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WINS signs Loan Agreement with DEG, member of KfW Bankengruppe, for USD 18 million to fund fleet expansion

WINS has signed a 9 year loan with the German development finance institution DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH, for a total of USD 18 million to finance the company's fleet expansion plan for 2011. The loan will be used to finance 3 offshore support vessels in the higher value segment.

DEG, member of KfW Bankengruppe, is one of the largest European development finance institutions. DEG invests in profitable projects that contribute to sustainable development in all sectors of the economy, from agribusiness to infrastructure and manufacturing to services.

Since the company's IPO in November last year, WINS has taken delivery 1 unit of Fast Utility Vessel, 2 units of Anchor Handling Tug Supply, 1 Utility Vessel and expects to take delivery of another Fast Utility Vessel and one Utility Vessel in June, while another 6 vessels, including a Heavy Load Barge, another Fast Utility Vessel, and an Anchor Handling Tug is expected to be delivered within the next one to three months.

Managing Director of WINS, Sugiman Layanto, said, "As mentioned in our Public Expose on 7 June 2011, one aspect of our business strategy for 2011 is to identify and work with key international partners to secure long term funding for our business expansion. We are very pleased to be working with DEG that has a strong developmental focus and has been providing long term funding to private business in Indonesia since 1972. We are confident that with the support of DEG, we will be able to penetrate the higher value offshore support vessel market by offering high technology vessels combined with high quality services to our clients."

Mr Hans-Juergen Hertel, Director of DEG Office Jakarta, said, "DEG is happy and proud to join hands with WINS which is a financially sound company with excellent management and a strong track record. Through the provision of its loan DEG supports the goal of the Indonesian government to continuously improve its transport/shipping sector which in a country with more than 13.000 islands plays a very vital role. The offshore marine services WINS supports one of the key sectors (oil and gas) in the Indonesian economy and is therefore of great importance for the development of the country."

WINS menandatangani Perjanjian Kredit dengan DEG, anak perusahaan KfW Bankengruppe sebesar USD 18 juta untuk mendanai ekspansi armada

WINS telah menandatangani pinjaman 9 tahun dengan DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH – lembaga pembiayaan pembangunan asal Jerman sejumlah USD 18 juta untuk mendanai rencana ekspansi armada tahun 2011. Pinjaman tersebut akan digunakan untuk mendanai 3 kapal pendukung lepas pantai pada segmen *higher value*.

DEG, anak perusahaan KfW Bankengruppe adalah salah satu lembaga pembiayaan pembangunan terbesar di Eropa. DEG melakukan investasi pada proyek-proyek menguntungkan yang berkontribusi pada pembangunan berkelanjutan di semua sektor ekonomi, dari agribisnis hingga infrastruktur dan manufaktur sampai jasa-jasa.

Sejak IPO pada Nopember tahun silam, WINS telah menerima 1 unit Fast Utility Vessel, 2 unit Anchor Handling Tug Supply, 1 Utility Vessel dan pada bulan Juni diharapkan diterima 1 unit Fast Utility Vessel dan 1 unit Utility Vessel, sementara 6 kapal lain termasuk 1 unit Heavy Load Barge, 1 unit Fast Utility Vessel dan 1 unit Achor Handling Tug diharapkan diterima dalam 1 sampai 3 bulan ke depan..

Managing Director WINS, Sugiman Layanto mengatakan "Seperti disebutkan pada Public Expose tanggal 7 Juni 2011, salah satu aspek strategi bisnis kami adalah mengidentifikasi dan bekerjasama dengan *key international partners* dalam memperoleh pendanaan jangka panjang untuk ekspansi usaha. Kami sangat senang dapat bekerja sama dengan DEG yang memiliki fokus utama pada pembangunan dan telah memberikan pendanaan jangka panjang kepada sektor swasta di Indonesia sejak tahun 1972. Kami yakin bahwa dengan dukungan dari DEG kami mampu memasuki pasar kapal-kapal pendukung lepas pantai yang bernilai lebih tinggi dengan menawarkan kapal berteknologi tinggi disertai dengan layanan yang lebih berkualitas kepada klien-klien kami".

Mr Hans-Juergen Hertel, Direktur DEG Jakarta, mengatakan "DEG senang dan bangga dapat menggandeng WINS yang kuat secara finansial dengan manajemen yang unggul dan memiliki *track record* yang baik. Melalui pemberian kredit ini, DEG turut mendukung tujuan pemerintah Indonesia yang secara berkelanjutan memperbaiki sektor transportasi/pelayaran yang sangat vital untuk negara dengan lebih dari 13.000 pulau ini. Jasa pelayaran lepas pantai yang dijalankan oleh WINS mendukung salah satu sektor kunci (minyak dan gas) pada perekonomian Indonesia dan oleh sebab itu sangat penting bagi pembangunan negara".

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WINS is currently actively tendering for 42 different projects in the mid and high tier vessel segments. Contract terms range between 1 month to 11 years, as these projects range from the exploration phase up to production phase, indicating a strong demand for offshore support vessels in the past few months.

WINS saat ini sedang aktif melakukan tender 42 proyek yang berbeda pada segmen-segmen kapal *mid* dan *high-tier*. Jangka waktu kontrak berkisar 1 bulan sampai dengan 11 tahun karena proyek-proyek ini terdiri dari tahap eksplorasi hingga tahap produksi, hal ini menunjukkan permintaan yang tinggi atas kapal-kapal pendukung lepas pantai dalam beberapa bulan terakhir.

Cabotage Law Update

In Ministerial Decree of Transportation, PM 48/2011 (18 April 2011) following the exemption of certain classes of vessels engaged in the oil and gas sector that do not carry passengers and cargo, the government has set deadlines for these various sub categories of vessels to be compliant with Indonesian flag under the Shipping Law UU No.17/2008.

These deadlines are as follows:

- Diving Support Vessels / certain offshore support vessel – Dec 2012
- Offshore Construction – Dec 2013
- Dredging activities – Dec 2013
- Seismic activities – Dec 2014
- Drilling Rigs – Dec 2015

Cabotage Law Terkini

Dalam Peraturan Menteri Perhubungan, PM 48/2011 (18 April 2011) sehubungan dengan pengecualian kelas-kelas kapal tertentu pada sektor minyak dan gas yang tidak membawa penumpang dan barang, pemerintah telah menetapkan batas waktu untuk beberapa sub kategori kapal yang harus berbendera Indonesia sesuai Undang-Undang Pelayaran No. 17/2008.

Batas waktu tersebut adalah sebagai berikut:

- *Diving Support Vessels* / penunjang operasi lepas pantai – Des 2012
- Konstruksi Lepas Pantai – Des 2013
- Aktivitas Pengerukan – Des 2013
- Aktivitas Seismik – Des 2014
- Anjungan Pengeboran – Des 2015

About Wintermar

PT Wintermar Offshore Marine Tbk (WINS) is an offshore marine services company that owns a fleet of over 60 vessels ready to handle a large variety of marine support services required in the upstream oil and gas exploration and production activities. 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).

Tentang Wintermar

PT Wintermar Offshore Marine Tbk (WINS) adalah perusahaan penunjang jasa angkutan lepas pantai yang memiliki lebih dari 60 kapal yang melayani perusahaan-perusahaan eksplorasi dan produksi minyak dan gas sektor hulu. Dengan armada yang relatif muda dan perkembangan armada yang terdiri dari beragam jenis kapal, kami dapat menawarkan kapal dan solusi logistik yang terbaik kepada perusahaan minyak dan gas internasional. Pada tahun 2011, WINS menjadi perusahaan pelayaran Indonesia yang pertama memperoleh sertifikasi Integrated Management System dari Lloyds Register Quality Assurance, yang meliputi ISO 9001:2008(Quality), ISO14001:2004 (Environment) and OHSAS 18001:2007 (Occupational Health and Safety).

About DEG - Deutsche Investitions-und Entwicklungsgesellschaft mbH

DEG, member of KfW Bankengruppe, is one of the largest European institutions for long term project and company financing. For almost 50 years, DEG has been financing investments of private companies in developing and transition countries.

DEG's aim is to establish and expand private enterprise structures in developing and emerging countries, and thus create the basis for sustainable economic growth and a lasting improvement in the living conditions of the local population.

In Indonesia DEG has been active since the beginning of the 1970's and has maintained a representative office there since 1988. Until today it has invested over 570 million euros in nearly 50 companies in various industries. DEG's current portfolio is about 175 million euros.

Tentang DEG - Deutsche Investitions-und Entwicklungsgesellschaft mbH

DEG, anak perusahaan KfW Bankengruppe adalah salah satu lembaga terbesar Eropa untuk pembiayaan proyek-proyek jangka panjang dan perusahaan. DEG telah membiayai investasi perusahaan-perusahaan swasta dalam pembangunan dan kemajuan banyak negara.

DEG bertujuan untuk membangun dan mengembangkan sektor swasta pada negara-negara berkembang dan *emerging countries*, dengan demikian menciptakan dasar bagi pertumbuhan ekonomi yang berkesinambungan dan perbaikan pada kondisi kehidupan masyarakat lokal.

Di Indonesia, DEG telah aktif sejak awal tahun 1970-an dan telah mendirikan kantor perwakilan sejak tahun 1988. Sampai hari ini DEG telah menginvestasikan lebih dari 570 juta euro pada sekitar 50 perusahaan di berbagai industri. Portfolio DEG pada saat ini sekitar 175 juta euro.

For further information, please contact:

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