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Offshore boom – Caterpillar Marine gains ground on Indian subcontinent

Hamburg, Germany – India, which like China is experiencing strong growth in its domestic marine industries, has attracted special attention from Caterpillar Marine Power Systems (CMPS). The Caterpillar Marine Asia Pacific (CMAP) regional office in Singapore, together with Caterpillar® dealers Gmmco Limited and TIL Limited, have joined forces to address the needs of shipyards and customers on the Indian Subcontinent. An additional CMAP office in Bangalore, India, provides local marine expertise on demand.

Gmmco and TIL are dealing with Cat® marine engine sales and service while CMAP is involved with direct sales and the service of MaK marine engines. The momentum has already produced results: Since 2005 more than 80 MaK engines have been sold to Indian yards, with deliveries scheduled through 2009. Considerable business with Cat brand main engines and generating sets has also been created.

A strong partner with CMAP is Bharati Shipyard in Mumbai, India. From its beginning in 1976, the company has delivered a variety of vessels for commercial and ocean-going applications. Business with CMAP opened in 2005 with an order for two shipsets of 2x MaK 6 M 25 engines to power two Platform Supply Vessels (PSV) of UT 755 design for a customer in Norway. Two repeat orders have since been placed. In addition, Bharati will build four PSVs of Havyard design for Shipping Corporation of India, each equipped with 2x MaK 8 M 25.

Apart from M 25 business the yard is also gaining experience with M 32 engines. French-based Bourbon Offshore is awaiting delivery of five Anchor Handling Tug Supply Vessels (AHTSV) with 120 tons bollard pull. Main propulsion will be 2x MaK 8 M 32 C engines on each vessel.

Another three AHTSVs of Vik Sandvik VS4612 design with 2x MaK 9 M 32 C engines providing 150 tons bollard pull are on order for Norwegian Shipping.

Recently CMAP also concluded an important deal with Greatship, one of India's major offshore shipping companies. Greatship is awaiting delivery of eight AHTSVs, each powered by 2x MaK 8 M 25 engines. Colombo Dockyard PLC in Sri Lanka will build four vessels of Moss Maritime 501 design offering 80 tons bollard pull while Labroy Shipbuilding in Singapore is working on four AHTSVs of KCM 63-metre design, also with 80 tons bollard pull. Colombo Dockyard already delivered the two ships "Greatship Anjali" and "Greatship Amrita", actually the first AHTSVs built by a shipyard in Sri Lanka. Colombo Dockyard will also build two Multipurpose Supply Vessels (MPSV) with MaK engines for Greatship.

Another good example of CMAP success in India is the relationship with Chowgule & Company Private Ltd in Murmugao, Goa. Established in 1951, this shipyard has constructed more than 100 vessels for various applications. In 2005 Chowgule started developing a new 4,450 DWT multi purpose cargo vessel design utilising 1x MaK 6 M 25 main engines for a top speed of 11.5 knots. CMAP also supplies the gearboxes for the whole series and Controllable Pitch Propellers (CPP) for six vessels. The first vessel in the series, "Damsterdijk", was delivered to Dutch-based Navigia Shipping in September 2007, the second vessel "Dinteldijk" followed in December 2007. There are another 24 repeat orders with identical propulsion for customers in the Netherlands, the UK and Germany.

Considering both the upswing in the Indian economy and the continuous boom in offshore shipping, CMAP is very confident that it can further increase its business with domestic yards and owners in the future. In addition, India will see several new shipbuilding facilities established by domestic and foreign investors in the medium and long term, many of those also dedicated to the production of vessels matching the Cat and MaK power range.

Michael Petersen, MaK Sales Manager, Caterpillar Marine Asia Pacific, Shanghai said: "India is offering us excellent opportunities to further grow our business. And with our most comprehensive marine engine power range, from the ultra-compact Cat C1.5 generating set

for pleasure craft applications to the impressive MaK 16 M 43 C marine engine for ocean-going ferries and cruise ships, we are well-prepared to meet the demands of domestic shipyards, regional shipping companies and global players leveraging the increasing marine expertise in India.”

Characters: 4,379

Pictures available on request:

- 1.) Greatship Anjali with 2x MaK 8 M 25 Marine Engines**
- 2.) MaK 8 M 25 Marine Engine Flywheel Side**

About Caterpillar Marine Power Systems

Caterpillar Marine Power Systems, with headquarters in Hamburg, Germany, brings together all the sales and service activities for Cat and MaK branded marine products within Caterpillar Inc. This organization provides premier marine power solutions (high and medium speed with outputs from 11 kW to 16,000 kW) and customer service from a single source for the global ocean-going, commercial and pleasure craft markets. The Caterpillar Marine Power Systems sales and service network includes more than 2,100 dealer locations world-wide and is well positioned to support customers wherever they are.

More information is available at www.cat-marine.com or www.mak-global.com.

About Caterpillar

For more than 80 years, Caterpillar Inc. has been making progress possible and driving positive and sustainable change on every continent. With 2006 sales and revenues of \$41.517 billion, Caterpillar is a technology leader and the world's leading manufacturer of construction and mining equipment, clean diesel and natural gas engines and industrial gas turbines.

More information is available at www.cat.com.

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