

PRESS RELEASE

Intermarine and SAL Heavy Lift say “Ola Brasil” and establish a new joint office in São Paulo.

São Paulo, 24th February 2021

An exciting new venture is about to unfold in Brazil. On March 1st 2021, Intermarine Brazil and SAL Heavy Lift Brazil will open their doors in the great South American country. By establishing a joint office, the two heavy lift shipping & logistics companies are set to strengthen their operations in South America and expand their activities within the project cargo and breakbulk sectors.

Intermarine and SAL Heavy Lift are ready to dance the samba. The two sister companies are very pleased to announce their establishment of a new joint strategic sales office in the important cargo hub of Brazil.

Staffed by seasoned commercial and chartering personnel, the new office will focus on servicing the needs of worldwide customers, supporting Intermarine’s Americas Liner Service and the heavy lift shipping activities of SAL Heavy Lift.

Svend Andersen, CEO Intermarine says: *“I have done business in Brazil for more than 30 years and know the great importance of the country on the global heavy lift and break bulk scene. With our new joint establishment, we will offer our customers a local access point to a truly unique service with the combination of SAL’s global project and semi-liner services and Intermarine’s very strong Americas liner service and breakbulk business. I look forward to seeing our activities grow in Brazil with this new initiative in São Paulo”.*

The office will be headed by Natalie Jones, a veteran in the Brazilian breakbulk and project cargo sector, where she has worked for leading carriers, including Intermarine, for more than 25 years. With a team of 5, she will take the lead in building up the new South American business base.



Natalie Jones, General Manager, SAL / Intermarine Brazil, states; *“Brazil holds plenty of opportunities – especially within the power, energy and infrastructure arenas. With the combined services of Intermarine and SAL, our team has a very strong product to market, and I look forward to growing both business and brands together with the rest of the international teams. And it feels good to be back to the great outfit where I first began my career!”*

Both Intermarine and SAL have considered, for quite some time, expanding its commitment to the Brazilian market as a natural steppingstone to strengthening their presence throughout the Americas.

Jens Baumgarten, Managing Director & Head of Chartering, SAL Heavy Lift, adds; *“Historically, Brazil has provided plenty of attractive prospects, but our setup has lacked a base and the right resources. With our new office in São Paulo, I am confident that we can establish SAL as a household name in Brazil. I look forward to engage on this journey together with Natalie, the Brazil team and Intermarine.”*

The office will target the growth taking place in the industrial, renewables, offshore oil and gas and power sectors in Brazil and South America in general together with the Intermarine and SAL teams in Houston and New Orleans, USA and in Hamburg, Germany.

Richard Seeg, President Intermarine, concludes; *“Intermarine’s long legacy in Brazil forms the cornerstone of our activities in the region. With our new setup I am confident that we will see our break bulk activities grow together with the business activities of SAL.”*

The office address and contact details is as follows:

Intermarine Brazil & SAL Heavy Lift Brazil

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About Intermarine

Intermarine, as agent for Industrial Maritime Carriers, LLC, is a leading provider of reliable liner services for the transport of project, breakbulk and heavy lift cargo in the Americas. From its US offices in Houston and New Orleans and a wide network of agency offices throughout the region, Intermarine provides weekly sailings to and from the US Gulf and Colombia, Trinidad, Guyana and Suriname with frequent regular sailings to Mexico, the Caribbean, Central America, Brazil, and the West Coast of South America.

For more information please visit:

www.intermarine.com

About SAL Heavy Lift

SAL Heavy Lift, a member of the Harren & Partner Group, is one of the world's leading carriers specialized in sea transport of heavy lift and project cargo. The modern fleet of heavy lift vessels offers highly flexible options to customers both within project shipping as well as in offshore projects. With travel speeds of up to 20 knots and combined crane capacities ranging from 550 to 2000 tons the fleet belongs to the most advanced in the heavy lift sector.

With the Type 183 fleet, equipped with dynamic position systems and an optional mountable Fly-Jib for greater crane outreach, SAL offers advanced transport and offshore services to multiple sectors. With the Type 171 and 116, SAL holds a fleet of heavy lift vessels with 1A ice class, capable of trading in arctic waters and northern sea route transits.

As a leading global company in the heavy lift and project cargo segment, SAL meets the highest standards with regard to quality, technical innovation, health, safety and environment. SAL's latest investments in advanced hydrogen/methanol power generators, takes an industry leading step in applying green technology to its fleet. The global outreach of SAL is ensured via own sales offices and exclusive agents which spread across more than 20 countries.

For more information please visit:

www.sal-heavylift.com

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