



# MFS & INTERCOASTAL

## INTRODUCTION LETTER 2019

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## RIO DE JANEIRO BRAZIL

### INTRODUCTION

It is a great pleasure to have the opportunity to introduce ourselves. The MFS hopes that this scope, of course, closes business links. Our specialization is in Brazilian market such as:

- Brazilian protector agency
- Brazilian ports situation updated
- Import and Export assistance
- Services for "vessels and pleasure boats", as follows:
  - Bunkers advisories and consultants in main Brazilian ports
  - Bunker, Draft, Deck and Engineering survey
  - Documents and Clearance managements
  - Dry-docking and Maintenance assistances
  - Marine advisories, consultants and logistics in Brazilian market

### WHERE WE ARE LOCATED

The office is located at **Rua da Quitanda, 62 / suite 1001, Rio de Janeiro, Brazil**. This city represents the second largest GDP in the country (and 30th largest in the world in 2008), estimated at about 343 billion reais (IBGE/2008) (nearly US\$201 billion), and is the headquarters of two major Brazilian companies – Petrobras and Vale.

### OUR HISTORY

The MFS borns in 1993, with your Mariner Engineer, Romeu Hilario, who graduated in 1982 in Maritime Science in Brazilian Merchant Marine Academy, at the University of Marine Science and Technology - EFOMM.

The small business prospered through decent work and was honored and winning proportions and status of company, today totaling more than 26 years of experience and tradition in the Brazilian market, gaining the trust of its clients as a partner agile, integrates and correct administration of the business. Traditionally known by offering credibility, security and good service to customers and business partners, MFS is making greater achievements. As the time, the company does not stop; Invests in the quality of service and is always changing driven by new ideas.



**WE PROVIDE ALL CUSTOMERS WITH TOTAL PROFESSIONALISM, CAPABILITY AND TRANSPARENCY AND FOR SERVING THEM WITH VARIOUS BUSINESSES IN THE MARITIME AREA."**



## BUSINESS PHILOSOPHY

MFS is a company absolutely focused on the needs of its clients, with a solid culture of teamwork and personnel who are pledged to providing service excellence. In practical terms, this means:

THE FULL MONITORING OF SERVICES THROUGH ITS OFFICE, AS SUCH AS COOPERATION OFFICES LOCATED AT BOTH ENDS OF EACH TRANSACTION.

THE OFFER OF AN EXPERIENCE UNMATCHED IN THE MAIN COMMERCIAL PORTS IN SOUTH AMERICA.



**OUR OBJECTIVES ARE TO LEAD EACH CUSTOMER ON THE SAME FOOTING AND WITH THE INFORMATION SYSTEM UPDATED EVERY MINUTE.”**

## OUR SERVICES

Our mission is to use the experiences gained over the years and continue to grow our market share in South America, while ensuring quality in our services.

- Maritime consulting;
- Marine fuels and lubricants (trading and brokerage);
- Agents for commercial, operational and technical;
- Technical inspections (draft and bunkers survey).

## MANAGEMENT SKILLS

We offers a consulting service and technical advice to the naval industry. Our goal is to provide services to meet the needs of our customers such as owners, charterers and operators of “vessels and pleasure boats”, builders and professionals who are involved in shipping may find support in our quality service technique.

## BUNKERING

Not a leader but respectfully in maritime field, we have developed excellent relationship with PETROBRAS which enables us to keep a close watch on oil prices, fast information, market trends, port costs and conditions. We are proud of its reach of knowledge and influence in the fuel oil brokerage industry in Brazilian ports.

While we are trying all the latest technologies, we have never lost sight of the fact that shipping always has been, and will always remain, a people business. Our focus are clients range from small companies to global corporations concerning worldwide who know that they are guaranteed to be able to reach us at anytime to personally manage their requirements.

## SURVEYS

Our purpose is to find the service that best suits our customers. MFS monitors the repair process of merchant vessels and pleasure, offering the customer a check for technical support services to be performed. We place ourselves as a support to the owner in the specification of required services. We issued reports of technical monitoring and evaluation of physical schedule if requested.





## STRATEGIC ALLIANCES

With courage and vision in the Brazilian market, we want to develop partnerships with a large group as a way to gain space in national and international market. We want to join new partners more dynamic and diversified international conglomerate. The partners bring new resources and generate high technology, consolidating the Group as a major player in the maritime market.

We know that the most important things on business are updated information. All kind of information is useful to help the in making the most intelligent decisions in your businesses. Our background is continuing involvement in shipping industry. We believe we are well positioned to be able to understand the customers' problems in running their vessels or pleasure boats and particularly can advise and assist them in their time decisions and questions related in Brazil.

## CONCLUSION

The Brazilian economy is going through rapid changes. This is a virtuous process that has generated successive gains for

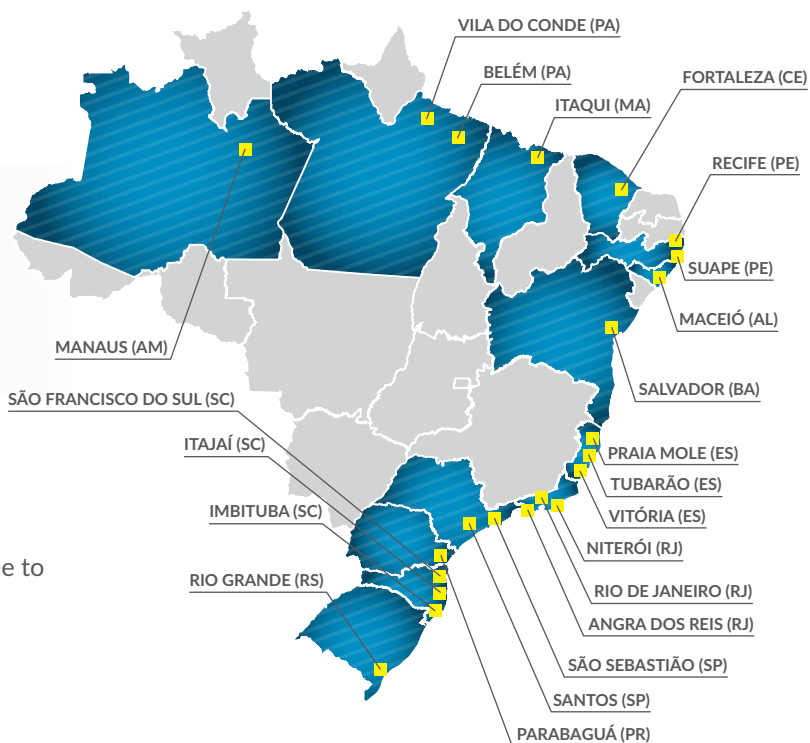
our society. Brazil needed to ensure currency stability and fight inflation. The Brazilian economy is more open to foreign trade and received large foreign investment between them in the sea area whose services to vessels offshore through the pre-salt.

The foreign sector of the economy helped to encourage an activity to development it happen faster the resumption of growth in Brazil. The risk-Brazil has faced with calm the turbulence generated in the U.S. financial market.

Brazil overcame a former barrier to its development sustainable. For the first time in a long time, growth in domestic consumption and therefore the economy is not contained by recurrent difficulties in balance of payments. Indeed, the trade today strengthens internal expansion, forming a virtuous cycle that will ensure many years of economic dynamism.

The result of our cooperation can bring many benefits to both. Together we can get everything to expand the businesses, operational and investment flows in maritime Brazilian market. But we need done for this can exchange knowledge and information. Finally, expect the best opportunity to maintain the arrangements with a major company and conceptualized as the Brazilian maritime sector.

### MAIN BRAZILIAN PORTS



## THANK YOU!

Should you have any further questions, please feel free to contact us anytime.

Phone/Fax: + (55) 21 2232-8114

Website: [www.mfsmarine.com.br](http://www.mfsmarine.com.br)

Email: [mfsromeu@mfsmarine.com.br](mailto:mfsromeu@mfsmarine.com.br)