

NEWSLETTER # 26 27th February 2013

WINS takes delivery of third Platform Supply Vessel, "WM Natuna"

The management of WINS is pleased to announce we have taken delivery of "WM Natuna", our latest Platform Supply Vessel (PSV). This latest vessel, together with our other two PSVs, WM Makassar and WM Sulawesi are the only three Indonesian flagged PSVs in the 3500 dwt class, thereby strengthening our market leadership in this segment of the Offshore Support Vessel (OSV) market in Indonesia.

WM Natuna is equipped with DP2 (Dynamic Positioning) and has Oil recovery capability. Classified with ABS + A1(E) Offshore Support Vessel notation, she also has ERRV certification (Emergency Rescue and Response) and Fifi class 1 (firefighting). Her 20 cabins can accommodate up to 50 passengers.

We are currently in the process of tendering for several contracts for WM Natuna to support oil and gas exploration.

WM Natuna was built in China and is owned by PT WM Offshore, a 51% subsidiary of PT Wintermar Offshore Marine Tbk and a joint venture with PT Meratus Line. Funding for WM Natuna will be through 30% shareholders funds and 70% bank loan with an international financial institution.

Platform Supply Vessels are designed to supply offshore oil platforms, transport goods and personnel to and from offshore oil platforms and other offshore structures. They also have Cargo tanks designed for *drilling mud*, pulverized cement, diesel fuel, potable and non-potable water, and chemicals used in the drilling process. Fuel, water, and chemicals are almost always required by oil platforms.

This is the second new vessel delivery for WINS in 2013, the first being a 330 feet ballastable offshore barge, WINPOSH 3301. We have plans for 8 new vessels in this financial year, with a total capex of about USD60million. These include Fast Utility Vessels, Anchor Handling Tugs, Utility Vessels in addition to the two vessels already delivered. This compares with 3 new vessel deliveries in 2012 comprising 2 units of 8000 BHP Anchor handling tug supply (AHTS) and one

WINS terima "WM Natuna", kapal ke-3 jenis *Platform Supply Vessel*

Manajemen WINS dengan senang hati menyampaikan telah menerima kapal 'WM Natuna' kapal terbaru jenis *Platform Supply Vessel* (PSV). Kapal ini, bersama dengan 2 unit yang sudah dimiliki yaitu "WM Makassar" dan "WM Sulawesi", merupakan tiga kapal PSV kelas 3500dwt berbendera Indonesia yang ada saat ini, yang akan memperkuat posisi WINS sebagai *leader* di *Offshore Support Vessel* (OSV) di Indonesia.

WM Natuna dilengkapi dengan DP2 (*Dynamic Positioning*) dan kemampuan dalam *oil recovery*. Memperoleh klas + A1(E) dari ABS, juga telah memiliki sertifikasi ERRV (*Emergency Rescue and Response*) dan sertifikasi Fifi (*firefighting*) klas 1. Dengan 20 kabin kapal, dapat membawa hingga 50 penumpang.

Saat ini kami sedang mengikuti tender beberapa kontrak untuk kapal WM Natuna dalam rangka mendukung eksplorasi minyak dan gas.

WM Natuna dibangun di galangan kapal di China, dimiliki oleh PT WM Offshore, anak perusahaan WINS (51%) yang merupakan perusahaan patungan dengan PT Meratus Line. Pendanaan kepada WM Natuna dalam bentuk 30% dari pemegang saham dan 70% adalah pembiayaan dari lembaga keuangan internasional.

Kapal PSV dirancang untuk mendukung kebutuhan *platform* minyak lepas pantai, mengangkut barang-barang dan personil dari dan ke *platform* minyak lepas pantai maupun ke struktur lepas pantai lainnya. Juga memiliki tanki yang didesain untuk kargo *drilling mud*, *pulverized cement*, *diesel fuel*, *potable* and *non-potable water*, dan bahan-bahan kimia yang digunakan dalam proses pengeboran. Bahan bakar, air dan bahan-bahan kimia selalu digunakan oleh *platform* minyak lepas pantai.

Kapal WM Natuna merupakan kapal kedua yang diterima tahun 2013, untuk kapal pertama adalah sebuah *ballastable offshore barge* ukuran 330 feet, yaitu kapal "WINPOSH 3301". Kami merencanakan menambah 8 unit kapal tahun ini dengan perkiraan jumlah capex USD 60 juta, untuk pembelian kapal jenis *Fast Utility Vessels*, *Anchor Handling Tugs* dan *Utility Vessels* disamping dua unit yang sudah diterima. Untuk tahun 2012 kami menambah 3 kapal terdiri dari 2 *Anchor Handling*

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Anchor Handling Tug.

As at end January 2013, the total contracts on hand are worth USD193million.

About WINS

PT Wintermar Offshore Marine Tbk (WINS) is an offshore marine services company that owns a fleet of over 64 vessels ready to handle a large variety of marine support services required in upstream oil and gas exploration and production activities including transporting crew, equipment and supplies, as well as providing services such as anchor handling, towing, and mooring of offshore rigs. Our young and growing fleet, comprising a wide variety of vessel types, enables us to offer innovative vessel and logistics solutions to serve our client base of multinational oil and gas companies. In 2011, WINS became the first shipping company in Indonesia to be certified with Integrated Management System by Lloyds Register Quality Assurance, comprising ISO 9001:2008 (Quality), ISO14001:2004 (Environment) and OHSAS 18001:2007 (Occupational Health and Safety).

For further information, please contact:

Tug Supply (AHTS) ukuran 8000 BHP and 1 unit Anchor Handling Tug.

Per akhir Januari 2013 nilai kontrak yang dimiliki WINS adalah USD 193 juta.

Tentang WINS

PT Wintermar Offshore Marine Tbk (WINS) adalah perusahaan *offshore marine service* yang memiliki lebih dari 64 armada kapal yang siap untuk menangani berbagai macam kebutuhan pendukung aktifitas eksplorasi dan produksi minyak dan gas bumi di laut lepas termasuk transportasi crew, peralatan dan pendukung, juga jasa untuk *anchor handling, towing* dan *mooring*. Armada kami yang moderen dan terus bertambah terdiri dari berbagai macam jenis kapal, yang memungkinkan kami untuk memberikan solusi logistik dan perkapalan yang inovatif kepada klien kami yang terdiri dari perusahaan minyak dan gas bumi multinasional. Pada tahun 2011, WINS menjadi perusahaan shipping pertama di Indonesia yang mendapatkan *Integrated Management System* dari Lloyd Register Quality Assurance, yang terdiri dari ISO 9001:2008 (Quality), ISO 14001:2004 (Environment) dan OHSAS 18001:2007 (Occupational Health and Safety).

Untuk informasi lebih lanjut, silahkan hubungi:

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