

PRESS RELEASE

28th March, 2012

Full Castrol offer for Brazil

Castrol Offshore has built on its established production presence in Brazil to ensure that its full range of fluids is available to the country's growing oil and gas sector,

Carmen Pino, Castrol Offshore Regional Director, Americas, Middle East and Asia, says that as many as 100 locally-produced grades can now be supplied direct to customers working offshore Brazil. In addition to the historic packaging (drums and pails), most main grades are now available in DNV (Det Norske Veritas) certified 1,000l-5,000l returnable totes.

To enable these deliveries, Castrol has aligned with a group of partners, including LOCON, which specialises in the storage, handling and distribution of chemical products.

Mr Pino says that Castrol Offshore's latest investments demonstrate how critical the company believes it is that this growing market is supplied with the high performance lubricants and subsea production control fluids that will ensure reliable operation of FPSOs, subsea equipment and drilling rigs.

"Castrol's commitment to the region has resulted in an offer consistent with its historic supply positions in other parts of the world, including North America and the North Sea," says Mr Pino.

A key part of Castrol Offshore's strategy in Brazil has been bringing in expertise familiar with the local market, with the background to develop the personal relationships so highly valued by regional customers.

After the appointment of Felipe Carvalho as Castrol Offshore Sales Manager, Brazil in January 2011, the company's regional operation has secured the services of a number of experienced industry personnel.

Recent appointments include Sean Komatinsky, a certified lubrication specialist. Phil Michaelis, Castrol Offshore Regional Sales Manager, Americas, says: "With four years experience as a lubricant advisor to the E&P industry adding to a nine year tenure as a US Coast Guard Officer (as a mariner and marine inspector), Sean has been influential in bringing into focus the support necessary to build on experience in Brazil to date, particularly in third party quality control,"

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Meanwhile, Sam Walker, who has many years of sales experience in the lubricants and industrial chemicals sectors, is now taking care of regional account management for Castrol's surface and subsea products. Again, Houston-based Castrol Offshore certified lubrication-based specialist Tom Reynolds is bringing his 32 years of lubricant support experience across several industries to bear on subsea products for Brazil.

Most recently, Rodolfo Godoy has been appointed as Technical Sales Manager for Brazil with responsibility for contractual obligations as global assets migrate to waters offshore Brazil.

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Notes for editors:

About Castrol Offshore: Castrol Offshore is a fully integrated global supplier of lubricants and control fluids dedicated to the offshore industry. With over 30 years' industry experience, its customer base includes major drilling and production companies and it has offices and supply points servicing all of the world's major offshore centers.

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