



Agencia  
Marítima  
Internacional

A PARTNER YOU CAN TRUST



**BRINGS AUSTRAL**

SERVICIOS OIL & GAS

# History

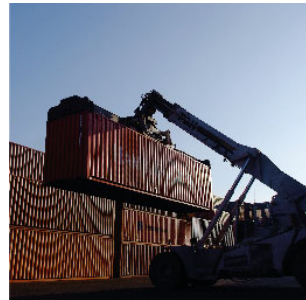


Ultramar was founded by Albert von Appen in 1952. Currently the third generation of the von Appen Family is leading the company.

Over the years, the company has expanded both, in different business segments and geographically with focus in the Americas, where it is a leading player in all core segments.

## CORE BUSINESS AREAS

- Shipping
- Tugboats
- Ports
- Agency
- Inland Logistics



# Mission



## Ship Agency

- Tramp and liner port agency
- Liner representations
- Pilot Boat & Launch Services
- Freight Forwarding



## Oil & Gas Services

- Oil & Gas On shore
- Oil & Gas Off shore
- Procurement
- Supplier Chain Management
- Crewmanning



## Logistics Services

- FFW – 3PL
- NVOCC
- Domestic logistics

## CORPORATE VALUES

### EXCELLENCE

We set ourselves challenging goals that require to pay special attention to details as well as professionalism, responsibility and perseverance.

**“Excellence** is the result of people of **integrity**, who work with **passion** and **safety** as part of a team”

### INTEGRITY

We promote high ethical standards of behavior that go beyond any code or regulation.

### PASSION

We work as a team with vitality and joy, being proud of belonging to the Ultramar Group, which enables us to exceed our customer's expectations, acting imaginatively and consistently in finding solutions and alternatives to their requirements.

### SAFETY

We work under strict safety policies, permanently promoting self-care. Preventive and control actions are guaranteed in order to ensure our people's health and safety, and we believe that is everyone's responsibility to respect established conducts to create a safe work environment.



# Ultramar in the Americas



- Shipping Agencies
- Shipping Lines Rep.
- Airline Representations
- Stevedoring
- Inland Container Terminals
- Trucking
- Oversize Transport
- Logistics & Warehousing
- 16 Ports
- Offices in 16 countries



**Agency and Integral Solutions**



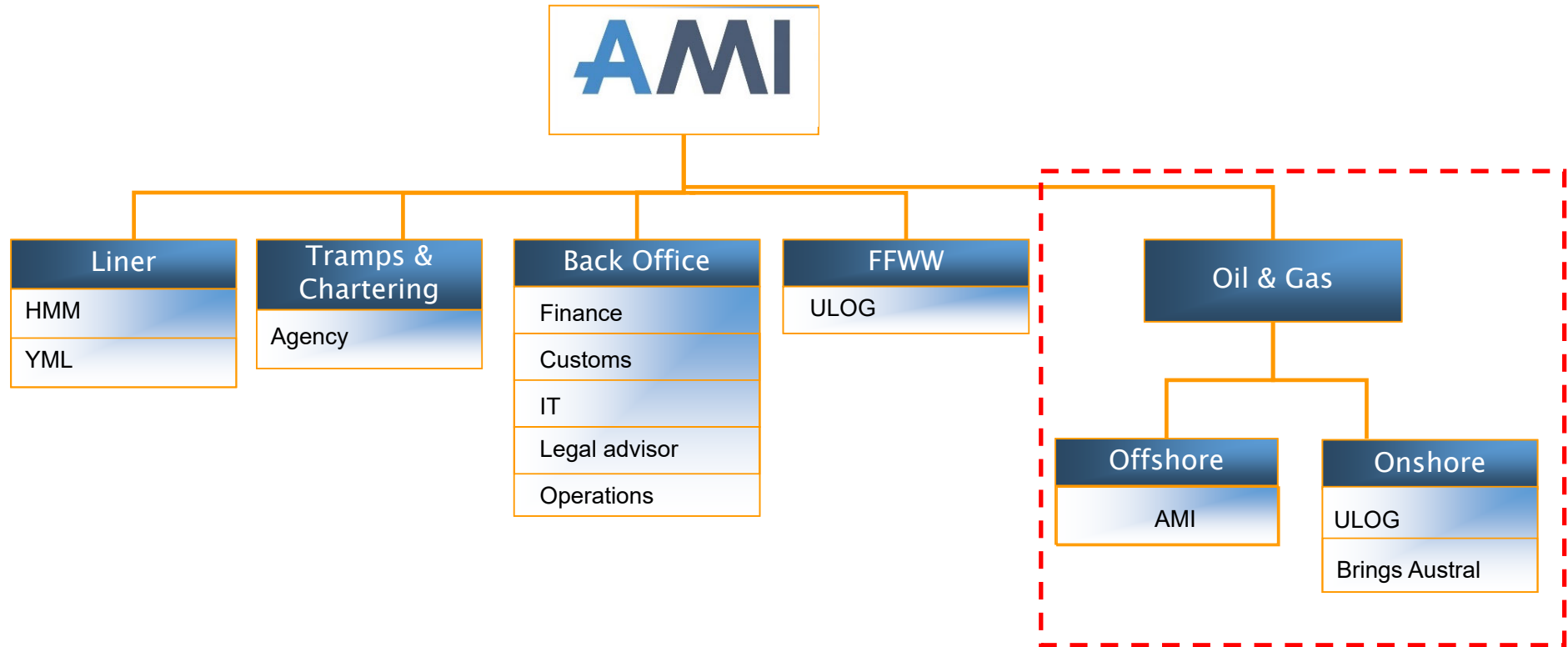
**Industrial Logistics**



**Ports and Stevedoring**



# Organization Chart



150 employees  
8 branch offices in main argentine ports  
1500 port calls per year

# Oil & Gas



- ✓ AMI has own offices at main ports of call, developing and training our own people
- ✓ Your information will be kept confidential
- ✓ Dedicated personnel will follow up your vessels, during her turnaround at our ports
- ✓ All our offices are furnished with modern infrastructure and the latest communications technologies, allowing us to guarantee the best possible service

Main Oil & Gas areas and ports

The block contains three logos: AMI (Agencia Marítima Internacional), BRINGS AUSTRAL (OIL & GAS SERVICES), and ULOG (SOLUCIONES LOGÍSTICAS). Arrows from the map point to this block.

## OIL & GAS DIVISION



With more than 20 years of experience in Oil & Gas Operations in Argentina and South America, we're committed to reach excellence in all our activities.

We provide a wide range of Logistics and Project Management services by delivering strong, safe and reliable operations, through best IT and Human Resources.



## 1) *Project Management*

## 2) *Port / Husbanding / Agency Services*

- ▶ Vessels and other naval artefacts agents for O&G Operating Companies and Contractors

## 3) *Crewmanning*

- ▶ Recruiting
- ▶ Hiring
- ▶ Training & courses
- ▶ Relationship with Unions
- ▶ Migration paperwork for foreigners - Visas

## 4) *Meet & Assist*

- ▶ Personnel Assistance and Transport

## 5) *Personnel Assistance (ERP – Emergency Response Plan)*

- ▶ Lawyers, Ambulances, Clinics, etc.

## 6) *Freight Forwarding*

- ▶ Air + Ocean + Land transportation
- ▶ Warehousing
- ▶ Integral Logistics Services
- ▶ Customs brokerage
- ▶ Port Services
- ▶ Insurance

## 7) *NOV Mission Pumps line Distributor:*

- ▶ Spare Parts importation (Drilling Rigs pumps división & Others)

## 8) *Procurement*

- ▶ Purchasing & Logistics

## 9) *Project Cargo*

- ▶ Special - Oversized - Dangerous

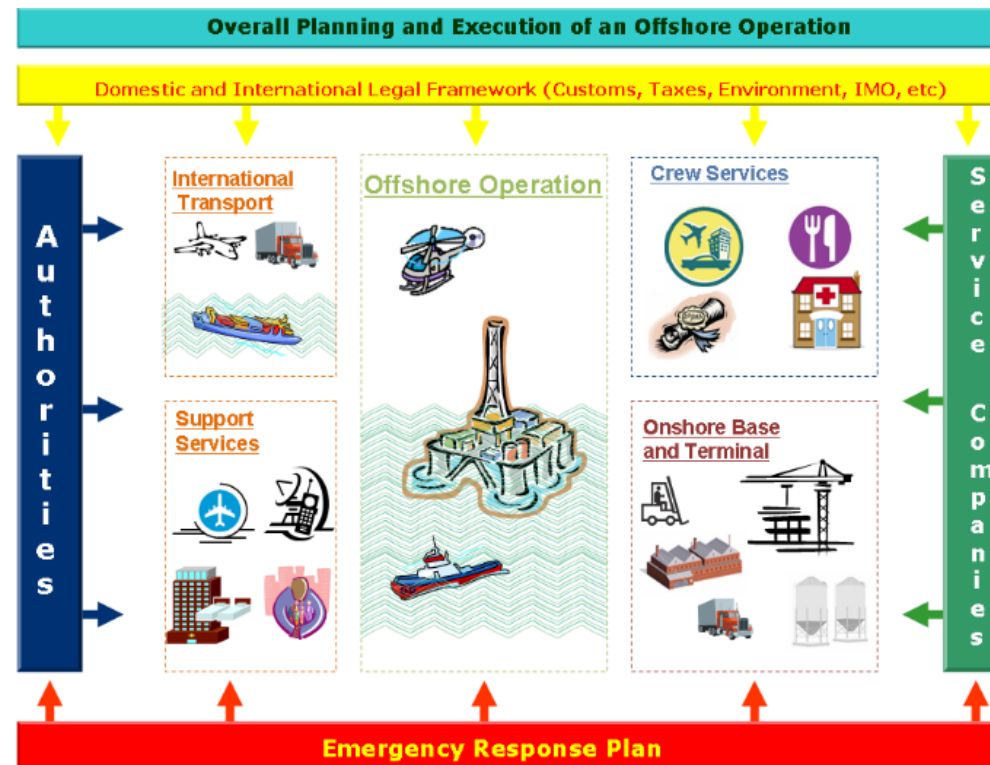
## *Supplier Management*

- ▶ Selection, evaluation and reevaluation of suppliers
- ▶ Transparency and accountability of the process. From quote request to billing - SOP
- ▶ Certification process of services aligned with the client requirements
- ▶ Reporting
- ▶ Risk Mitigation analysis – Control points.
- ▶ Documental Control – DIPREM
- ▶ Scope of services based on customers requirements
- ▶ QHSE advisor
- ▶ Sense of urgency without sacrificing compliance process
- ▶ Adaptability of Customers organization
- ▶ Local procurement services in Buenos Aires, Neuquén, Comodoro, Rio Grande and Santa Cruz.
- ▶ Competitive Fee



# Oil & Gas

No matter whether offshore or onshore activities, and the different challenges involved with either platforms, personnel or transport, we have always been able to perform at customers full satisfaction.



## Project Management Structure



A project is a temporary and one-time endeavor undertaken to create a unique product or service. This property of being a temporary requires varying technical skills and philosophy. Under a **Project Management** structure we organize and manage resources in such a way that these resources deliver all the work required to complete a project within defined scope, time, and cost constraints.



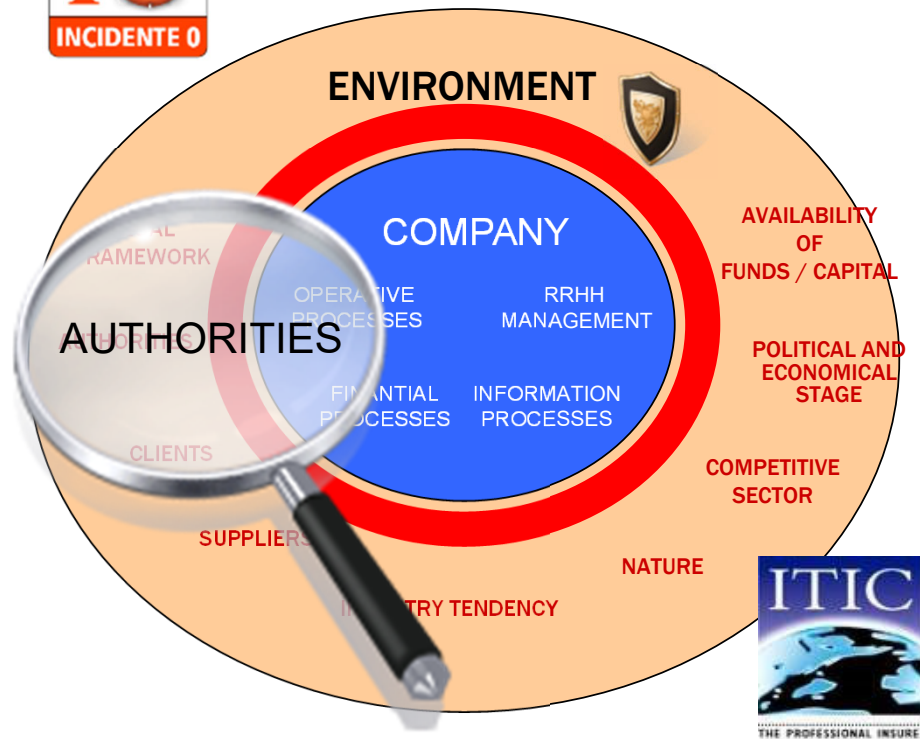
### Stages within a Project

- 1) Initial statement
- 2) Project simulation
- 3) Individual processes planning
- 4) Start up critical coordination
- 5) Maintenance and follow up
- 6) Close up





Ultramar has developed a Risk Contingency Plan, aimed to Prevent and Mitigate Risks



SOME RISKS ARE MANAGED INTERNALLY BY THE COMPANY AND SOME ARE MANAGED BY SUPPLIERS AND AGENTS.

This plan is based in the following actions:

1. SEGMENTATION OF VARIABLES OF THE BUSINESS
2. IDENTIFICATION OF POTENTIAL RISKS
3. PREVENTION AND MITIGATION PLAN
4. RISK COMMITTEE STAFF DESIGNATION
5. DEVELOP RISK ORIENTED PROCESSES
6. SPECIAL KPI
7. DEVELOP INTERNAL TRAINING COURSES
8. PERFORM REGULAR INTERNAL AUDITS
9. PERFORM REGULAR INTERNAL EVALUATIONS
10. RISK ORIENTED SOFTWARE DEVELOPMENT

# Commitment to HSE



## PROGRAMA DE GESTIÓN INTEGRAL DE RIESGOS

### LABORAL

- Despidos
- Contratación de Personal
- Puesto crítico
- Persona crítica

### SEG. DE LA INFORMACIÓN

- Resguardo
- Confidencialidad
- Políticas de Seguridad

### COMPLIANCE

- Derechos Humanos
- Anticorrupción
- Enriquecimiento ilícito
- Balances e informes



### HSE

- Accidentes
- Enfermedades profesionales
- Leyes de salud y seguridad

### ECONOMICOS Y COMERCIAL

- Contratos
- Relaciones Comerciales
- Análisis Crediticio
- Tasa de inflación

### GEOPOLÍTICO

- Cambios normativos
- Políticas económicas

### OPERATIVO

- Ante las autoridades
- Contingencias Operativas
- Cumplimiento de los procesos
- Balances e Informes

# Our Commitment to Compliance

## Programa de Integridad



### CARTA DEL GERENTE GENERAL

La historia de nuestras empresas, comenzó a escribirse hace más de 65 años de la mano de nuestros colaboradores. Nuestro esfuerzo cotidiano ha estado orientado a ser un apoyo a nuestros clientes, proveedores y comunidades, desde la entrega de servicios marítimos, portuarios y de logística industrial de excelencia.

A lo largo de este camino, la ética ha sido un fundamento clave, tanto para el desarrollo de las personas, como para el prestigio y sustentabilidad de nuestra empresa, ya que nos permite avanzar hacia el cumplimiento de nuestros objetivos, no de cualquier forma, sino que alineados con los principios de Ultramar.


Hoy, el desarrollo y la expansión de nuestra organización nos ha incentivado a recordar ciertos estándares éticos, como una forma de fortalecer nuestra impronta en la manera de hacer negocios. Es así como el Código de Ética de Agencia Marítima Internacional S.A., surge de la motivación por unir a todos los colaboradores internos y externos, en torno a los valores centrales, que son el motor transversal de nuestro quehacer y nos estimulan a actuar con excelencia, seguridad, pasión e integridad.

Con esta concepción, y para sustentar los elevados estándares de nuestra compañía, cada uno de nuestros colaboradores, gerentes, jefes y directores por igual, así como nuestros proveedores, clientes, accionistas/socios, e inversores deben conocer y cumplir los principios contenidos en este Código.

Queremos ofrecer una herramienta que exprese las aspiraciones de la empresa hoy y hacia el futuro, por lo que esperamos que este documento, sea de utilidad para que, día a día, hagamos realidad nuestra misión de ser un socio en quien confiar. Por esto, esperamos que cada uno, continúe respetando tanto la letra como al espíritu de nuestro Código en todo momento, comprometiéndome personalmente a hacer lo mismo.




ALEJANDRO BÖHTLINGK



## CÓDIGO DE ÉTICA

Agencia Marítima Internacional S.A.





- To provide a standard of quality service where practicable exceeds customer satisfaction
- To ensure the establishment and clear understanding of customer requirements and to provide a quality of service which satisfies and complies with those requirements

■ Quality Management System with the relevant elements of the International Standard for the **Management of Quality - ISO 9001: 2000**. We are also **FONASBA** and **TRACE** certified.

■ All staff engaged in the provision of the company service, are aware of and understand the company objective and policy

■ Their knowledge and skills are developed through appropriate education and training

■ We are certified with Rule **ISO 14001** (Environmental Policy).





Our team reflects a combination of different experiences, education, ages and interests all related with our main activities and focused in our customers



**Alejandro Bohtlingk (53)**  
**CEO**

- UCA – Industrial Engineer
- President - Ultramar Argentina
- Over 20 years experience in Oil & Gas and Shipping Business
- English – - Portuguese



**Alejandro Devereux (53)**  
**Oil & Gas Manager**

- ITBA – O&G Economy Postgraduate
- IAE – Management Posgraduate
- University of Salvador - Graduated in Management –
- ATA – Customs Transport Agent
- Fluent English – French - Portuguese



**Javier Bazalo (53)**  
**Comodoro Rivadavia - Branch Manager.**

- Agricultural technician & Biologist technician – ATA Custom Transportation Agent
- Lenguaje English
- Over 14 years experience in O&G and Shipping Business



Our team reflects a combination of different experiences, education, ages and interests all related with our main activities and focused in our customers



**Rosana Crovetto (54)**  
**Crew Manning Manager – Seafarers**

- English Public Translator
- 12 years Experience at RRHH Offshore
- Over 22 years experience in O&G and Shipping Business Company



**Jorge Costa (69)**  
**Crew Manning Manager - Oil & Gas**

- High School – ATA Custom Transportation Agent
- Over 35 years experience in the Oil & Gas Business



**Felix Gonzalez (51)**

- Offshore Operator
  - ATA – Customs Transport Agent
  - Over 3 years experience in the Company, 25 years in Shipping Business
- English – Portuguese



**Jorge Fernandez Braun (56)**

- Degree in Maritime Business Administration and Management
- ATA – Customs Transport Agent
- Over 18 years experience in the Company, 30 years in the Shipping Business
- English – Portuguese



**David Arzamendia (44)**  
**Puerto Santa Cruz - Punta Quilla Port - Branch Manager.**

- High School – ATA Custom Transportation Agent
- Lenguaje English
- Over 12 years experience in O&G and Shipping Business



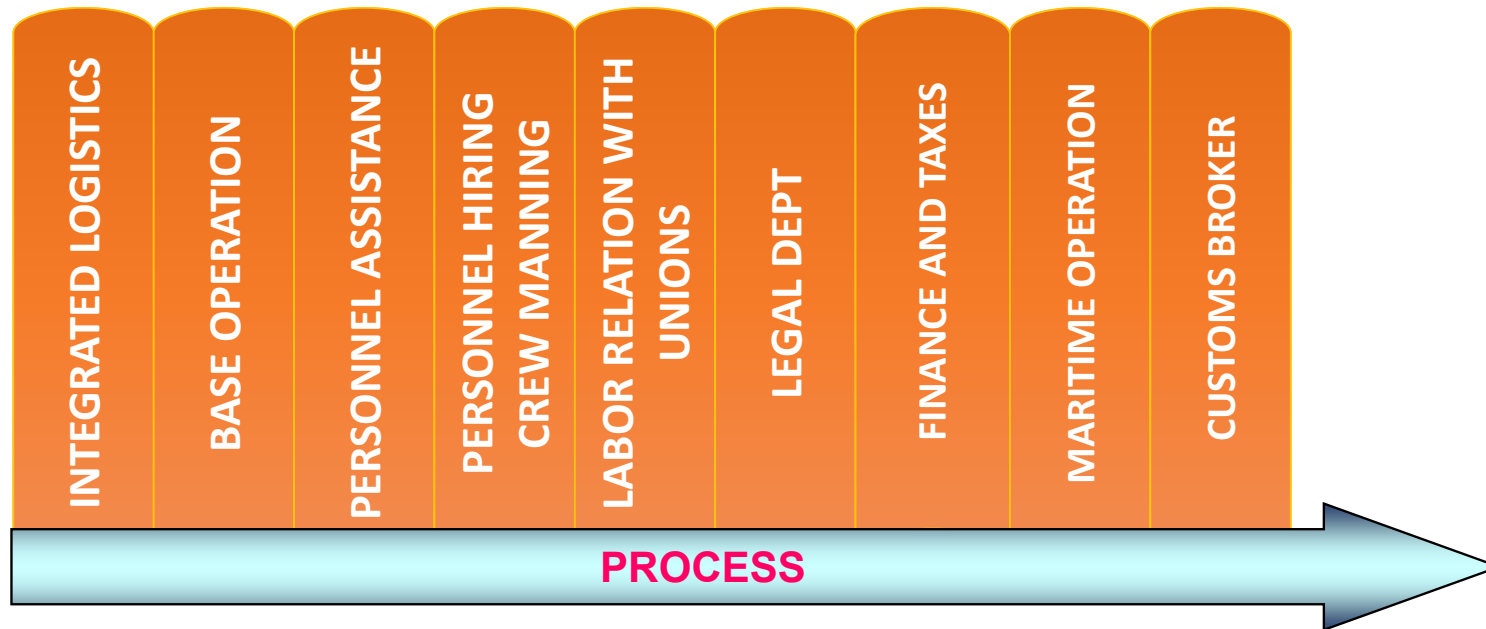
**Walter Arteaga (54)**  
**Rio Grande -Tierra del Fuego - Branch Manager.**

- High School – ATA Custom Transportation Agent
- Lenguaje English
- Over 26 years experience in O&G and Shipping Business



**Francisco La Greca (49)**  
**Neuquen - Branch Manager.**

- Civil Engineer
- Lenguaje English
- Over 15 years experience in O&G industry



- **Great Experience in seismic exploration, drilling and construction projects**
- **With the support of the Ultramar Group**
- **Our Customers renew their trust year by year**

# Outstanding Projects

## TERMAP – Loading Masters

2010 – to Date

### Comodoro Rivadavia – Caleta Olivia Caleta Cordova

Brings Austral SA and Termap worked jointly in order to find the best options of senior and junior captains to assist during the maneuvers and operations at their maritime terminals.-



### TGS / Spectrum ASA 2D Seismic Acquisition Argentine Sea 2017- 2018 – 2019 -2021

Company: Spectrum ASA Sucursal Argentina

Contracting company: CGG

Seismic vessel: BGP PIONEER & COSL HYSY 760 & BGP PROSPECTOR

Chase vessel: M/V Candela & M/V Pablo C

Period: 12/2017-01/2018

Full Agent, assistance of crewmembers (M&A) ,Crewmanning and Maritime Agency Services.



### **PIAM PROJECT Offshore Santa Cruz Province 2016 - 2018**

Company: Enap Sipetrol

Construction Barge: Jascon 34– Sea Trucks

OSVs / AHTSs: Sophie Siem – Siem Louisa – Siem Sasha - Far Scout – Uilenspiegel

Area: Magallanes Area,

Period: December 2016- May 2018





### Neuquen Province Logisitcs Services Development

Onshore: Logistics – Neuquen - Non Conventional Argentina Development

- Supplier Management
- Land rigs spare parts importation
- Procurement
- Drilling Rigs spare parts importation
- Journey Management
- Onshore: Logistics
  - Deposit & Wharehousing
  - Domestic Logistics
  - International logistics

# Outstanding Projects

## Vega Pleyade Pipeline Construction & Platform installation Offshore Tierra del Fuego 2014 -2016

Company: Total Austral

Construction Barge: PJW300 – Swiber Holdings

OSVs: AHTSs Maersk Searcher – Maersk Seeker – Swiber Mary Anne – Bravante V- Bravante VII -  
Bravante VIII – Olympic Taurus

Area: Austral Basin – CMA-1 – Total Austral

Period: January- July 2015



# Outstanding Projects

## **Vega Pleyade & Carina Drilling Projects - Total Austral - Offshore Tierra del Fuego 2014 -2016 & 2003-2006**

Company: Total Austral

Drilling Rig: Noble Houston Colbert

OSVs: Skandi Mogster – Skandi Skarven

Area: Austral Basin – CMA-1 – Total Austral

Period: April 2014 – June 2016



AMI / Brings Austral provided Maritime Agency services, crewmaning - Seafarers and party of all the O&G personnel, and was in charge of logistics and procurement.

# Outstanding Projects

## Halliburton – Drilling Mud base - Logistics Service – Punta Quilla - 2014-2015

Company: Halliburton

Operations Area: Puerto Santa Cruz- Punta Quilla Port – Shore Base - Prov. Santa Cruz

Period: 02/14-02/15



# Outstanding Projects

## Geotechnical and Geophysical surveys – Vega Pleyade and CMA-1 fields – Offshore Tierra del Fuego 2014

Company: Total Austral

Survey Vessel: Seismic Vessel Horizon Geobay

Area: Austral Basin – CMA-1 – Total Austral

Period: January- April 2014

Full Agent for R/V Poseidon,  
assistance of crewmembers (M&A)  
and Maritime Agency Services.





# Outstanding Projects

**LNG Regasification Terminals – Escobar & Bahia Blanca**  
**FSRUs Local Personnel Project**  
**Exelerete Energy**  
**YPF-ENARSA**

Company: Exelerete Energy

FSRUs positioned at Escobar and Bahia Blanca LNG Terminals

Period: September 2013 –September 2016

**Examar Shipmanagement**  
**Husbandry Agency Services Project**



# Outstanding Projects

## Halliburton – Remote Location Logistics Service - Rio Gallegos - 2012-2013

Company: Halliburton

Operations Area: Rio Gallegos - Prov. Santa Cruz

Period: 12/12-02/13





# Outstanding Projects

## Geotechnical and Geophysical surveys – Offshore Tierra del Fuego 2012/2013

Company: Total Austral

Survey Vessel: R/V Poseidon

Areas: Geotecnia & Geofisica

Period: 12/12-01/13

Full Agent for R/V Poseidon,  
assistance of crewmembers (M&A)  
and Maritime Agency Services.



# Outstanding Projects

## TOTAL 3D Seismic acquisition – Offshore Tierra del Fuego 2012

Company: Total Austral

Contracting company: Western Geco

Seismic vessel: Western Geco Vespucci

Supply vessels: Golondrina de Mar & Luchador

Period: 07-11/2012



Full Agent for MG Vespucci, assistance of crewmembers (M&A) and Maritime Agency Services.

# Outstanding Projects

## **TOTAL 3D Seismic acquisition – Offshore Tierra del Fuego 2015**

Company: Enarsa

Contracting company: CGG

Seismic vessel: Oceanic Champion

Supply vessels: Golondrina de Mar

Period: 12/2014-01/2015

Full Agent, assistance of crewmembers  
(M&A) and Maritime Agency Services.



# Outstanding Projects

## Magellan Strait Optic Fiber Crossing 2012

Company: Boskalis International

Vessel: Oranje Dredge

Operation Área: Magellan Strait

Period: 2012



Full Agent for Boskalis, assistance of crewmembers (M&A) and Maritime Agency Services.

# Outstanding Projects

## YPF Malvinas Project 2011

Stena:  
Stena Drillmax (Drillship)

Solstad:  
PSV Normand Baltic  
AHTS Normand Skarven



AMI provided Extreme logistics to crew change 180 people – to crew man the vessels and procurement





# Outstanding Projects

## Sipetrol Argentina

2011

Reconstruction AM2 Platform  
Barge Yagana – AHTS Seacor Laredo



Repair AM2 platform production

AMI is in charge of the process of Flag Waiver, recruiting personnel, crew changes, Helideck certification, procurement, spare parts.-

# Outstanding Projects

## J Lauritzen ASV Dan Swift – Brasil

Accommodation Supply Vessel

2009 / 2010



AMI and Rochamar worked jointly in order to offer the maritime agents service and a great variety of related services (Visas, migratory processes, contact with local authorities, etc).



# Outstanding Projects

## Magellan Strait Pipeline Construction

2009- 2010

Allseas Pipeline Contractors SA  
2009 – Construction Vessel “Solitaire”.-

Boskalis Offshore BV  
2009 – Prins der Netherlands dredge



- Crew changes of about 300 persons.-

AMI acted as maritime agent for Allseas and for Boskalis, also acted as Owner Protective of the owners for nearly all the supply vessels who played in the operation (Spliethoff, Gulf Offshore, Eide Marine)

# Outstanding Projects

**Pan American Energy**  
Seismic Aquisition Project

**2009- 2010**

Comodoro Rivadavia  
Western Geco  
Western Patriot



AMI acted as OPA (Owner's Protective Agent) for M/V Western Patriot in the process of Flag Waiver, visas, crew changes, Helideck certification, helicopters arrangement for the crew changes with "Helicopteros Marinos", charters planes, procurement, spare parts.

# Outstanding Projects

## Diamond Offshore Drilling

2008-2009



Offshore Drilling Campaign



Jackup  
YPF - SIPETROL  
Chubut – Santa Cruz



During this operation AMI offered services such as agent for the drilling platform, also was the contracting party of all the O&G personnel, and was in charge of logistics and procurement too.

# Outstanding Projects

## Rio Tinto - Turn Key Project 2008

New Orleans to Buenos Aires 2 push boats and 40 barges transportation Project – 2 round trips



The project involved the logistics of transporting 21 barges and one push boat from New Orleans to Buenos Aires  
AMI was responsible for coordinating the logistics of the operation.

# Outstanding Projects

## **Nabors Drilling Argentina**

Drilling Equipment

**2007**

Services Provided:

- Project Cargo
- Personnel hiring
- Meet & Assist





# Outstanding Projects

## Repsol YPF – Seismic acquisition



**Malvinas Basin  
Project  
Western Geco  
Western Patriot**

**2004/5**



**Colorado Marina I - Project  
Western Geco  
M/V Geco Triton**

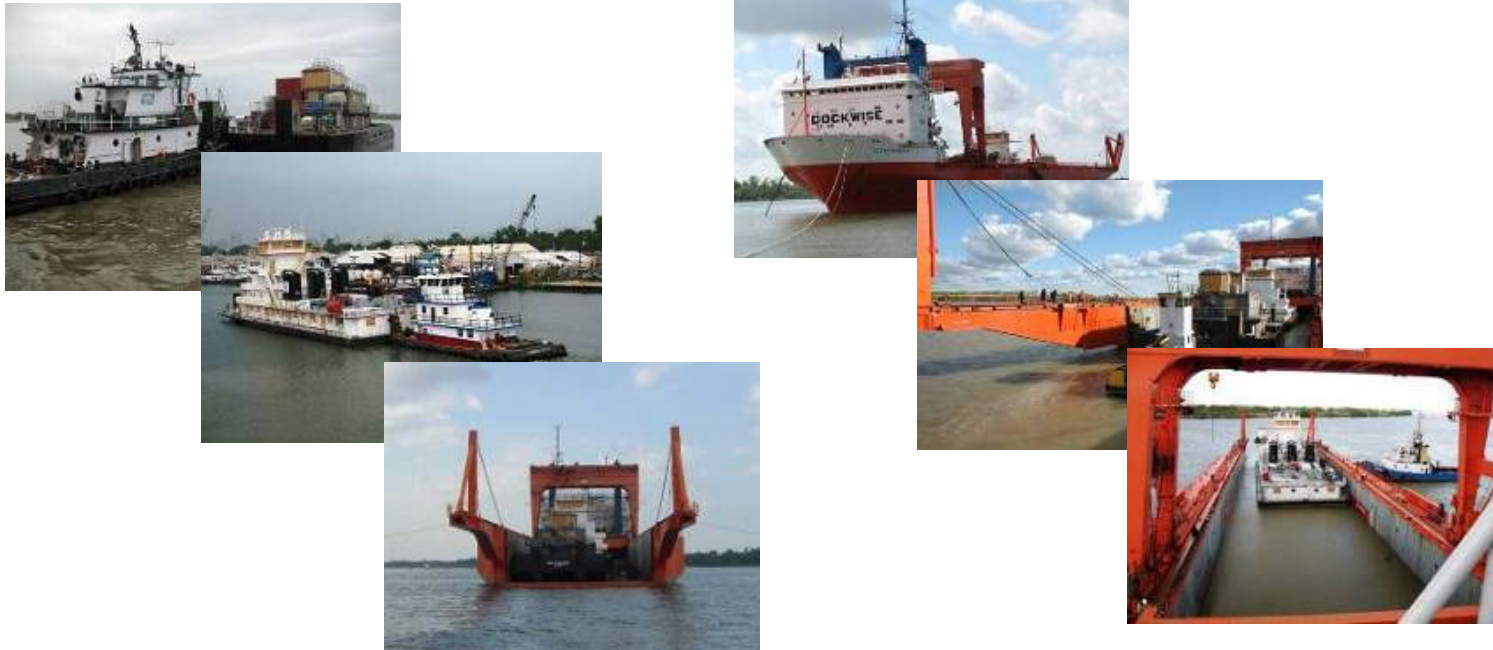
**2006/7**



# Outstanding Projects

## Rio Tinto - Turn Key Project 2006

## New Orleans to Buenos Aires 2 push boats transportation Project



# Outstanding Projects

**Total Austral**  
Carina – Aries  
2004-2006

Carina & Aries  
Jacket & Top sides

Global Santa Fe  
Jack up Rig Constellation II

McDermott  
DB 60 Pipelay Barge



# Outstanding Projects

## Sipetrol Argentina 2001-2002

Magallanes Basin  
Barge Yagana – AHTS Seacor  
Laredo  
Poseidón Jacket construction



## More than 20 years of experience



YEAR	Contractor	Equipment	Customer
1987	Sedeo Forex	Trident X	Total
1988/89	ETPM	DLB1601	Total
1989/90	Santa Fe	Key Manhattan	Total, Sipepetrol
1992/2001	ENAP	Yagana	Sipepetrol
1994	Diamond	Ocean Nomad	Amoco, Union Texa!
1995/1996	Neddrill	Neddrill Trigon	Total, Sipepetrol
1997	Petrobrás	Petrobrás XVI	Shell
1997/99	Global Marine	Glomar Labrador 1	Total, Sipepetrol
2002	ENAP	Yagana	Sipepetrol
2002/2003	J.Ray McDermott	DB 60	Total
2004/2006	GSF	Constellation 11	Total
2004/2005	Western Geco	Western Patriot	RepsolYPF
2005	Ultragas/Sipepetrol	Seacor Laredo	Sipepetrol
2005/2006	Western Geco	Geco Triton	RepsolYPF
2007	Enap-Sipepetrol	NN Yagana	Enap-Sipepetrol
2007	Nabors Drilling	DU 609 /583	Apache Corp
2008	Rio Tinto	Smit Anambas	Rio Tinto
2008	Wavefield	Akademik Shatskly	ION
2008/2009	Seacor Marine	John Coghill/Seacor Lee	YPF
2008/2009	Seacor Marine	Seacor Grant	YPF
2008/2009	Diamond Drilling	Ocean Scepter	YPF
2009	ScanGophysical	Geosearcher	ENARSA
2009	Western Geco	Western Patriot	Panamerican Energy
2009	Global Industries	Iroquois	Global Industries
2009	Boskalis   All Seas	Pontra Maris / Solitaire	TGS
2010-Brazil-	JLauritzen	Dan Swift	Statoil Brazil
2010/2011	Termap	Terminal GRO	Termap
2011	Enap Sipepetrol	Yagana / Laredo	Sipepetrol
2011	Stena LTD	Drillmax	RepsolYPF
2012	Boskalis	Dredge Oranje	Boskalis
2012	Western Geco	WG Vespucci	Total

Strictly Private & Confidential



**Market knowledge**

- Over 50 years experience
- Ultramar Group of Companies
- Branch offices at Main Ports

**Experienced staff**

- Fully bilingual Staff
- Well trained and professional team
- 170 employees in Argentina



**Experience in Oil and Gas Industry**

- Long relationship with customers
- Covering wide range of activities
- Customer-oriented work

**Risk contingency plan**

- Prevention and mitigation Plan
- Risk-oriented processes
  - Regular Audits
  - ITIC Coverage



**Standardized processes**

- updated permanently according our customers' requirements
- Better practices in the Region
- First Quality Service
- Fonasba certification

**Company values**

- Integrity
- Excellence
- Creativity
  - Quality
  - Service



We look forward to being your trusted partner

Thank you very much for your time!

**ARGENTINA CONTACT INFORMATION**

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