBE FEE (USD)        |
| 1  | CMM     | TBN 547292                         | INTERNACIONAL MARITIMA | 17,950.00            | 538,500.00            |
| 2  | CMM     | TBN 547292/ TBN 547293             | INTERNACIONAL MARITIMA | 17,950.00            | 538,500.00            |
| 3  | CMM     | TBN 547292/ TBN 547293/ TBN 547294 | INTERNACIONAL MARITIMA | 17,950.00            | 538,500.00            |
| 4  | MCT     | TBN 542784                         | ACAMIN                 | 20,300.00            | 500,000.00            |
| 5  | VEGA    | VEGA SPIRIT                        | BRAVANTE               | 20,900.00            | 627,000.00            |
| 6  | ASGAARD | TBN 542786/ TBN 542787/ TBN 542788 | ASGAARD                | 20,488.00            | 614,640.00            |
| 7  | ASGAARD | <del>TBN 542786/ TBN 542787</del>  | <del>ASGAARD</del>     | <del>22,888.00</del> | <del>686,640.00</del> |
| 8  | ASGAARD | TBN 542786                         | ASGAARD                | 24,888.00            | 746,640.00            |

\* disqualified due to excessively high price

| SV OSRV Lot 2 - INTERNATIONAL INVITATION E&P 1460525138 (Unofficial ranking of offers) |         |                                     |                        |                |                |
|--|---------|-------------------------------------|------------------------|----------------|----------------|
| RANKING  | OWNER   | VESSEL                              | EBN                    | DAY RATE (USD) | MOBE FEE (USD) |
| 1  | CMM     | TBN 547295                          | INTERNACIONAL MARITIMA | 17,750.00      | 532,500.00     |
| 2  | CMM     | TBN 547295/ TBN 547296              | INTERNACIONAL MARITIMA | 17,750.00      | 532,500.00     |
| 3  | CMM     | TBN 547295/ TBN 547296/ 547297      | INTERNACIONAL MARITIMA | 17,750.00      | 532,500.00     |
| 4  | MCT     | TBN 542785                          | ACAMIN                 | 20,300.00      | 500,000.00     |
| 5  | VEGA    | VEGA SPRINT/VEGA SILVER/VEGA SPEED1 | BRAVANTE               | 20,300.00      | 609,000.00     |
| 6  | VEGA    | VEGA SRPINT/VEGA SILVER             | BRAVANTE               | 20,350.00      | 610,000.00     |
| 7  | VEGA    | VEGA SPRINT                         | BRAVANTE               | 20,450.00      | 613,500.00     |
| 8  | ASGAARD | TBN 542791/ TBN 542798/ TBN 542799  | ASGAARD                | 21,888.00      | 656,640.00     |
| 9  | ASGAARD | TBN 542791/ TBN 542798              | ASGAARD                | 23,888.00      | 716,640.00     |
| 10   | ASGAARD | TBN 542791                          | ASGAARD                | 25,888.00      | 776,640.00     |

### AHTS 1200 Tender Cancelled

Issued in December last year for 4 + 4 years contract, the AHTS 1200 tender was cancelled by Petrobras after being postponed several times. The company has not revealed any forecast for when or if it will go to the market with a new tender.

# Look Ahead



Brazilian Flag & Local Content rules are not necessarily working together

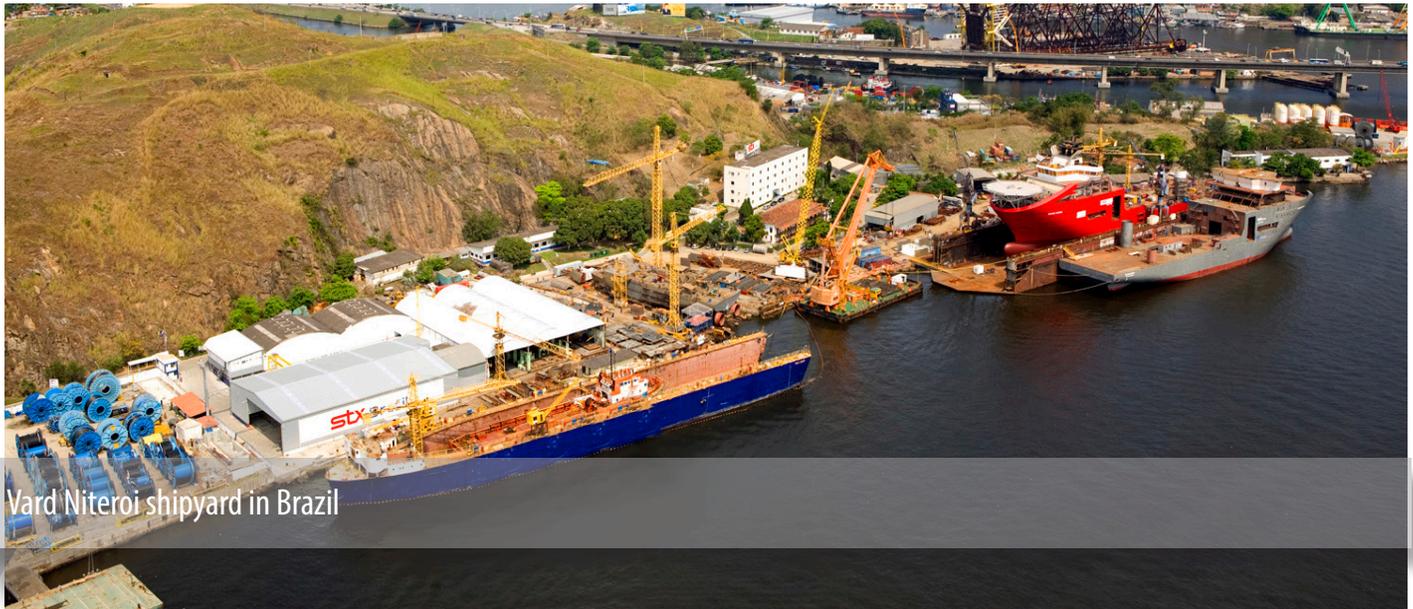
## Brazilian Flag & Local Content

**H**aving a Brazilian flag is not guarantee of matching all charterers' demands, especially those for local content.

In the early 2000's, with the first deliveries of new Brazilian tonnage of Offshore Support Vessels (OSVs), the regulation of the market by ANTAQ and a set of then new rules, several Owners took the initiative of flagging foreign vessels under Brazilian Especial Registry (REB). The change of flag was intentionally made to take advantage of, by means of locally built tonnage, convert foreign flagged vessels into Brazilian. Owners sought to enjoy every right the

local flag gives - to avoid the "Circularização" process (risk of being blocked) and have the right to, as a local vessel, block any consultation of a competitor under foreign flag.

But after 2010, not only did the number of vessels under REB start to reduce, but also new applications simply vanished from the system. For some reason having a Brazilian Flag was not appealing anymore, and the supposed advantages were not bringing about the same effects, although the principle and the rules remained unchanged.



Vard Niteroi shipyard in Brazil

What prompted such change was a combination of modifications in the economies of shipping business in Brazil which impacted the ability and interest of owners to remain with such a strategy. First and foremost, the number of orders in Brazilian yards made by foreign Owners with subsidiaries in Brazil was drastically reduced. With skyrocketing prices, building in Brazil became a local business, that is, mostly practiced by local companies - some with their own yards. Secondly, local demand remained so much higher than the building capacity; the right to block was not making much sense if so much room existed for foreign tonnage to freely trade.

In 2010 another aspect came to practice, which practically “killed off” REB: blocks licensed under ANP’s seventh round and beyond were demanding high local content. When every other aspect of a ‘Brazilian built and flagged ship’ is the same as a ‘Foreign built and REB flagged ship’, it is not the same in terms of local content. Although the methodology to calculate local content as per ANP’s resolution 19 from June 2013 still has room for uncertainty, a foreign built PSV under REB can achieve more or less the same local content level as the one flying the foreign flag, due to the higher amount of local crew on the Brazilian vessel. The truth is: a foreign built vessel, even under

a local flag, remains a foreign asset - in terms of local content.

Further, in regards to operating expenses, manning a vessel with 100% local marine crew is more costly (on average 20% higher manning costs) compared to a mixed (foreigners and locals) crew complement. In terms of commercial strategy: converting the vessel to Brazilian flag makes it less competitive than the foreign flag with mixed crew.

When these factors combine what the local market is experiencing is inability to meet local demands. The regulatory framework under which building in Brazil was supposed to be an advantage - blocking foreign tonnage, anchored by a stringent local content policy, shows no practical result. Few groups with their own shipyards are still able to press ahead with local building, but the potential going forwards remains unclear.

The lookout for future tenders seems to be very much aligned with such scenario. In one group, charterers will demand “brazilian built and flagged vessels, local content over 90%”, in another group the opposite “international tonnage with low or no specific local content”. The question is “anyone betting on foreign built Brazilian flagged demand”? ■

# É Isso Aí



The highly anticipated 2014 World Cup has kicked off in style

## World Cup Kick Off & Mentorship

**W**estshore Arctic is proud to be a part of the 150 years Mentor program at Memorial University's Engineering Dept. pilot project. The success of this initial program, which included Westshore's Darrell Cole as one of the experts, has inspired the Dean of Engineering to make this an annual part of the curriculum for the top 10 students in the Master's program. "Being a mentor is not always easy as the students look to you as an expert which is often times humbling but in the end I am certain from talking to the other nine business people involved that we learned as much or more than the students did." Westshore Arctic was honoured to be part of this program with Husky Energy, ExxonMobil, Suncor and Nalcor Energy just to name a few.

**"Westshore Arctic was honoured to take part in the Memorial University engineering department mentor scheme"**

**W**atched in more than 200 countries, the opening ceremony of the World Cup triggered reactions of all kinds around the world. The event, held on Thursday (June 12th) in Sao Paulo, earned compliments and criticism in the international media. A mix of colours, lights and technology highlighted the beginning of the competition under the eyes of 60 thousand people who filled the stadium.

There were a few but loud minutes to the sound of Jennifer Lopez, Pitbull, Claudia Leitte and Olodum who performed the official song of the competition and turned the Itaquerao stadium into an open sky party, with a chorus singing "We Are One".