

A fully specialized boutique delivering tailor-made solutions

Heller Redo Barroso & Associates is a niche-oriented boutique law firm highly specialized in Oil and Gas, Shipping, the Offshore Petroleum Industry, Energy, and Infrastructure.

The core business of the firm is assisting foreign contractors and vendors, especially newcomers to the Brazilian marketplace, in biddings and direct negotiations and various projects with major oil & gas industry players, and in particular with PETROBRAS, from analysis of preliminary project documents and assessment of liability through mitigation of risk exposure and successful closing of complex business transactions.

Legal counseling focused on business results



A full view of the typical services provided by the Firm can be obtained at our website (www.hrblaw.com.br). The webpage also contains numerous downloadable presentations, newsletters and articles specific to the industry niches where the Firm specializes.

Special emphasis is given to our article on domestic content in the offshore petroleum industry and to our presentation on the different kinds of services our clients in the offshore industry usually request when coming to Brazil for a bidding or for existing project with Petrobras or other major oil and gas player.

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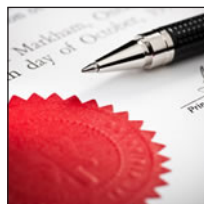
AV. RIO BRANCO 89, 28º ANDAR
ED. MANHATTAN TOWER
CENTRO - RIO DE JANEIRO, RJ – BRASIL
TEL: 55.21.3554-7860

HELLER REDO BARROSO
HRB@HRBLAW.COM.BR
TEL: 55.21.8103-4004

WWW.HRBLAW.COM.BR

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Registration with Petrobras's Vendor's and Supplier's Database



Based on the information comprised in Petrobras's database of validated suppliers and service providers ('RCC'), companies are invited to participate in biddings and direct purchase negotiation. Recently considered as a mandatory step in

Petrobras's acquisitions, companies have been disqualified in Petrobras' biddings due to the lack of RCC registration or out-of-date information regarding the inclusion of a particular product line or service. The RCC registration is a long and complex procedure, where companies are required to submit literally more than a hundred detailed documents as well as other information and certificates. The registration also involves some complicated issues, such as Petrobras's on-site inspection at companies' sites, which may take several months to be scheduled. Firm's practice is highly praised in providing assistance for such complex procedures. Due to expertise developed over the years, our Firm is now in a position to obtain CRCC numbers (the certificate of registration in the RCC) in a fraction of time that most of our competitors require, in some cases in a couple of months only and hardly in more than 120 days.

Construction Law

Our Firm is one of the few Brazilian law firms with a practice solely dedicated to construction law. Clients rely on the Firm's assistance in all aspects of EPC projects, from project inception and continuing through punchlist completion and beyond. Many of the Firm's lawyers have substantial "hands on" experience in the engineering and construction industry. The Firm also advises on the desirability of projects, on contract and funding structures, and on the possibilities of associations between local and international industry players. Clients also retain the Firm to represent them in negotiating supply and construction-related agreements in order to assess potential liabilities and risks arising from the project.

Oil & Gas, Shipping & Offshore Petroleum Industry



Project development, the complex bundle of activities required to turn an idea and a patch of dirt into a profitable operation, is the firm's specialty.

The Firm's practice focuses on legal assistance in projects involving the operation, purchase and sale, construction, conversion, upgrade, and chartering of ships, offshore vessels, and support vessels, in particular with PETROBRAS. The Firm's counseling also deals with various kinds of service agreements: drilling service agreements, well development agreements, and the supply of customised equipment (e.g., drilling packages, topsides, and sub-sea systems). Clients also rely on the Firm's advice regarding areas such as: transportation of hydrocarbons, coastal trade ; negotiation and out-of-court settlement of contract disputes; negotiation with port authorities, other port users, the Navy, unions, tax, and labor authorities; and negotiations with other industry players, including structuring and negotiation of associations (consortium negotiations) among local and foreign companies.

The Firm also advises oil companies in all matters pertaining to the exploration, development, and production stages of their projects.

Project Development, Financing & Other Issues



The Firm provides a multidisciplinary overview on how to develop new businesses in the Brazilian marketplace: regulatory constraints, market players, strategy concerns, and financing . We handle the performance of due diligence, analysis of mergers, acquisitions and divestitures. The Firm also assists clients with specialized tax advice and tax planning, including obtaining federal and local tax benefits, as well as specialized consultancy related to environmental law, insurance legislation, arbitration and litigation.

The Firm's clients are mainly foreign contractors and vendors, especially newcomers to the Brazilian oil and gas marketplace.

The Firm's work in the oil and gas and the Offshore Petroleum Industry ranges from upstream (Exploration and Production) to refining and petrochemicals projects. The majority of the Firm's clients are contractors dedicated to the petroleum offshore industry, most notably charterers of ships and offshore units, such as: Jack-Up's, Spars, TLP's, Semi-Submersibles, Drillships, MODU, FPSO's, FSO's, PLSV's, LNG vessels, Bulk-Carriers, Chemical and Oil Tankers, as well as support vessels.

The Firm also has a great number of clients in the Power and Infrastructure industries, including heavy industries, complex construction contractors and steel industry.

Among our clients are National Oiwell Varco – NOV, Golar LNG, BW Offshore, PDVSA, Iberdrola, Acergy, Oxbow and Raytheon Corporation.