



New office and new markets in Brazil

Matrix will be opening a new sales office in Rio de Janeiro, Brazil in January 2012. The new office will allow Matrix to effectively service its South American client base as well as the region's growing buoyancy repair and replacement market. Brazil is one of the world's largest markets for riser buoyancy modules as a third of the world's floating drilling vessels reside in the region.

Brazil has a large aging fleet of rigs which use older, less effective riser buoyancy modules. This has fuelled demand for the repair and replacement of these modules and is a key strategic market for Matrix.

Matrix has been successfully exporting marine riser buoyancy and subsea riser ancillary products to clients in Brazil including Chevron, Petrobras and Ensco for the last five years. The market for new marine riser buoyancy will continue to grow with the number of new offshore rigs in Brazil expected to rise to around 100 in 2016. The Brazilian government has also recently commissioned the production of 28 new offshore drilling units, with a number of our existing clients expected to win the various contracts on offer.

Bruno Schauerte has been recruited as Vice President for Brazil. Bruno has been working for GE Oil & Gas Ltd in Brazil for nearly 30 years, with his most recent role being System Interface Engineer assigned to the OGX Waimea Project. Prior to this, Bruno worked within the oil and gas industry in the US and Saudi Arabia. With over 35 years in the oil and gas industry and 30 years spent in Brazil, Bruno is a key element in gaining greater market share in the region's growing buoyancy supply, repair and replacement market.

Brazil is also a potentially large market for our extensive range of SURF products as a result of the growth in the number of subsea development projects. In 2011 Matrix released a variety of new SURF products including ROV, installation buoyancy and subsea pipeline products to further service this growing market.

CEO Aaron Begley said, "Brazil is a huge market for our buoyancy modules and SURF products that continues to grow year by year. With established relationships with many of Brazil's key players, we are extremely confident in our ability to gain significant market share in the buoyancy supply, repair and replacement market, as well as the subsea market through our range of SURF products used in the global subsea market."