



- Profile: marine logistics company
- Established: 1987
- Fleet: 21
- Vessel classes: crew boats, fast-supply crew boats, fast-supply vessels, tugboats, platform-supply vessels
- Facilities: Mexico City and Ciudad del Carmen
- Proportion of work from Pemex: 98 percent
- Average contract duration: two to three years



Founded in 1987, Naviera Integral's fleet has since grown to 21 ultra-modern vessels. Although Naviera Integral was once active in oil tankering, particularly during the late 1990s, the company has diversified from crude transportation to a variety of other marine logistics services to take advantage of the opportunities presented by Pemex's current plans to expand offshore and deepwater production in the coming years.

Naviera Integral's principal activity is personnel transportation to and from platforms and the provision of crew boats for offshore exploration and production work. Other ships are engaged in the transportation of materials and cargo such as drilling fluids, cement and diesel. The firm also offers towing services, with tugboats for towing barges, and maintains its own repair facility in the coastal city of Ciudad del Carmen on the Bay of Campeche, which also offers repair and maintenance services for third-party vessels.

To a large extent, the two- to three-year terms of most of the company's contracts delayed the effects of the economic downturn of 2008 and 2009. However, with clients suffering loss of income, Naviera Integral was forced to lower its rates. Revenue is currently down from 2009 and 2010 levels. But at lower rates, Pemex is once more chartering Naviera Integral's ships. Approximately 90 percent of the firm's vessels are under contract, three of which are set to be renewed.

Pemex, which accounts for 98 percent of contracts, is increasing exploration and production activity. And while deepwater exploration in the Gulf of Mexico is not expected to yield production until 2017, the new incentives will lure new clients to Mexican waters. Within the Mexican market Naviera Integral seeks to distinguish itself through quality, security, service and price. With these goals, and a fixed eye on new technologies, the company looks set for a period of rapid growth in line with the Mexican upstream sector.

Juan Pablo VEGA ARRIAGA
President, NAVIERA INTEGRAL



“The introduction of Pemex's incentive-based contracts regime, combined with long-term plans to increase offshore and deepwater production, which already account for approximately 80 percent of Mexico's oil production, is going to benefit the entire energy industry, including Naviera Integral. We have been focusing on modernising our fleet and tailoring it to our current and future customers' needs. We see ourselves growing steadily in line with the rest of the industry for the foreseeable future.”