

**NEWSLETTER # 83**  
**1 December 2020**  
**WINTERMAR CELEBRATES 10<sup>TH</sup> ANNIVERSARY OF IDX LISTING**

**Wintermar commemorated 10 years as a publicly listed company on the Indonesian Stock exchange on 29 Nov 2020.**

Wintermar is pleased to commemorate the 10<sup>th</sup> anniversary of its status as a public company listed on the Indonesian Stock exchange. The Company has transformed in 10 years into a leader in the Indonesian offshore vessel industry, with experience in over 13 countries, and is now ranked amongst the top 10 Offshore Companies in Asia Pacific\*.

\*by Clarksons Research

**Building Quality and Sustainability**

The Management's efforts to build a sustainable company based on the Core Value of Integrity has been recognized by the strong support of international and multinational clients. Wintermar's ability to compete in international markets is the fruit of years of building up a strong internal management system to uphold high standards of quality, safety and care for the environment. In 2019, Wintermar became a signatory of the Brunei Energy Industry Integrity Pact, joining leaders in the energy industry in the commitment to and promotion of ethical practices. In 2020, the Company achieved the ISO 45001: 2018 certification for Occupational Health and Safety management system and issued the first standalone Sustainability Report 2019 which outlines and highlights the priority placed on Sustainability of People, Planet and Profit in which is encompassed in the Company's Management System.

**Transformation into streamlined company with low gearing and focus on value added fleet**

Over the past 10 years, management has led and guided the transformation of the Company into a lean and focused organization with an internationally competitive fleet, managed by high performing staff and well-trained crew. Through a fleet regeneration program, Wintermar has sold most of the low tier fleet and is now focused on a smaller

**Wintermar memperingati 10 tahun masuknya sebagai perusahaan publik terdaftar di Bursa Efek Indonesia pada 29 Nov 2020.**

Wintermar dengan bangga memperingati 10 tahun masuknya sebagai perusahaan publik yang terdaftar di Bursa Efek Indonesia. Perusahaan telah bertransformasi dalam 10 tahun terakhir menjadi pemimpin dalam industri kapal lepas pantai Indonesia, dengan pengalaman bekerja di lebih dari 13 negara, dan saat ini berada di peringkat 10 besar Perusahaan Lepas Pantai di Asia Pasifik\*.

\*by Clarksons Research

**Membangun Kualitas dan Keberlanjutan**

Upaya Manajemen dalam membangun perusahaan yang berkelanjutan berdasarkan Integritas sebagai Nilai Utama telah diakui dan didukung secara kuat oleh klien internasional dan multinasional. Kemampuan Wintermar dalam bersaing di pasar internasional adalah buah dari bertahun-tahun membangun sistem manajemen internal yang kuat untuk menjunjung standar kualitas, keselamatan, dan kepedulian yang tinggi terhadap lingkungan. Pada 2019, Wintermar menjadi penandatanganan Pakta Integritas Industri Energi Brunei, bergabung dengan para pemimpin di industri energi dalam komitmen dan mempromosikan dipraktekannya etika. Pada tahun 2020, Perusahaan memperoleh sertifikasi ISO 45001: 2018 untuk sistem manajemen Kesehatan dan Keselamatan Kerja dan menerbitkan Laporan Keberlanjutan mandiri pertama 2019 yang menjabarkan dan menyoroti prioritas yang diletakkan pada Keberlanjutan Umat Manusia, Bumi dan Laba yang tercakup dalam Sistem Manajemen Perusahaan.

**Transformasi menjadi perusahaan ramping dengan gearing yang rendah dan fokus pada armada bernilai tambah**

Selama 10 tahun terakhir, manajemen telah memimpin dan memandu transformasi Perusahaan menjadi organisasi yang ramping dan fokus, dengan armada kompetitif internasional yang dikelola oleh staf berkinerja tinggi dan awak kapal yang terlatih. Melalui program regenerasi armada, Wintermar telah menjual sebagian besar armada *low tier* dan sekarang berfokus pada armada



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fleet focusing on higher value added vessels comprising Platform Supply Vessels (PSVs), Anchor Handling Tug Supply (AHTS), Fast Multi-Purpose Vessels (FMPV), Anchor handling tugs and harbour tugs. Despite unfavourable business conditions due to the oil and gas market downturn since 2015, the Company has managed to consistently produce positive EBITDA and has reduced the net gearing from a peak of 79% in 2012 to only 34% as at end September 2020.

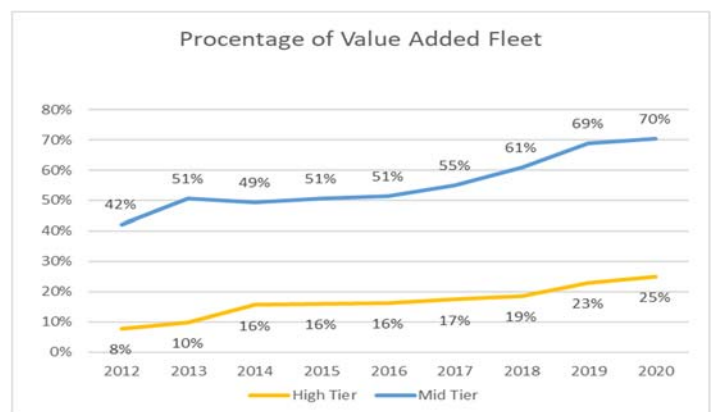
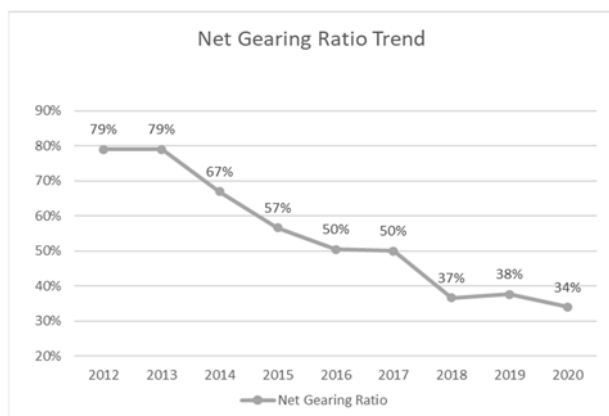
kapal dengan nilai tambah yang lebih tinggi, terdiri dari Platform Supply Vessels (PSVs), Anchor Handling Tug Supply (AHTS), Fast Multi-Purpose Vessels (FMPV), Anchor Handling Tugs dan Harbour Tugs. Meskipun kondisi bisnis kurang mendukung akibat penurunan pasar migas sejak tahun 2015, Perusahaan secara konsisten berhasil mendapatkan EBITDA positif dan telah menurunkan *net gearing* dari puncak 79% pada tahun 2012 menjadi hanya 34% pada akhir September 2020.

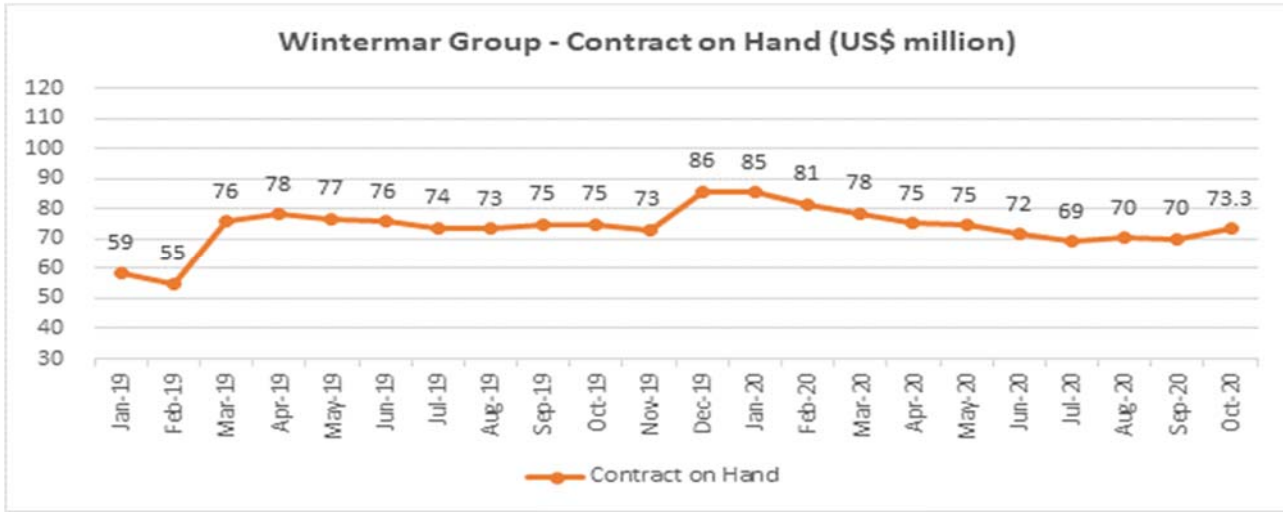
As business conditions are starting to improve with a more optimistic outlook for 2021, the Company is poised to make a strong recovery in the coming years.

Seiring dengan kondisi bisnis yang mulai membaik dan prospek yang lebih optimis untuk tahun 2021, Perusahaan siap untuk melakukan pemulihan di tahun-tahun mendatang.

Over the past few weeks, as more tenders are being announced, the Contracts on hand have started to pick up, amounting to US\$73million by end October 2020 from US\$70million at the end of September 2020.

Selama beberapa minggu terakhir, dengan semakin banyak tender yang diumumkan, Kontrak yang ada telah mulai meningkat, menjadi sebesar US\$73 juta pada akhir Oktober 2020 dari US\$70 juta pada akhir September 2020.





For further information, please contact:

Untuk informasi lebih lanjut, dapat menghubungi:

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