



# *DIAVAZ OCEANTEAM*

## *Shipping*

*Challenges facing Mexican ship owners  
and impacts of the energy reform*

**Offshore Vessel  
Connect  
Mexico**

*June 27<sup>th</sup>, 2016  
Mexico City*

# *DIAVAZ OCEANTEAM SHIPPING*



DIAVAZ and OCEANTEAM combined their experience, professionalism, quality and long term knowledge to create DOT in order to:

- Design, develop and built new generation vessels with the main focus on efficiency
- Exceed international standards and requirements in the upcoming Mexican market.
- Vessel operations by developing mexican personnel
- Focusing always on cost and operational efficiency



***FCUV COBOS***



***CSV TAMPAMACHOCO***



***FCUV ICACOS***



# DIAVAZ' History



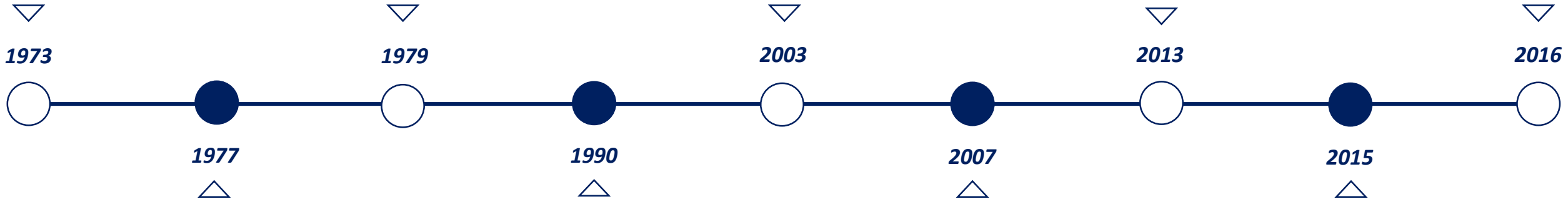
Started as the first industrial diving company in Mexico.

Key player on taking control of the circumstances when the exploratory well Ixtoc I collapsed.

Joint Venture with Petrobras and Teikoku (INPEX today) for gas extraction in Cuervito y Fronterizo.

DS Servicios Petroleros" obtains contract for continuity of development in the Ébano area.

Diavaz is awarded two onshore fields in Tampico (Barcodon) and Chiapas (Catedral).

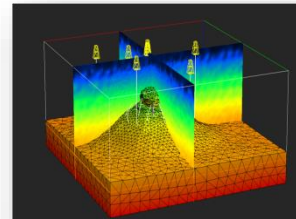


Moved its operational base to Ciudad del Carmen, Campeche.

Strategic alliance with Fugro with the purpose of executing geotechnical and geophysical studies for new platform development.

DIAVAZ and SINOPEC create DS Servicios Petroleros and are awarded the first service contract for mature fields optimization.

Joint Venture with OCEANTEAM, created DOT Naviera for development, construction and operation of generation vessels.



## Company Profile



### Exploration and Production

- Vast experience in operation and integrated services for oil and gas fields.
- Perforation, field development and artificial production services

### Marine Operations:

- Over 40 years of experience in offshore operations
- Maintenance
- Platform modernization
- Construction projects
- Diving
- New generation vessels

### Gas:

- Natural Gas Distribution for residential, commercial and industrial sectors.
- Natural Gas distribution by trailer.

### Oil Terminal Integration Services:

- Ensuring the integrity for hydrocarbon transportation and oil fields infrastructure.



# DIAVAZ' Partners



-  **CanElson**  
Drilling Inc. Drilling & well construction
-  **TECHONTEAM** Steam injection services
-  **PETROBRAS** Exploration & production
-  **NE Gas** Compressed natural gas distribution
-  **OCEANTEAM** Vessel operations
-  **SINOPEC** Operation of marginal and mature fields
-  **INPEX** Oil fields operation
-  **PENSPEN** Asset integrity
-  **WOOD GROUP MUSTANG** Engineering
-  **FUGRO** Geo-dynamic positioning and seabed studies
-  **Pacific Radiance** Vessel finance and construction
-  **EVERCORE** Investment management



# OCEANTEAM SHIPPING'S History



## SEATEAM TECHNOLOGY ASA

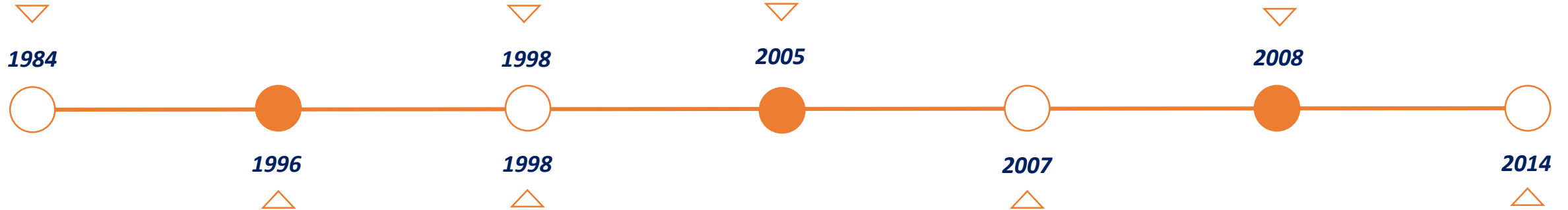


Seateam Technology Incorporated.

Merger Seateam Technology ASA and DSND (now Subsea 7)

Merger Oceanteam IRM and DeepOcean.

Acquisition of KSI (Engineering solutions).



Listing Seateam Technology ASA



Oceanteam IRM incorporated.



Listing Oceanteam ASA



DIAVAZ OCEANTEAM Shipping incorporated.



# OCEANTEAM SHIPPING'S Company profile



## Company Profile



### High quality support to offshore contractors worldwide:

- Fleet of large and advanced offshore vessels Oceanteam Shipping.
- Expertise in (rental) marine equipment, cable logistics and design engineering Oceanteam Solutions.

### Business Strategy:

- A one-stop-shop providing solution driven services by combining our engineering, equipment and shipping expertise into a single service in accordance with client's requests

### Strengths:

- Stable – combined with fast growing regions
- Solid local partners
- Diverse and large client base
- Agile and cost efficient organization

# OCEANTEAM SHIPPING 'S Partners



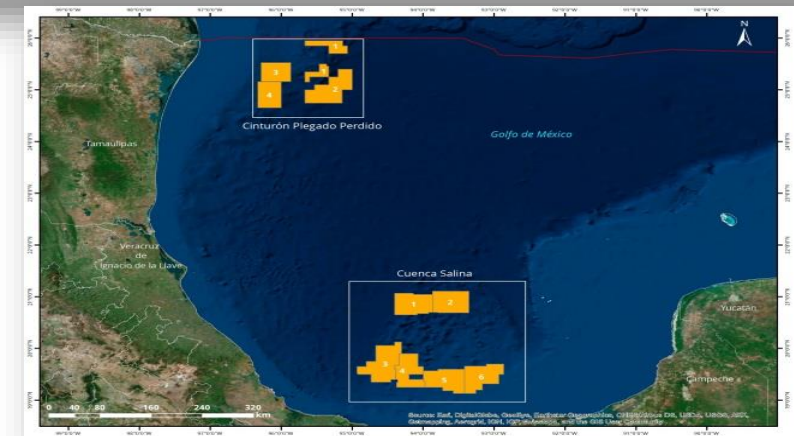


# Growth Expectations for the Mexican Market



## Measured but steady expected growth

- New Fields
  - ❑ Round 1 Shallow Waters (Exploration) 2 fields
  - ❑ Round 1.2 Shallow Waters (Extraction) 3 fields
  - ❑ Round 2 Deep Waters (Exploration) (Round 2.1)
- Farm outs
- Increase Production
- Maintenance



# *Relevance and importance of offshore shipping in Mexico*



## **Mexican players crucial for current and future in the Mexican market**

- Local Content
  - Vessels and main Assets to be accounted for Local Content (eventually)
  - Mexican crew accounted for Local Content
- Mexican flag
  - Priority against foreign flag as long it equals or exceeds contractual requirements
  - Developing high profile personnel
  - Highest standard certifications and worldwide requirements will assure permanence and continuity in the future market
- Know how and overall experience with local en foreign contractors

# SWOT Analysis on Mexican Shipowners



## Strengths

- Know How on mexican operations (Local and Foreign contractors)
- New generation vessels
  - ✓ Fuel consumption efficiency
  - ✓ Optimal DP performance
  - ✓ Bed Capacity
  - ✓ Crane Capacity
  - ✓ Gangway (Increase overall productivity)
- Cost Efficiency (Development of mexican high profile personell)
- Highest standard certifications

## Weakness

- High percentage of Current fleet beyond 13 and 15 years
  - ✓ Effect on down time
  - ✓ Higher operational costs
  - ✓ Lower productivity
- Financial Challenges

Oil prices



## Opportunities

- Increase overall field development
- Performance incentive shcemes

Regulatory Framework

## Threats

- Current fleet beyond 13 and 15 years
  - ✓ Effect on down time
  - ✓ Higher operational costs
  - ✓ Lower productivity



*Thank You*