



**RIVERLAKE**



# Oil&Gas Terminals and Maritime Operations

## Consultants and Brokers



# Consultants and Brokers

## Oil&Gas Terminals and Maritime Operations

### Essentially we do two things!

At Riverlake Solutions we do what we are best at. That means that we do what we learned prior to starting our company. We gathered our experience on tank terminals and on work boats. That is what we are good at. We found out, the hard way, what we could do with that knowledge. So, we do essentially two things:

#### Consultants for Oil&Gas Terminals

We know tank terminals. We know shipping, also with the help of our colleagues at Riverlake Shipping. Essentially we all have an engineering background, but we also handle commercial and financial questions rather well. Most of our customers ask us to assist them with the development of their terminal. Green field or brown field. We do project management, concept development, engineering management, tendering of construction contracts, construction management, commissioning and finally we can also assist in starting up the operations.

#### Brokers for Maritime Operations

We know work boats. Whether they are used in the offshore industry, for port operations or for dredging assistance, we can help you find the right ship. Anchor handlers, tugs, crew boats, any type you like. Brokerage is also what our colleagues at Riverlake Shipping are doing, so they are a great help. We have good relations with numerous ship owners who are always on the lookout to put their vessels to work. And we have similarly good relations with offshore and dredging companies who might be looking for your vessel.

### Many Locations

**In the past we have been based in many locations in the world. Now we have offices in The Netherlands, Muscat and Curacao.**

All of us at Riverlake Solutions have been traveling the world extensively. And we

still do. Although we are only a few, we have spread our wings and work from three offices. Our main office is in Rotterdam, the heart of the tank storage industry and one of the largest oil ports in the world. Our other offices are in Curacao, serving the Caribbean market and in Muscat, Oman, serving the Middle East.

**Rotterdam**  
**Curaçao**  
**Muscat**

## Consultancy – Engineering - Commissioning

### At Riverlake Solutions, we know tank terminals.

In essence we assist our customers with project development services throughout the complete cycle of the development of a tank terminal. Typically, as well trained engineers, we like to organize such development in a project-like manner with clearly identified project phases. We developed our own project development methodology which is specifically applicable to the development of oil terminals. You can download it from our website if you are interested. Each phase requires its specific approach as the focus changes from phase to phase. Initially the focus is commercial and financial to assess the feasibility of the project. Then it turns more to logistics when the functionality of the facility is determined. This is followed again by a detailed engineering focus when the FEED (Front End

Engineering Design) is to be made. Then it turns commercial again, but now from a procurement angle when large multi million construction contracts need to be tendered and negotiated. This again is followed by the nitty-gritty management of the actual construction of the terminal and it finishes by the operational focus on the commissioning and start-up of the terminal. This will all take several years, a lot of patience, set-backs, regained optimism and finally champagne when the ribbon can be cut. At Riverlake we have been gone through all these aspects several times. That is why we know terminals and that is why we feel confident that our customers will benefit from this experience whilst developing a tank terminal. Or when buying one. Or when renovating an old one. Or when searching for the location for a new one. Or, or, well for many other reasons.

## Challenging locations

We enjoy traveling to challenging locations and that brought us to many interesting places in the world.

Since we started Riverlake Solutions in 2008 we have been invited to work on many different projects. It would be too much to list them all but we can not resist to mention a few of them. Ever heard of Khabarovsk? It is in Siberia, has a refinery and exports its fuel over the Trans Siberia railroad to Vladivostok. Or what about Lagos Lagoon? Actually the

waterways inland of Lagos could provide innovative fuel logistics for Nigeria. We also went to Constanta in Rumania to assess a large oil terminal in the port and did the same for Porto Romano in Albania. We know Spain as the back of our hand because we were involved in many terminal projects there.(we got pretty bored of joining the holiday goers in their charter planes.....). And then we did projects also in South Africa, Benin, Ivory Coast, Oman, Gabon, Norway, Malta, Tanzania, Kenya, French Guyana, Saudi Arabia and, oh yes before we forget, in the Netherlands.

Phase 0  
Feasibility  
study

Phase 1  
Concept  
definition

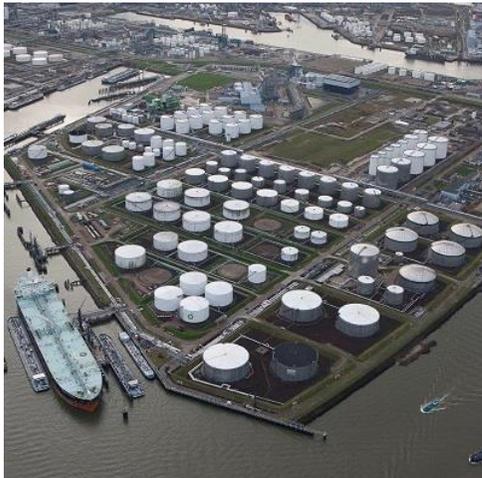
Phase 2  
Funds &  
Permits

Phase 3  
Tendering

Phase 4  
Construction

Phase 5  
Commissioning

Phase 6  
In  
operation



### Rotterdam – Oil terminal

200,000m3 fuel distribution terminal in Rotterdam

- ◆ Renovation of old terminal
- ◆ Inventory of existing infrastructure
- ◆ Business requirements definition
- ◆ Re-development scenario planning
- ◆ Conceptual design
- ◆ CAPEX estimating



### Las Palmas – Oil terminal

200,000m3 bunkering terminal in Las Palmas, Spain

- ◆ Concept planning
- ◆ Technical management support
- ◆ Management of FEED
- ◆ Construction Contracting
- ◆ Construction Management
- ◆ [Pre]- Commissioning
- ◆ Operations startup management

## Consultancy – Engineering - Commissioning

As Riverlake Solutions, we are one of the very few independent companies that have experience with SPM's and CBM's.

Most terminal operators are used to work in ports. Ships are moored at jetties in a safe harbour, well protected from wind, waves and currents. But that is not the only way to load or discharge tankers. Single Point Mooring (SPM) Systems or Conventional Buoy Mooring (CBM) systems are used all over the world to facilitate even the largest tankers. They are connected to the terminal by subsea pipelines, often a few kilometers long. This only works in sheltered waters, but is it sheltered enough? Should we choose an SPM or is a CBM sufficient? What does it actually cost? Not only to install (most often cheaper than building a new port) but also to operate.

We know the answers. We have assisted numerous customers with our consultancy services that enables them to develop, engineer, procure, operate and maintain an appropriate tanker mooring system. We develop the concept, we manage the naval studies and the engineering, we tender the construction and delivery and we can be the broker to provide you with the required tug, work boat and diving crew.

### Past Experience

Some of us have been working with CBM's and SPM's since we left kindergarten.

Well, that is actually not true, it is since we left university, but nevertheless we have seen a few. We operated them, we constructed them and we installed them. All prior to joining the Riverlake crew. There are not that many engineering companies or consultants around that can provide hands-on experience with especially SPM's. So why turning to a supplier without consulting Riverlake Solutions first? We have the experience to bring your negotiating position at par.



### OKFTZ Nigeria

- Project OKFTZ Terminal, Nigeria
- ◆ Fuel trade and import project
  - ◆ SPM 14 km offshore
  - ◆ Preparation of prequalification
  - ◆ Preparation of tender for engineering and construction
  - ◆ Tender process management



### Tema CBM

- Temporary CBM of the coast of Tema, Ghana
- ◆ Conceptual CBM layout
  - ◆ CBM design
  - ◆ CAPEX estimation
  - ◆ Installation methodology

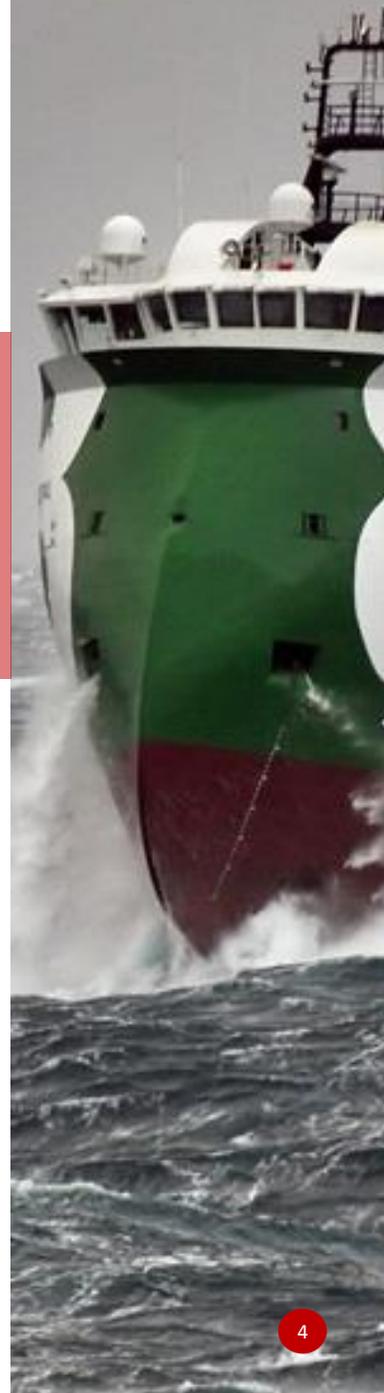
## Tugs – Crew Boats – Anchor Handlers – Dredging Support

**As Riverlake Solutions, we are proud to belong to the Riverlake Group of companies.**  
 The Riverlake group is a multi-faceted logistic services provider that is a one stop shop for all our clients' shipping requirements. The Group staff and affiliates have the commitment to assist our clients in achieving their objectives within a special relationship based on confidence and long term collaboration. We have been providing quality logistic services for 30 years and our aim is to offer our clients excellent services and tools that offer the competitive advantages that are needed to thrive in today's market. The Riverlake Group is, as expected, ISO 9001:2000 certified by Bureau Veritas Zurich. Since 1985 we have succeeded in establishing a sound global network of agents and correspondents. Our intention is to provide our clients with all the tools that will enable them to be more competitive. For this purpose, we are equipped

with the most up-to-the-minute and sophisticated technology. We set considerable emphasis on values such as integrity, responsibility and reliability. Riverlake group is an equal opportunity employer, our staff is our biggest asset. Maintaining a happy and productive environment is of key importance to us. Besides our shipping activities we are concerned about social responsibility. We decided several years ago to make efforts in supporting various foundations. We simply think that it is our social responsibility to assist people in need. Over the last year we have opted not to spend money arranging the traditional Christmas presents to our clients, nor sending cards. Instead we spend the money assisting different foundations.

### Troubled Waters

**Since long the Dutch have been all around with work boats. This is what we enjoy doing.**  
 Already before Riverlake Solutions was founded we were travelling the world with all kinds of ships. We were dredging, providing offshore support or port assistance and we did that in many murky waters like Nigeria, Indonesia. At Riverlake we continued, just because we like it! Since 2008 we have seen many seas and shorelines. Some of which were cold and harsh, like Bydaraskaya Bay in Siberia where you have to flee for the ice in November. Others are warmer and who would reject Curacao as office location!



### Baydaraskaya Bay

- Dredging support in Siberia, Russia
- ◆ Delivery of two dredging support tugs
  - ◆ Import, temporary re-flagging, crewing and operations of foreign tug via own Russian Shipping company
  - ◆ Delivery of additional dredging expertise
  - ◆ Heavy duty circumstances



### Venezuela

- Offshore support
- ◆ Delivery of five support tugs
  - ◆ Delivery of four Fast Support Vessels (FSV)
  - ◆ Support during import and reflagging



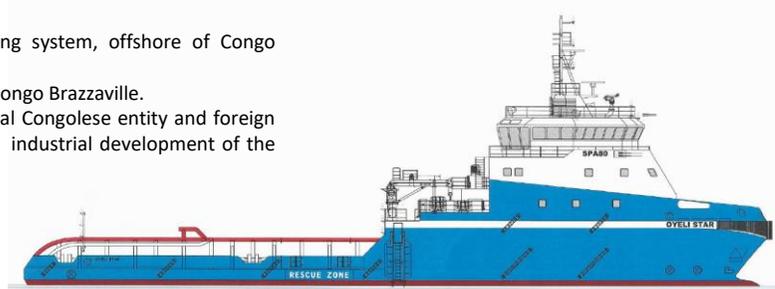
# Maritime Logistics Initiatives



COPREMAR is a Joint Venture company of Socratram, Bourbon and Riverlake Solutions

- ◆ COPREMAR provides towage operations at the Djeno Single Point Mooring system, offshore of Congo Brazzaville.
- ◆ COPREMAR also provides ship towage assistance in the port of Pointe Noire, Congo Brazzaville.
- ◆ COPREMAR is the establishment of a long term relationship between the local Congolese entity and foreign companies that bring knowledge and equipment by which they support the industrial development of the Congolese community.

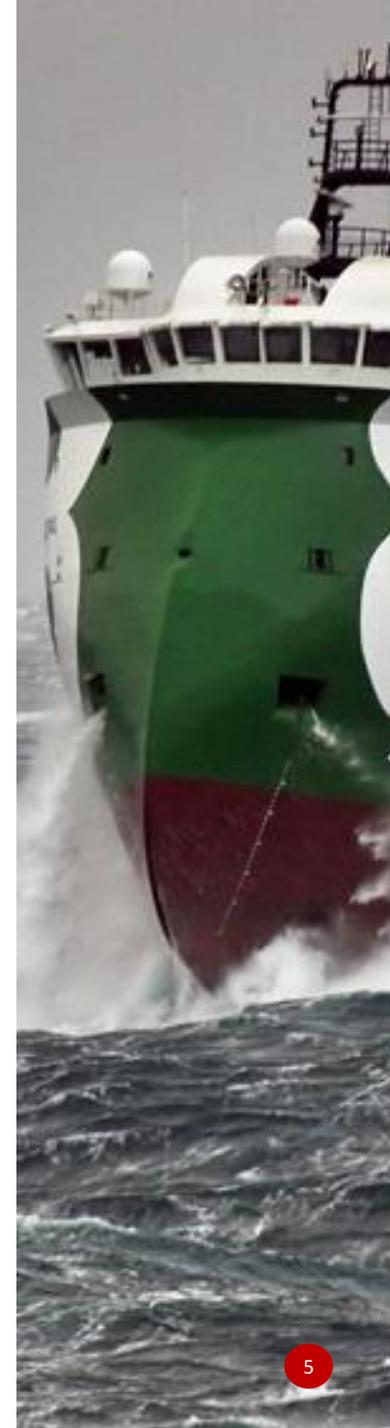
See for more information: [www.copremar.com](http://www.copremar.com)



The Offshore Service Base (OSB) offers lay-up or warm and/or cold stacking locations and value added services for offshore vessel owners having floating equipment idle for longer period in the Americas. In addition, OSB is further developing a land plot adjacent to the waterfront for logistics, bonded storage, project start-ups and/or (de) mobilisations, repair and value added services towards offshore vessel & rig owners and dredging firms.

Our range of services to protect, lay-up and reactivate vessels. These will include risk assessment, a safe mooring, a lay-up plan, dehumidification of space, 24/7 watchmen, routine tasks and maintenance, reporting and record keeping, provision of equipment including generators, permitted workboats, cargo boat, landing craft, warehouse facilities, crew repatriation, garbage disposal, Fresh water supply and bunkers. We provide these services on Curacao and in Suriname.

See for more information: [www.offshoresupportbase.com](http://www.offshoresupportbase.com)





# The Riverlake Group

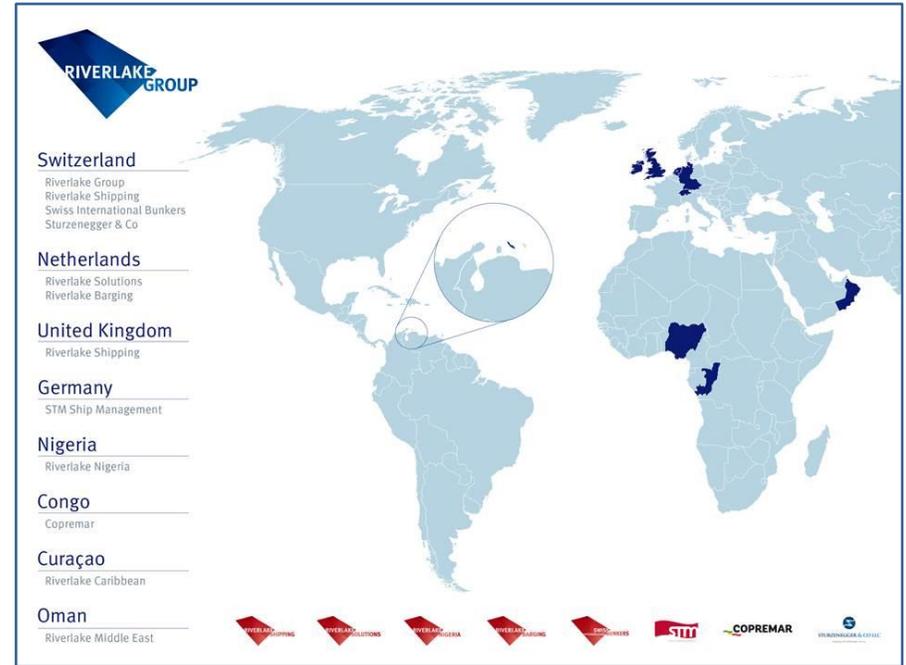
**RIVERLAKE**

## Logistics – Expertise – Solutions to the maritime industry

As Riverlake Solutions, we are proud to belong to the Riverlake Group of companies.

The Riverlake group is a multi-faceted logistic services provider that is a one stop shop for all our clients' shipping requirements. The Group staff and affiliates have the commitment to assist our clients in achieving their objectives within a special relationship based on confidence and long term collaboration. We have been providing quality logistic services for 30 years and our aim is to offer our clients excellent services and tools that offer the competitive advantages that are needed to thrive in today's market. The Riverlake Group is, as expected, ISO 9001:2000 certified by Bureau Veritas Zurich. Since 1985 we have succeeded in establishing a sound global network of agents and correspondents. Our intention is to provide our clients with all the tools that will enable them to be more competitive. For this purpose, we are equipped

with the most up-to-the-minute and sophisticated technology. We set considerable emphasis on values such as integrity, responsibility and reliability. Riverlake group is an equal opportunity employer, our staff is our biggest asset. Maintaining a happy and productive environment is of key importance to us. Besides our shipping activities we are concerned about social responsibility. We decided several years ago to make efforts in supporting various foundations. We simply think that it is our social responsibility to assist people in need. Over the last year we have opted not to spend money arranging the traditional Christmas presents to our clients, nor sending cards. Instead we spend the money assisting different foundations.



Riverlake Shipping is a shipbroking and marine company that provides fully integrated shipping solutions from Geneva and London.



Riverlake Middle East specialises in the management of industrial projects and logistical services within the maritime industry.



STM covers all aspects of commercial ship management including Chartering & Operations, Accounting, Research & Consulting, and Demurrage & Claims.



Riverlake Barging is a marine services company specialising in inland barge brokerage.



Riverlake Nigeria is an indigenous company focused in promoting the Nigerian maritime sector.



Copremar is a Congolese registered company offering dedicated offshore work boat services to the local maritime industry.



Swiss International Bunkers supply marine fuels and lubricants on a worldwide basis.



The Riverlake office in Caribbean is focused on the emerging growing markets of Latin America and the Caribbean.



Sturzenegger & Co is a legal services firm that serves the international maritime, energy and commodity trading sectors.



# 100+ YEARS OF DEDICATED EXPERIENCE



## Jan Thijs Maatman

MSc. Mining and Petroleum Engineering

Since 1999 experience in contracting oil & gas

[maatman@riverlakesolutions.com](mailto:maatman@riverlakesolutions.com)

Mobile +31 650 12 84 21



## Wilbert Versteeg

Master of Business Science

Since 1996 experience in marine contracting oil & gas

[versteeg@riverlakesolutions.com](mailto:versteeg@riverlakesolutions.com)

Mobile +31 650 12 84 22



## Erik van Sliedregt

MSc. Mechanical Engineering

Since 1998 experience in marine contracting construction and production magement

[sliedregt@riverlakesolutions.com](mailto:sliedregt@riverlakesolutions.com)

Mobile +31 650 12 84 20



## Feiko Jager

MSc. Maritime Technology

Since 1987 experience in oil terminal and maritime logistics

[jager@riverlakesolutions.com](mailto:jager@riverlakesolutions.com)

Mobile +31 613 02 50 86

## Knowledge & Skills

Riverlake Solutions brings to you a broad spectrum of knowledge and skill. Partners and staff are all highly trained and honed their skills during many years in the industry.

As partners we gathered four complementary Masters Degrees. Our extensive training in Petroleum Engineering, Business Science, Mechanical Engineering and Maritime Technology provides us with a solid knowledge base. After university we all ventured out in

commercial businesses. We gained experience on dredgers in Nigeria and Indonesia, on tank terminals in The Netherlands and Sweden, on tugs in too many countries to mention and even in a wheelbarrow factory. This experience gave us the insight for our hands-on pragmatic way of working. We feel at home in ports and on ships. We love to travel the world. That was, and still is, the foundation on which Riverlake Solutions was founded in 2008. Knowledge, skills and experience brought us together to serve the oil industry where shore meets ocean.





**RIVERLAKE**

## **Riverlake Group**

We are a Group of companies that provides  
LOGISTICS – EXPERTISE – SOLUTIONS  
to the maritime industry.

The Riverlake Group is headquartered in Geneva,  
Switzerland with subsidiaries located in Netherlands,  
Germany, UK, Nigeria, Republic of Congo, Curacao and  
Oman.



**RIVERLAKE**

## **Riverlake Solutions S.A.**

26, Rue du Mont-Blanc  
1201 Geneva, Switzerland

Parklaan 46  
3016 BC Rotterdam, The Netherlands

[info@riverlakesolutions.com](mailto:info@riverlakesolutions.com)  
[www.riverlakesolutions.com](http://www.riverlakesolutions.com)