



Wilhelmsen Maritime Services

Capital Market Day
Oslo 17 September 2007

Dag Schjerven
President & CEO

The WMS Vision and Mission Statement

Vision

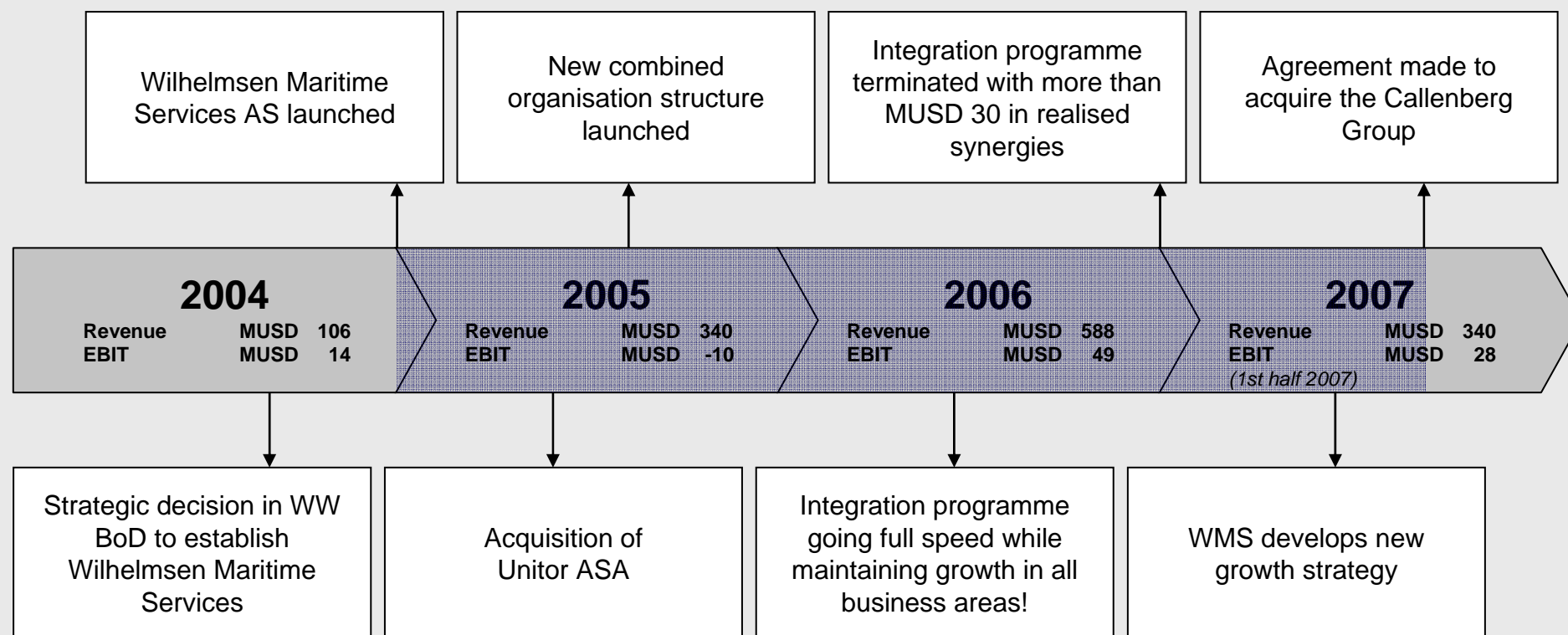
*Wilhelmsen Maritime Services will be the shaper
of the maritime service industry*

Mission Statement

*WMS will through highly **recognised brands** and an unparalleled **global network**, deliver products and services which significantly improve customers **operational efficiency***

*By combining competence in terms of people, processes and innovation, WMS will **shape the dynamics** of the maritime service industry to the benefit of its customers*

WMS is moving towards the vision of becoming the shaper of the maritime service industry



Becoming the shaper of the maritime service industry is done by working through the Business Areas

WILHELMSEN MARITIME SERVICES

Barwil Unitor Ships Service

*- focusing on
merchant fleet*



Barber Ship Management

*- focusing on
vessel operation*



Unitor Ships Equipment

*- focusing on newbuilds
and retrofits*

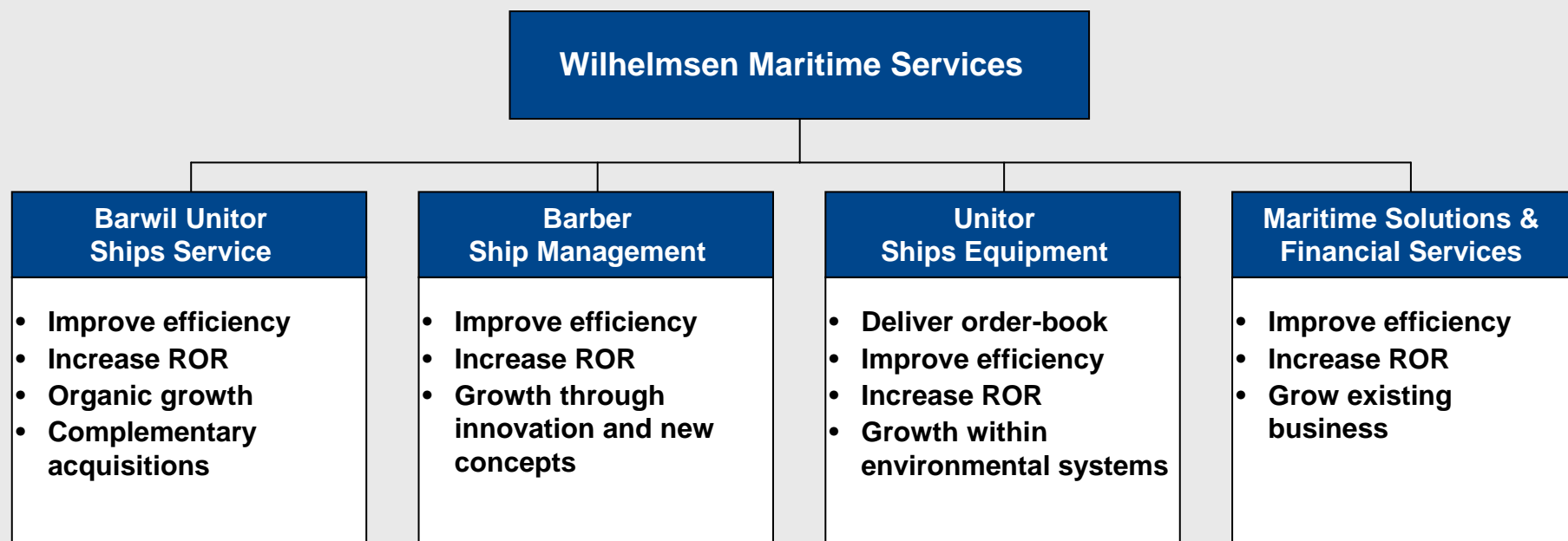


Maritime Solutions & Financial Services

*- focusing on
bunkering services
marine insurance
e-commerce*



Strategic focus per business area



Callenberg Group – snapshot

- ➔ Callenberg was founded in 1951 as Andersson & Callenberg EI AB
- ➔ Leading equipment, systems and services supplier to the global marine and offshore industries in selected segments
- ➔ Offers electrical, automation and HVAC products and solutions. 45% of turnover in the new-building segment and 55% in the ship operation segment.
- ➔ Headquartered in Uddevalla with subsidiaries in Gothenburg, Miami, Oslo, Odense, Singapore and China
- ➔ 2006 financials and facts
 - Revenue 930 MSEK
 - EBITA 75 MSEK
 - Employees 484
- ➔ Acquisition rationale
 - A well established, well run and profitable company
 - Limited operational integration required; low impact on current WMS operations
 - Revenue synergies both in terms of yard supply, retrofit and after sales service market
 - Enhancing WMS position in the offshore segment
 - Utilisation of WMS global network for further development and internationalisation of the Callenberg offering