



WilNor
Governmental Services



WWH Capital Markets Day

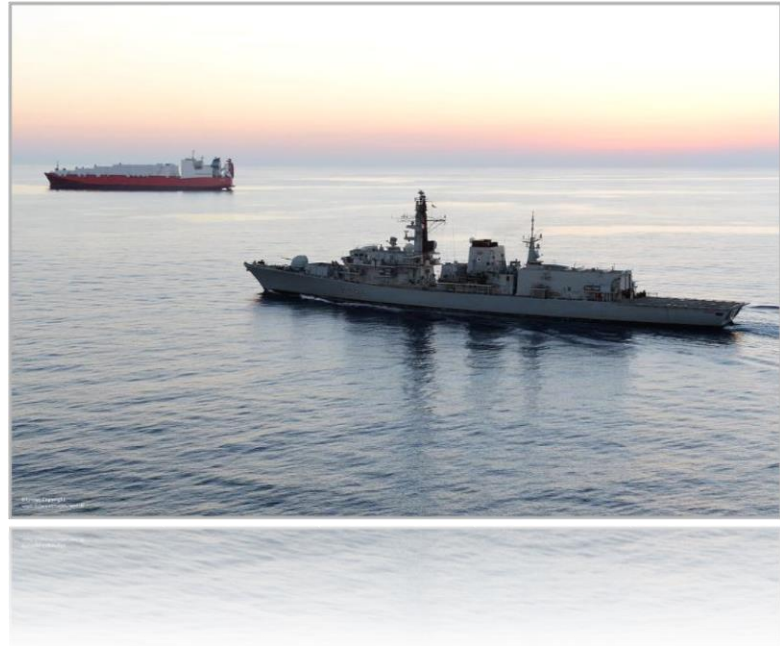
Vidar Hole, CEO
WilNor Governmental Services

17 September 2015

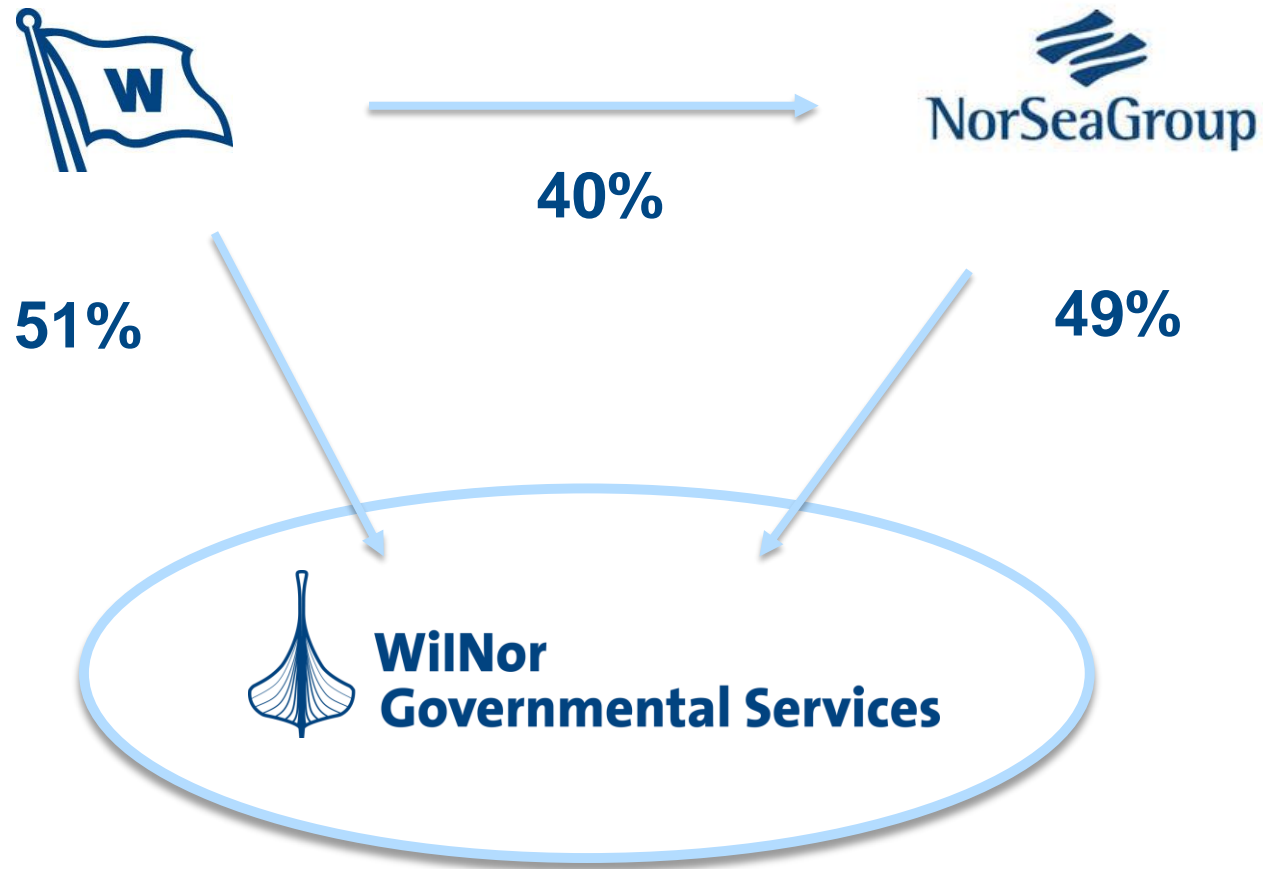
Our proud history



Our proud history



WGS ownership structure



«The Wilhelmsen group becomes part of the Norwegian armed forces»

Headline in Aftenposten, 20 March 2015



One frame agreement - three subagreements



Coordination cell



Prepositioned containers



Host Nation Support (HNS)

CLASSIFIED

Other areas in development



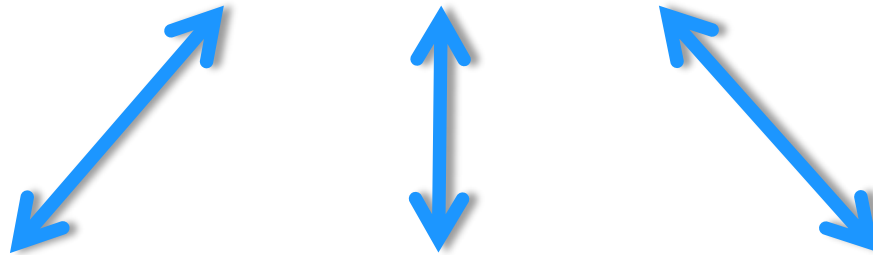
Deliveries



**WGS
Coordination Cell**



**Operational
needs**



What's in it for us?

- A new long-term business area and revenue stream
- Low correlation with business cycles
- An innovative way of utilising our competence and broad capabilities
- Leverage on synergies between WW group companies and business areas





OUR KEY PARTNER





WilNor
Governmental Services

Thank you!

Follow the WW group on wilhelmsen.com | [Twitter](#) | [Facebook](#) | [LinkedIn](#) | [Instagram](#) | [YouTube](#)





NorSeaGroup

WWH Capital Markets Day

Lars Haug, COO
17 September 2015

THE LEADING PROVIDER OF SUPPLY BASES &
LOGISTIC SOLUTIONS TO THE OFFSHORE INDUSTRY
norseagroup.com



Owners (NSG AS):

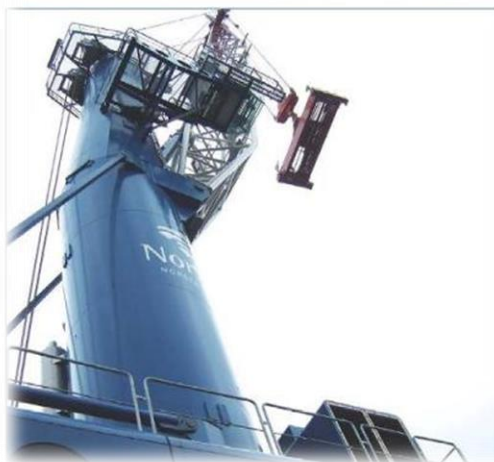
Wilh. Wilhelmsen Invest AS, Oslo	40 %
Simon Møkster Eiendom AS, Stavanger	27,9 %
Eidesvik Eiendomsinvest AS, Bømlo	27,9 %
Management	4,2 %

Business Concept:

To be the leading provider of supply base, integrated logistics solutions and Marine services to the offshore industry.

Business Segments:

- ☉ Supply base and port operations
- ☉ Infrastructure development and operations
- ☉ Maritime logistics and Marine Engineering Services
 - ☉ Integrated logistic solutions
 - ☉ Project logistics
 - ☉ Rig yard services (IRM)







REAL ESTATE

Main activities and services:

- Lease of land and buildings
- Real estate development
- Facility modifications
- Facility management
- ISPS & NOG
- Tank and bunkers facilities
- Procurement and management of 3rd party services

Other Services and Products:

- Syndication and financing
- Industrial cluster development
- Consultancy



BASE AND LOGISTICS

Main activities and services:

- Stevedore services
- Terminal operations
- Warehouse services
- Material receipt, packaging and dispatching
- Internal transportation
- ISPS and NOG safety
- Mooring
- Mobilisation and demobilisation
- Bulk and bunkering services
- HSSE & Quality management
- Procurement and management of 3rd party services

Other services and products:

Other Services and Products:

- Integrated logistics services
- Technical services
- Yard services (Inspection, repair and maintenance (IRM))
- Subsea support services
- Waste management and -handling
- Project logistics

NorSea Group - «Tool Box»



Supply Bases:

	Norway > 9
- Total base area	3 251 000 m ²
- Outdoor storage	1 564 000 m ²
- Warehouse	264 700 m ²
- Workshop	70 500 m ²
- Office space	127 960 m ²
- Quay (number / length)	50 / 4 325 m

Machinery :

- Crane (45 - 220 tons)	27
- Forklift (2 - 45 tons)	146
- Terminal tractors	19
- Cargo trailers	242

Employees :

1000

NorSea Group – statistics and supply



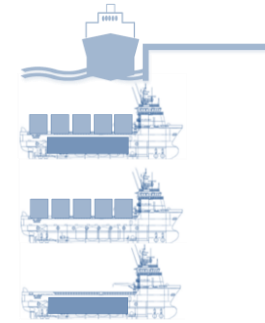
Supply Bases:

Port calls

Total tonnage

- Deck cargo

- Bulk cargo



Norway >

9

9 844

4 774 554 tons

2 960 898 tons

1 813 656 m³

Bunkers and bulk products

- Marine Gas Oil (MGO)

- Liquefied Natural Gas (LNG)

- Water (H₂O)

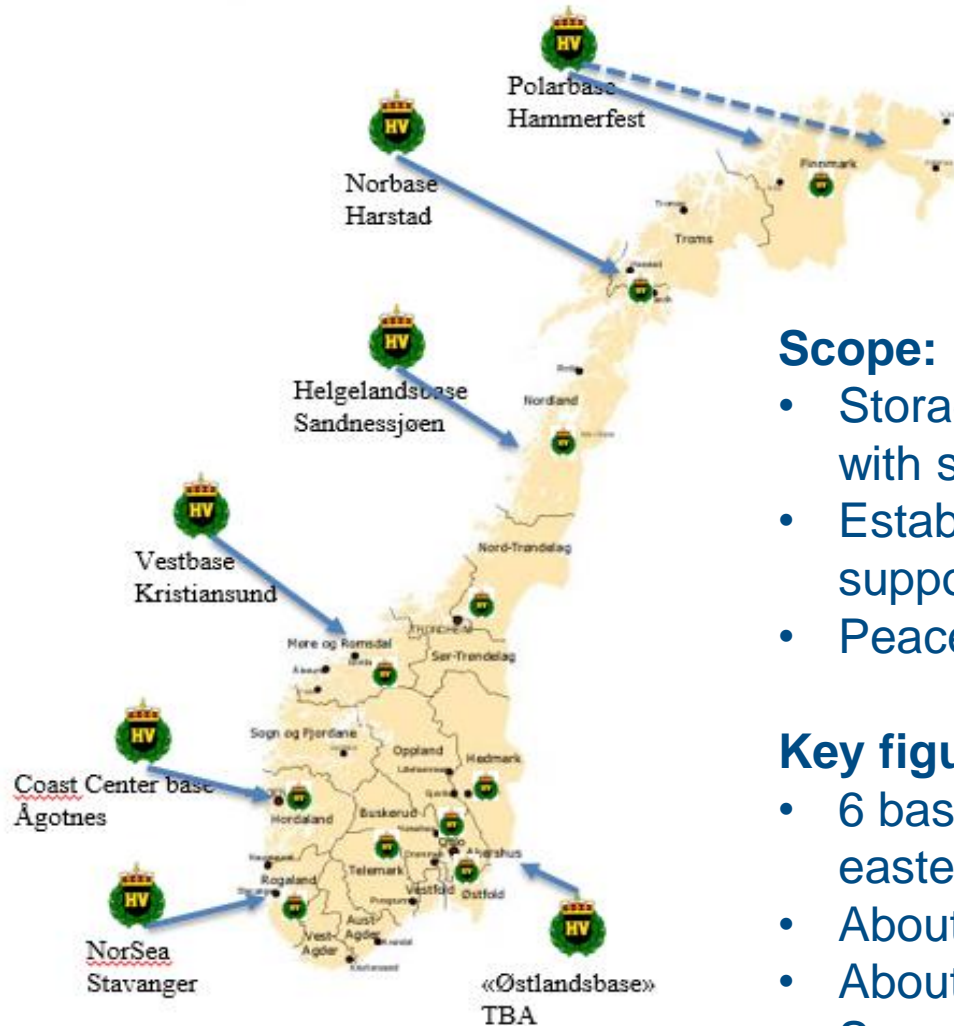
- Dry & wet bulk

Bentonite, Barite, Brine, MEG, Mud, Metanol, Baseolje, Cement

	Capacity
All bases	100-200 m ³ /h
LNG base	40 Tons/h
All bases	80-130 m ³ /h



Logistic support to Home Guard



Scope:

- Storage and distribution of containers with supplies
- Establishment of Liaison department to support the logistics operation
- Peace and war capacity

Key figures:

- 6 bases + establishing one new base in eastern Norway
- About 10 000 km distribution «all out»
- About 90 delivery points
- Support about 45 000 soldiers

Host Nation Support – Camp NorSea





Thank you!