

EMS Ship Supply

PRESS RELEASE

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Provimar changes name to EMS Ship Supply

After 37 years of activity as Spain's leading ship supplier, Provimar changes name... and becomes the World's leading ship supplier!

Fierce competition and potentially difficult waters ahead make ship owners look for standardised and cost efficient supplies. While vessels previously had different suppliers in every port, the current trend is towards framework agreements and closer relationships with large ship supply companies.

One year ago, Provimar was acquired by EMS Ship Supply, a Norwegian company that is reshaping this industry: Purchasing power, efficient logistics and a sophisticated IT infrastructure is what makes EMS Ship Supply the leader of the industry. As of this year, EMS Ship Supply is also by far the largest ship supply company in the world with a turnover of more than 300 Million Euros.

The companies of the Provimar Group will all change names in September 2008 to EMS Ship Supply + the country they are in (America, Croatia, Gibraltar, Morocco, Portugal, Spain and Uruguay). All the management team of Provimar, both centrally and in its 32 branches remains unchanged.

The new organisation has focused its efforts in adapting the commercial structure, in order to provide its customers with a highly specialized array of services that represent an added value to them: marine and offshore supplies, products, services and spare parts.

“We are trying to combine the best of both worlds: being a major world player, while still focusing in the daily affairs in our local branches. In the end, our business makes sense only if we can satisfy our customers' needs locally”, says EMS Ship Supply's President Terje Ask-Henriksen.

The company provides direct benefits to its customers through:

- Direct presence in key ports (60 offices in 17 countries, covering the Americas, Europe, Africa, Middle East and Asia);
- Purchasing power, that allows to increase the quality of the goods served;
- Efficient logistics, that enables a range of services such as spare parts handling and others;
- Sophisticated IT infrastructure, that helps cut costs through e-commerce.

EMS Ship Supply understands that the customers need to focus in their core businesses: ownership of ships and offshore platforms. This is the reason why they externalize several tasks to third parties.

EMS Ship Supply is a subsidiary of Eitzen Maritime Services ASA, the Norwegian maritime services group listed on the Oslo Stock Exchange.



EITZEN GROUP
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