

# CBO | PROFILE

# 44 vessels

Second largest Offshore Support Vessels Company in Brazil

## **CBO at-a-Glance**



**Founded in** 

1978 by Fischer Group



~1,900 Employees



Fleet recognized by top level designers



S





Average fleet age

12 years

## Financial Highlights – 1Q24



Net Revenue (USD)

\$100MM



Adj. EBITDA (USD) & Margin (%)

\$43MM(43%)



Backlog (USD) - (Mar 31, 2024)

~\$581MM

Net Debt/ Adj. EBITDA

3.9x

Debt Maturity

**Tenor: 2038** 

# Premium Fleet Mix 44 Vessels



**22** PSV

**Platform Supply Vessel** 

### **Logistics**

Designed to transport supply drilling & production bulks, fluids, potable and drill water, fuel oil, pipes, backload and other equipment to and from offshore units



**13** AHTS

**Anchor Handling Tug Supply Vessel** 

### **Logistics & Subsea**

Designed for anchor handling and towing offshore platforms, barges, production units and other vessels, support shuttle tankers in offload operation as well as supply duties



**06** RSV

**ROV Support Vessel** 

#### Subsea

Inspection, Maintenance and Repair (IMR) vessels, designed for launching and operate a Remote Operated Vehicle and for support several subsea activities



03 osrv

**Oil Spill Response Vessel** 

#### **Environmental**

Designed to attend the field emergency plan for oil spill, performing oil recovery activities with oil boom and skimmer besides fire fighting



of 1Q24 Revenue



of 1Q24 Revenue



of 1Q24 Revenue



of 1Q24 Revenue

# **ALUES**

# **VISION**

By 2025, we want to be a CBO capable of generating a positive impact on everything we do. In this sense, in a passionate way, we work to be: Top of mind in relationships, operational excellence, reliability and innovation with customers, partners and suppliers;

Best place to work, with intentional safety, diversity, inclusion and appreciation actions, for employees on land and at sea;

A company capable of generating financial return and brand reputation for shareholders;

An integral and sustainable company, which respects and is respected by society in general.

# **MISSION**

To offer maritime support solutions for the entire offshore energy sector logistics chain, with safe, innovative and sustainable conditions.

#### **SAFETY**

We respect human life, always putting people first

#### **SUSTAINABILITY**

We preserve and seek alternatives to reduce environmental impacts and build empathetic relationships with the communities where we operate

#### **RESULTS**

We think and act like an owner. We always strive to do more and better

#### **ATTENDANCE**

We establish reliable relationships and delight our internal and external customers

#### **INTEGRITY**

We do the right things even when no one is looking

#### **PEOPLE**

We are diverse, inclusive and take care of our people on land and at sea

#### **INNOVATION**

Create an atmosphere of innovation in the company. Give and create spaces for new ideas

# **Board of Directors and Governance Structure**

Bruno Zaremba

**MNCI** partners

José Guilherme Souza

**VNC** partners

Felipe Caram

PATRIA

In pertuerable with Blackstone

Michell Fontes

PATRIA

Roberto Cerdeira

In partnership with Blackstone

Chairman



Gabriel Felzenszwalb



Luciano Pettersen



Adriana Waltrick



HR and Compensation Committee

Compliance & Ethics Committee

2 years mandate

## Shareholders

37.76%

PATRIA

37.76%



18.88%



5.60%



**Independent members** 





**Years of Experience** 

+40 7 at CBO

**Previous Experience** 



ambev



Education



Bachelor in Accounting COPPEAD UFRJ Post-graduated in Finance and Masters in BA



**Marcelo Martins** 

Commercial &

**Technical Officer** 

**Years of Experience** 

+28

28 at CBO

**Previous Experience** 

**CBO** 

GRUPO

Bachelor in Naval Engineering



Master in Naval and Ocean Engineering



Rodrigo Ribeiro Chief Financial Officer

**Years of Experience** 

+30 10 at CBO

**Previous Experience** 

**o**moma



Education



NYU STERN

Bachelor in Economics

MBA



Cesar Almeida COO

**Years of Experience** 

+25 18 at CBO

**Previous Experience** 



**Education** 



Bacharel em Engenharia Mecânica



Darcy de Paula HR Director

**Years of Experience** 

+41 11 at CBO

**Previous Experience** 





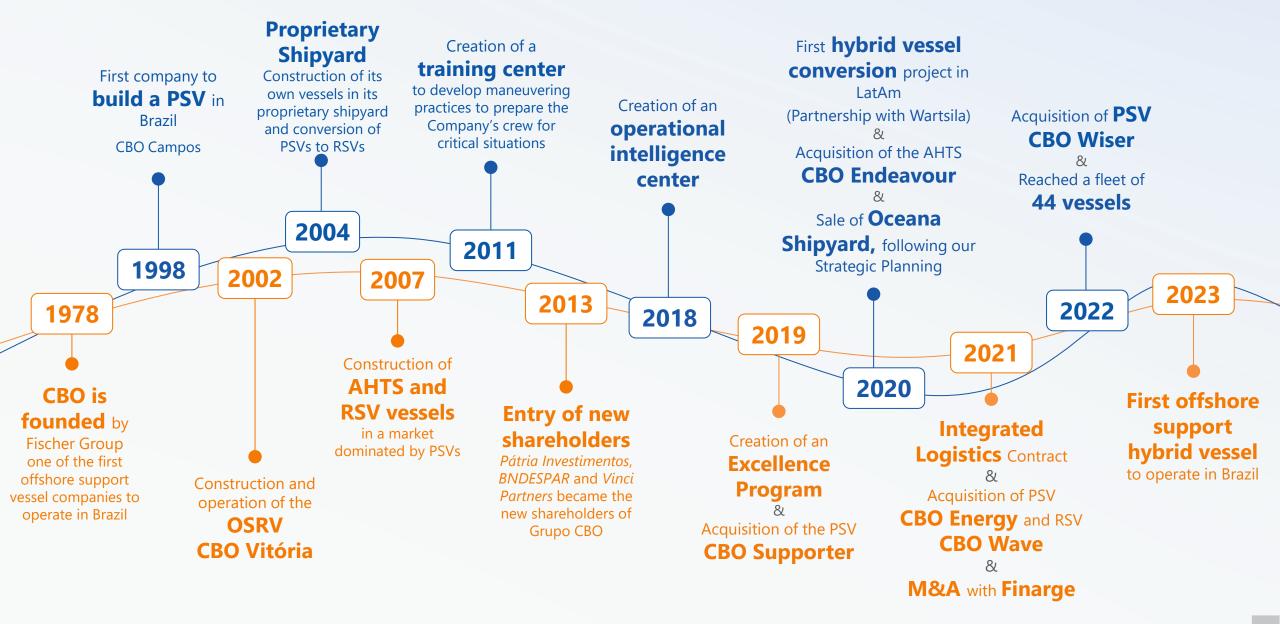
**Education** 





Bacharel em Direito MBA

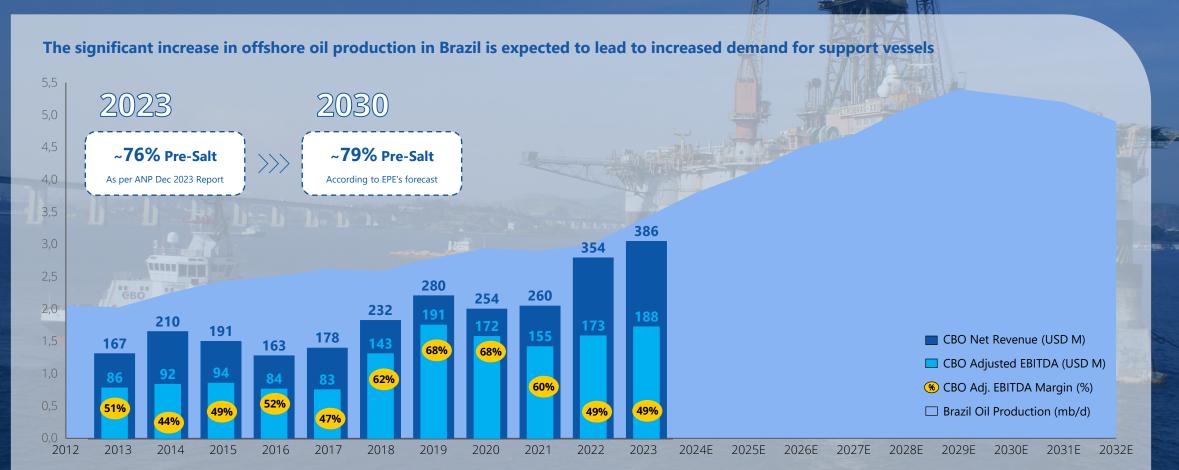






# BRAZIL IS "THE PLACE TO BE" IN OFFSHORE INDUSTRY

# Oil Production in Brazil

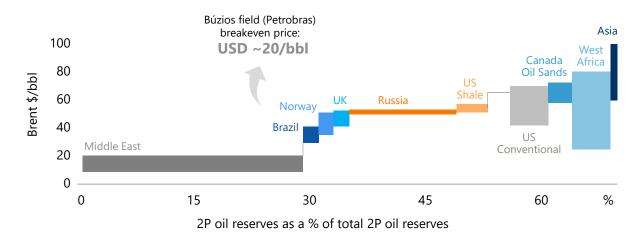


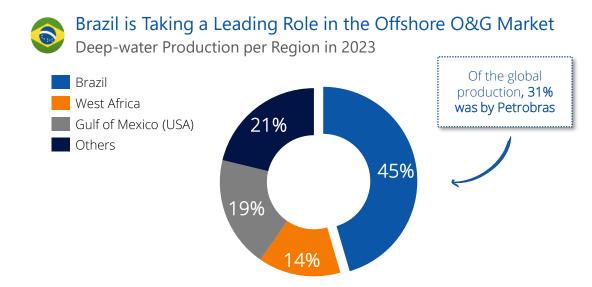
Source: ANP (performed oil production) and Empresa de Pesquisa Energética (forecasted oil production)



# Favorable moment in the sector

# Breakeven based on Brent per Country by 2020 (USD/barrel)



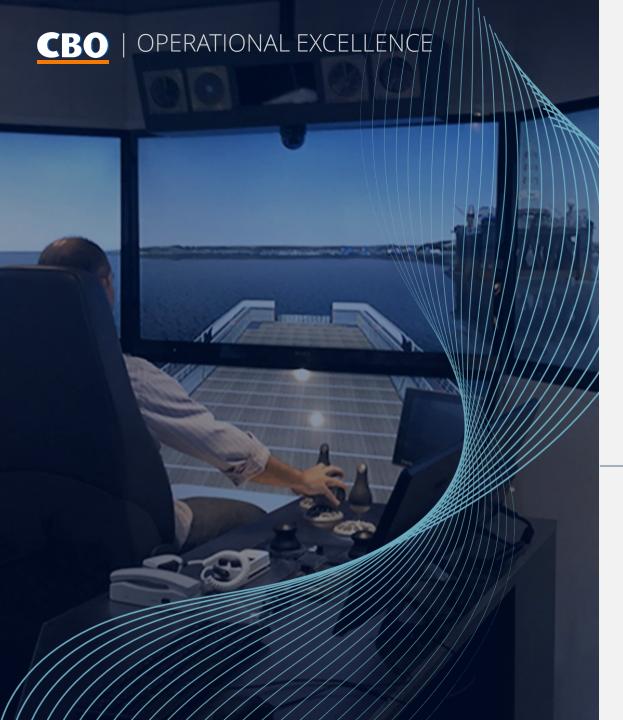












# solid pillars to sustain

CBO'S HIGH OCCUPATION RATES AND CONTRACT RENEWALS

Best-in-class Own Training Center & Top-notch Operator in Brazil



Fleet Occupation Rate ~86% in 2023



**High Fleet Uptime** ~95% in 2023



**44,515 hours** on training programs in 2023



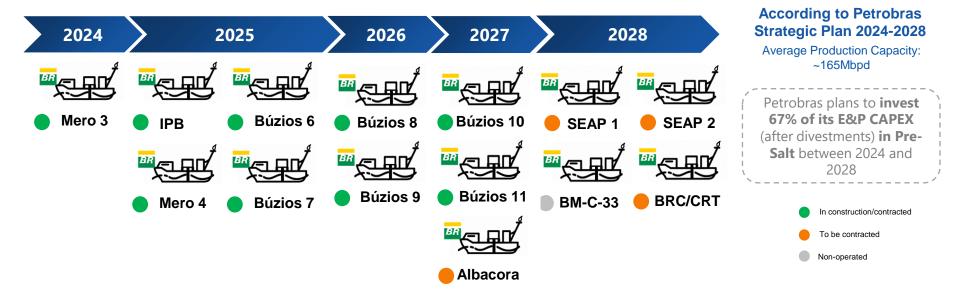
**Digital Education Platform** 36,665 hours on courses in 2023

# **Increased O&G** production, supporting the growth potential of the OSV sector

# **OSV Cycle in Brazil is Improving**

Additional platforms and rigs are important for OSV market growth

#### **Positive Outlook for Offshore FPSO Deployment**





<u>For every large FPSO added (including rigs and all project phases) operating</u> <u>in the pre-salt region, on average another 3 new OSVs are needed</u>



The **strong growth** in pre-salt production will require more complex and high-spec vessels.

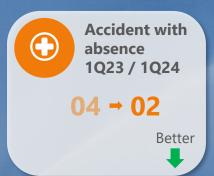
**CBO** is ready to meet this type of demand.

# Quality and Safety indicators





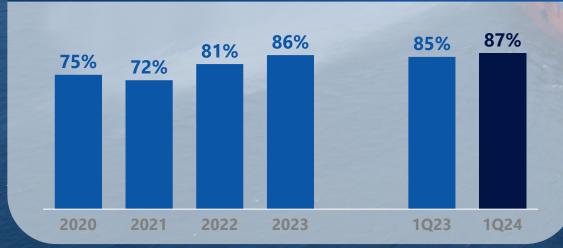






- (1) PER (BAD): Performance Evaluation Report (Boletim de Avaliação de Desempenho)
- (2) Customer Satisfaction Index (Índice de Satisfação do Cliente); annual index
- (3) Resettable Accidents Rate (*Taxa de Acidentes Registráveis*)

# **Fleet Occupation Rate (%)**



# **Uptime (%)**



# **CBO Awards**

CBO significantly increased its fleet in the last 2 years and remain as a top-notch operator in Brazilian OSV market

## Petrobras' Ranking of Best Fleet Operator<sup>1</sup>



**5** of top **6** AHTS are CBO vessels



**RSV** ranking

**2** of top **9** RSV are CBO vessels

## **Recognition from clients**







Best company in SMS Highlights
Environment in 2022





# **Strong ESG Philosophy**

# 1<sup>st</sup> offshore support hybrid

vessel to operate in Brazil

### Sustainability Report

Publication of our 2<sup>nd</sup>
Sustainability Report,
referring to 2022
(click here to check it)



**Compliance Policies** 

#### Selo Ouro

at *Programa Brasileiro GHG Protocol* for the 2<sup>nd</sup>

consecutive year



## **Corporate Standards**

Since 2015, Company complying with CVM requirements





**Independent Ethics Channel** 

## "Projeto Pescar"

Project of young talents training



# Great Place to Work Company

for the 5<sup>th</sup> consecutive year

Great
Place
To
Work
Certificada
Jul/2023 - Jul/2024
PRASIL

#### PRÓ ÉTICA 2022-2023 Pro-Ethics Seal Company

# **Board of Directors**

with 2 independent members

### **Diversity**

the number of women in CBO increased by 22% (vs. 2022)

# **Emissions offset** since 2021

by purchasing carbon credits

# Firjan Sustainability Award

Climate Change and Energy Efficiency category



# **Environmental Commitment**

2021

2022

2025

#### **New Contracts carbon offset**

through carbon credit acquisition

Initial evaluation

Formalize Sustainability Policy

Define governance structure and corporate strategy

Conduct ESG training

Set ESG goals

# CBO will neutralize offices' electrical energy emissions

through renewable energy purchase

**Develop Sustainability Report** 

Disseminate the culture of Sustainability

Integrate ESG criteria into the innovation pipeline

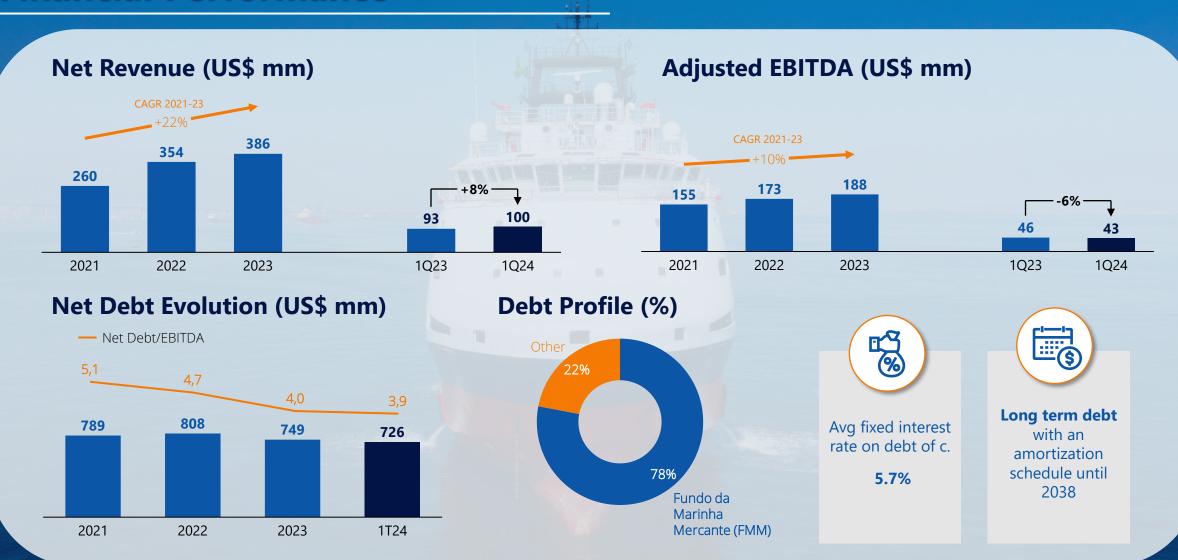
Integrate ESG criteria in the management of Suppliers and Customers

Set GHG compensation targets

Include GHG compensation commitment in customer contracts

Fossil fuel burning of all vessels offset

## **Financial Performance**



Proven

Resiliency

# **Unique Value Proposition**

OF RESILIENCY & GROWTH

#### **Resiliency Across Cycles**

Proven track-record of fleet and EBITDA growth, even across major O&G crises

#### **Predictable Cash Flows**

USD-denominated; ~3 years term for contracts and USD 654mm contracted backlog

#### **Robust Barriers to Entry**

Strong Regulation, Scale and local know-how

#### **Strong Sponsors**

Sponsors are among the key PE firms in the region

# **CBO**

#### **Solid Capital Structure**

Adequate Capital Structure to support growth

#### **Growth of Brazilian E&P**

Clear growing demand for OSVs

Strong Growth erspectives

# Operational Excellence & Track-Record

Poised to capture future growth with an experienced management that anticipates industry cycles

### **Expansion Vectors Mapped**

and Ready to be Executed

