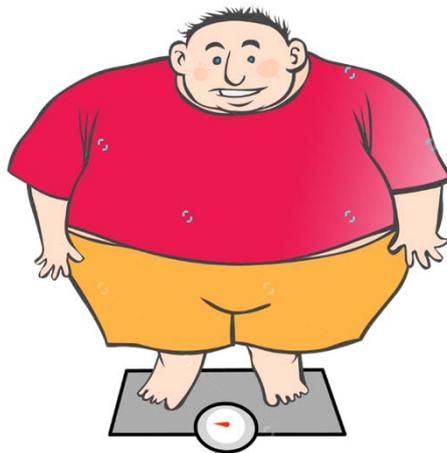




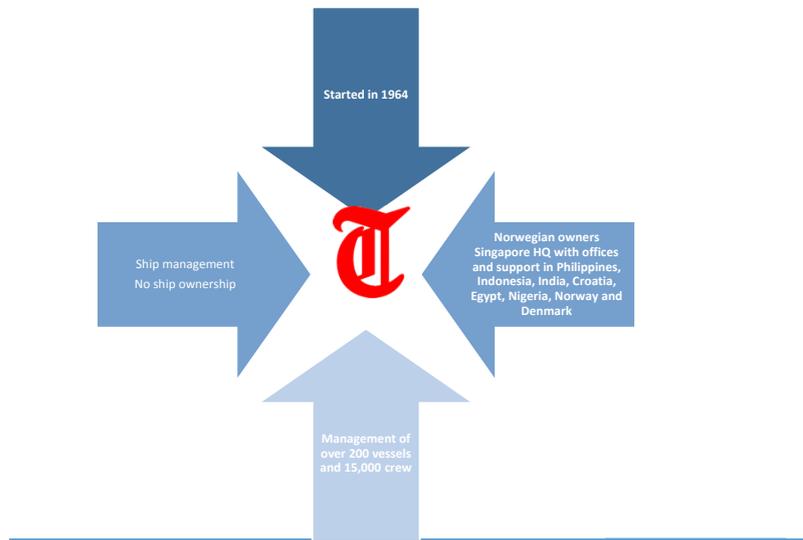
**Slashing costs in a difficult market:
A Ship Manager's Perspective on Improving Vessel Efficiency and Reducing OPEX
PHIL CHAMBERLAIN, COO – Thome Offshore Management Pte Ltd**

THOME GROUP The Oil and Gas Industry?





Introduction – Thome Group



Introduction – Thome Offshore



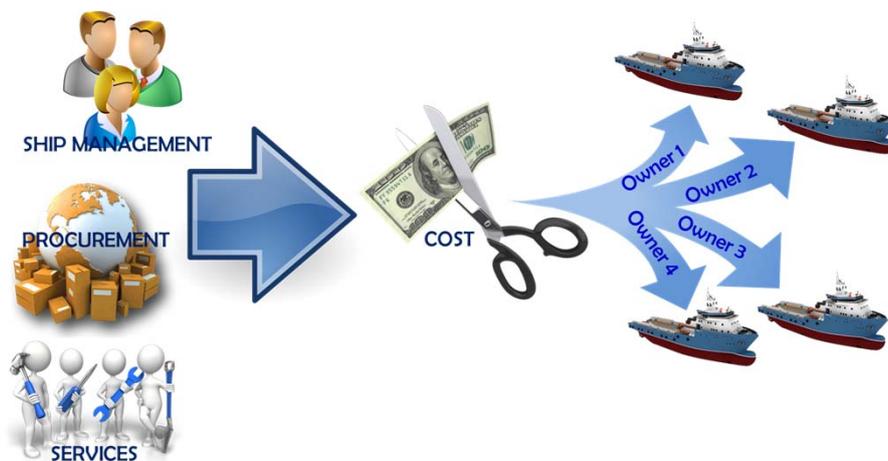


Market Conditions

- Drop in oil price
- Project cancellations
- Too many vessels in the market
– downward pressure on margins
- Vessels idle
- Owners seeking to cut costs



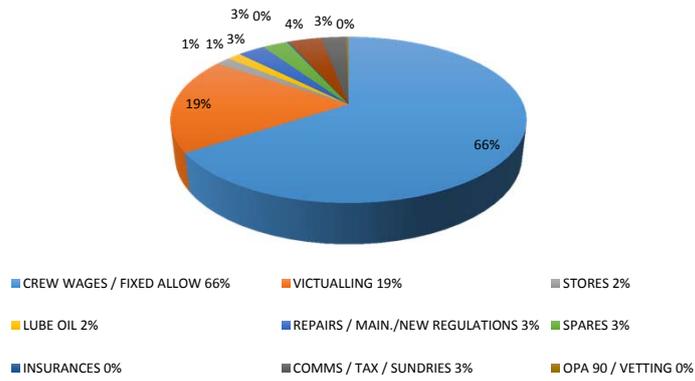
Case Study: Cost Cutting Program





Cost Distribution

BREAKDOWN OF TOTAL RUNNING COSTS



Reduction of Crew Costs

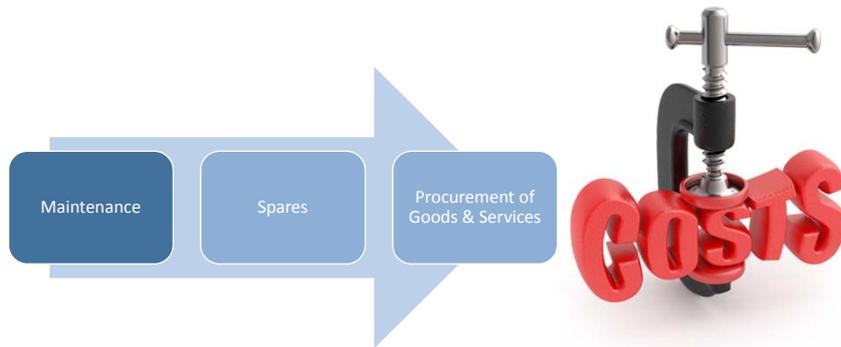




Negotiate with Suppliers



Technical Cost Reduction





Dockings

Plan Ahead



Get Good Technical Advice



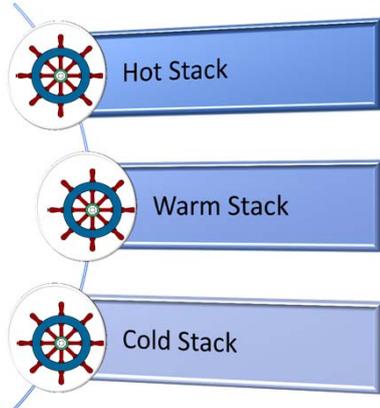
Fuel Saving



- Monitor consumption
- Fuel Efficiency
- Fuel theft



Layup Options



Source : Tradewinds 21 Oct 2015

Low oil price sends offshore 'from frying pan and into fire'

Offshore owners face seeing their primary vessel-demand drivers hamstrung by oil at \$50 per barrel

20 Jan 2015, 01:00 GMT by Dennis Griggs Ocho
Published in **IMPORT FROM DTI - CATCH ALL**

Plunging oil prices are threatening the viability of offshore projects globally and putting a question mark over employment for rigs, which in turn means offshore owners are facing even greater risks to vessel demand in an already-weakened market.

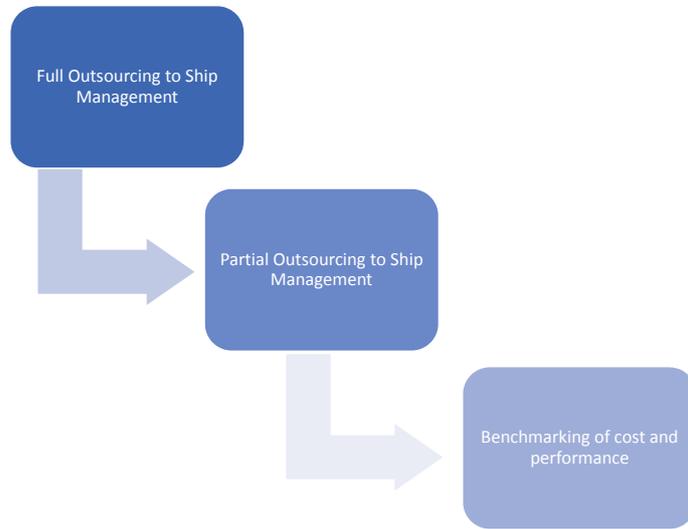


Regulatory Demands





Reduction of Office Overheads



The Oil and Gas Industry now?





THANK YOU

Phillip Chamberlain
Chief Operating Officer,
Thome Offshore Management &
Thome Oil & Gas

17





What are the Challenges in Managing Subsea Vessels

- Vessels and projects are complex
- Daily project expenditure is high
- Charterers demands and expectations
- Imperative to cut costs

