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Amarinth Forms Strategic Alliance with M&O to Fuel Innovation in Brazilian Oil and Gas Sector

Amarinth, a world-leading, net-zero designer and manufacturer of low lifecycle cost centrifugal pumps and associated equipment, primarily for the offshore and onshore oil and gas industries; nuclear and renewable energy generation; defence; desalination; process and industrial markets, has entered into a strategic partnership with M&O, a renowned representation company specialising in equipment, services, and software for the maritime, offshore, and subsea industries in Brazil.

Brazil has emerged as a dynamic and strategic contributor to the global oil and gas industry. With its extensive offshore reserves and commitment to technological advancement and sustainability, the country has attracted international companies specialising in offshore, deepwater drilling, and subsea operations. This dynamic environment has also fostered a growing demand for clean energy solutions, encompassing natural gas and renewables.

Founded in Rio de Janeiro in 2009, M&O has established a position as a leading representation company, facilitating the expansion of over 30 international companies in Brazil's competitive market. Their extensive experience and local expertise make them the ideal partner for Amarith as the company develops business in the Brazilian oil and gas sector.

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Floating Production Storage and Offloading (FPSO) vessels form the backbone of production in Brazil with numerous new ventures coming on stream, including Almirante Barroso MV32 (Búzios field), Anita Garibaldi MV33 (Marlim field), Mero 3 (Libra block) and a fifth FPSO joining the four others in the Parque das Baleias area.

Amarinth's proven track record in delivering innovative, reliable pumping solutions, often on short lead times, has been instrumental in enabling FPSO vessels to operate in some of the most challenging oil fields across the globe, including Coral South, Tortue, Armada Madura, Egina, and Catcher.

Notably, Amarinth is an approved supplier of goods and services to Petrobras, having successfully completed projects for them and other operators in the region, including Equinor, ExxonMobil and Shell, working in close collaboration with leading FPSO vessel contractors, including MODEC, SBM, and Bumi Armada.

As Brazil raises production, Amarinth is perfectly poised to be the go-to pump supplier for new FPSO projects. With a strong network of supply chain partners, including motor supplier WEG that is already operating in Brazil, Amarinth's partnership with M&O further strengthens the company's ability to increase in-country value to Brazil.

One of Amarinth's first contributions will be supporting M&O at OTC Brasil, Rio de Janeiro, 24th – 26th October 2023. This Offshore Technology Conference gathers offshore professionals from many countries around the world to share ideas and innovations, discuss, debate, and build consensus around the most pressing topics facing the energy sector.

Oliver Briggishaw, Managing Director of Amarinth, expressed his enthusiasm, stating: "We are delighted to be working with M&O who have such a strong presence in the Brazilian oil and gas market. Together, we will provide world-class pumping solutions for the most demanding offshore projects while contributing to the commendable goal of enhancing Brazilian in-country value."

Jan Lomholdt, Chairperson of M&O added: "This strategic alliance with Amarinth marks a significant milestone for M&O. We are excited to collaborate with a company known for its innovative and reliable pumping solutions. As we continue to serve the Brazilian oil and gas sector, this partnership will enhance our ability to provide cutting-edge equipment and services to meet the evolving needs of our clients. Together with Amarinth, we are committed to advancing the industry's goals and supporting sustainable energy solutions in Brazil.

If you are planning on attending the OTC Brazil Conference, we are thrilled to invite you to visit us at the M&O stand E38, located on the first floor of the exhibition hall. Discover how our strategic alliance with Amarinth is set to transform the Brazilian oil and gas industry. We look forward to engaging with you, sharing insights, and exploring opportunities to collaborate in our growing dynamic energy sector."

OPTIONAL PANEL or BOX ITEMS



FPSO Atlanta during construction, one of the vessels that will start operating offshore Brazil in 2024 using Amarith API 610 pumps

NOTES TO EDITORS:

Amarinth is a carbon net zero organisation delivering world-leading expertise in the design, application and manufacture of centrifugal pumps and associated equipment for critical applications in many of the most arduous and hostile environments around the globe.

Founded in 2002, Amarinth has harnessed the skills, creativity and passion of people who have worked in the pump industry for decades, delivering bespoke API and ISO pumps primarily to the offshore and onshore oil & gas industries; nuclear and renewable energy generation; defence; desalination; process and industrial markets.

The company's innovative approach, business agility and use of sophisticated computer applications enables it to deliver robust, reliable and sustainable pumping solutions on the shortest lead times in the industry.

Amarinth's portfolio includes:

- **Process pumps** – API 610, API 685, ISO 5199 horizontal, vertical and in-line bespoke process pumps, including ones that are hydraulically and dimensionally interchangeable with the former Girdlestone and other obsolete pumps.
- **Skid packages and modules** – Supplied with a variety of drives for applications including de-sanding, mixing, filtration and chemical injection and tailored for the oil & gas, water treatment and power generation industries.
- **Condensate recovery** – Cutting-edge design providing low NPSH up to 98°C with variable speed drives to reduce cycle time and lower operating costs, available in stainless steel, galvanised or copper tanks for light or heavy industrial uses.
- **Seal support** – Integrated pressurised and vented seal support systems designed and delivered to API 682 and ISO 5199 standards and specific site specifications and requirements, working closely with AES, Eagle Burgmann, John Crane and Protect System.
- **Spare parts** – Critical spares for all Amarinth pumps and related components can be dispatched the same day, reducing potential downtime, and in addition components for the former Girdlestone and other obsolete pumps can be re-engineered often improving the performance of existing assets.
- **Services** – A full range of pump related services, delivered from UK head office or on-site globally, onshore or off-shore, including full commissioning and start-up support; also strip, report and refurbishment of any pump regardless of manufacturer.

Amarinth operates globally from its base in Rendlesham Suffolk, United Kingdom and offices in the Middle East and Malaysia with a global customer base, including BP, Shell, ADNOC, NOV, ExxonMobil, Schlumberger, COSCO, EDF, GlaxoSmithKline, Saudi Aramco, Pfizer, Diageo, Kuwait Oil Company, AMEC, Fluor, LUKOIL, Halliburton, and Babcock.

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