

NEWSLETTER # 93
24 June 2022
WINTERMAR's Public Expose 2022

Wintermar has invested US\$12million to acquire 3 Platform Supply Vessels and 3 Anchor Handling Tug Supply Vessels since November 2021, to gear up for new drilling cycle.

In the Public Expose on 24 June 2022, PT Wintermar Offshore Marine Tbk unveiled their growth strategy to position the Company for an anticipated upturn in drilling. As the global rig count has risen steadily over the past few months, Offshore Supply Vessel (OSV) utilization has improved globally and charter rates have started to pick up.

To raise the yield of the fleet, the Company has improved the fleet composition through the sale and reinvestment of certain vessels. 95% of the fleet is now concentrated into higher value vessels. Wintermar now has seven Platform Supply Vessels, three of which are undergoing docking for reactivation and should be ready for operations by 2H2022. This is timed in anticipation of a stronger 2023 as there has been an increase in project approvals for offshore drilling and corresponding rise in demand for OSVs.

Finance Director Janto Lili reported that the Company has succeeded in controlling costs while continuing to repay debt. The Company turned around in 2021 with a net profit after tax of US\$0.2million following several years of net losses. Net gearing was reduced to 14.7% by end of March 2022.

Managing Director, Sugiman Layanto reiterated an optimistic view for the coming years, with OSV charter rates projected to rise. This is due to the demand for OSVs rising in line with the jump in offshore drilling projects, while

Wintermar telah menginvestasikan US\$12juta untuk memperoleh 3 Platform Supply Vessel dan 3 Anchor Handling Tug Supply sejak November 2021, dalam mempersiapkan siklus pengeboran baru.

Pada Public Expose tanggal 24 Juni 2022, PT Wintermar Offshore Marine Tbk memperkenalkan strateginya dalam memposisikan Perusahaan untuk mengantisipasi kenaikan pengeboran. Sebagaimana jumlah rig global telah meningkat secara stabil sejak beberapa bulan terakhir, utilisasi Offshore Supply Vessel (OSV) telah meningkat secara global dan tarif sewa telah mulai meningkat.

Untuk meningkatkan hasil armada, Perusahaan telah memperbaiki komposisi armada lewat penjualan dan pembelian armada tertentu. Sebesar 95% armada saat ini terkonsentrasi pada armada yang bernilai lebih tinggi. Wintermar saat ini memiliki tujuh Platform Supply Vessel, tiga diantaranya dalam tahap docking untuk reaktivasi dan diharapkan siap beroperasi di 2H2022. Hal ini dijadwalkan mengantisipasi tahun 2023 yang lebih kuat sejalan dengan telah adanya peningkatan jumlah proyek pengeboran lepas pantai yang disetujui dan terkait peningkatan permintaan armada OSV.

Direktur Keuangan, Janto Lili, melaporkan bahwa Perusahaan telah berhasil mengontrol biaya sembari terus melunasi kewajibannya. Posisi Perusahaan berbalik laba sebesar US\$0,2juta setelah beberapa tahun mengalami kerugian. Net Gearing turun menjadi 14,7% pada akhir Maret 2022.

Direktur Utama, Sugiman Layanto, menegaskan kembali keyakinannya akan peningkatan tarif sewa Kapal Lepas Pantai. Hal ini terjadi karena permintaan kapal OSV sedang meningkat sejalan peningkatan proyek pengeboran lepas pantai, namun pasokan

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the supply of operationally ready OSVs is still limited due to the industry downturn over the past years.

armada OSV yang siap beroperasi sangat terbatas dikarenakan situasi industri yang kurang baik beberapa tahun terakhir.

In the longer term investments in renewable energy are expected to grow while investments in oil and gas are still projected to be stable to meet the energy needs of the world. As an OSV operator, Wintermar will benefit from higher demand for vessels initially from oil and gas industry but in the coming years additional upside in demand is expected from the offshore wind industry.

Dalam jangka yang lebih panjang investasi pada energi yang terbarukan diproyeksikan akan meningkat, dan investasi pada migas diproyeksikan tetap stabil dalam memenuhi kebutuhan energi dunia. Sebagai operator armada OSV, Wintermar akan diuntungkan dengan permintaan yang lebih tinggi atas armada yang semula diperuntukan industri migas akan tetapi kedepannya tambahan permintaan diharapkan datang dari industri ladang angin lepas pantai.

For the future, Wintermar will focus on higher value vessels to improve fleet yields and continue to improve cost efficiency.

Kedepannya, Wintermar akan fokus pada kapal bernilai lebih tinggi dalam meningkatkan hasil armada dan terus meningkatkan efisiensi biaya.

As at end of May 2022, the Company's Contracts on hand amounted to US\$64 million.

Pada akhir Mei 2022, kontrak yang dimiliki Perusahaan sejumlah US\$64 juta.

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