



BH GLOBAL MARINE LIMITED  
明輝環球海事有限公司

Registration Number: 200404900H  
8 PENJURU LANE, SINGAPORE 609189  
Tel: (65) 6291-4444 Fax: (65) 6291-5777

## **IMMEDIATE RELEASE**

# **BH Global Marine Secures Marine Cables Distributorship From Global Cables Leader, Prysmian Group**

- Sole distributor in Asia Pacific region for Prysmian's marine cables products
- Announces expansion plans in 2008

**Singapore, 16 January 2008 – BH Global Marine Limited** (“BH Global”, “明輝環球海事” or the “Group”), a supply chain management company specialising in premium lightings, cables and electrical equipments for the marine and oil & gas industries, has been appointed by global cables leader, Prysmian Group, as its sole distributor in Asia Pacific region for its Prysmian range of marine cables products.

*“ Weight is a major concern for shipbuilders and owners while space is a scarce commodity on a ship. Prysmian's cables have been made with a small diameter and a light construction in mind. This will ensure that the cables will not be unnecessarily heavy and that they will take as little room as possible. That's why Prysmian's cables rank among the top selling brands in marine cables. This sole distributorship from the Prysmian Group will enhance BH Global's product offering to our customers.”*

*Mr Vincent Lim*

*Managing Director of BH Global*

In addition, the Group intends to execute the following expansion plans;

1) **Expand its warehousing facilities to enhance its supply chain management capabilities.** The Group has recently announced the successful acquisition of a property at

10 Penjuru Lane. The property is approximately 11,700m<sup>2</sup>. This property is adjacent to BH Global's current headquarters at 8 Penjuru Lane and will add on to the existing land area of 8,533m<sup>2</sup>.

2) **Adding more value-added services.** Aside from the physical supply of cables and lighting products to customers, BH Global has identified key value-added services such as project management services and logistic support. Such services would improve the Group's operating efficiency and enhance profit margins.

3) **Explore M&A opportunities for regional expansion.** The Group is exploring M&A opportunities to expand its regional presence across strategic markets in Asia. This includes Middle East and China, where the shipbuilding industry is enjoying robust growth.

*“ BH Global Marine is looking forward to continue its sustainable growth as the demand for our products remains robust in the next few years. Most of the regional shipyards' order book is fully filled till 2012 and this provides strong earnings visibility for us.”*

*Mr Vincent Lim  
Managing Director of BH Global*

-- End --

#### **About BH Global Marine Limited (Bloomberg Code: BHGM,SP)**

BH Global Marine Limited (“BH Global”) is a supply chain management company specialising in premium lighting, cables and electrical equipment to the marine and oil & gas industries.

BH Global has over 800 local and international customers, which include ship chandlers, ship owners, ship management companies, shipyard operators, and ship repair contractors.

For more information, please refer to the website, [www.bhglobal.com.sg](http://www.bhglobal.com.sg)

#### **About Prysmian Cables & Systems**

A leading player in the industry of high-technology cables and systems for energy and telecommunication, the Prysmian Group is a truly global company with sales exceeding 5 billion euro in 2006 and a strong position in higher-added value market segments. With its two business, Energy Cables & Systems (submarine and underground cables for power transmission and distribution, for industrial applications and for the distribution of electricity to residential and commercial buildings) and Telecom Cables & Systems (optical cables and fibres and copper cables for video, data and voice transmission).

Prysmian boasts a global presence with subsidiaries in 35 countries, 54 plants in 21 countries, 7 Research & Development Centres in Europe, USA and South America, and over 12,000 employees. Specialising in the development of products and systems designed to meet clients' specific requirements, Prysmian's key strengths include: a focus on Research & Development, the capacity to innovate on products and production processes, and the use of advanced proprietary technologies. Prysmian is listed on the Milan Stock Exchange Blue Chip index.

For more information, please refer to the website, [www.prysmian.com](http://www.prysmian.com)

---

Issued for and on behalf of BH Global Marine Limited  
By Financial PR Pte Ltd

For more information, please contact:  
Kathy ZHANG, [kathy@financialpr.com.sg](mailto:kathy@financialpr.com.sg)  
Mark LEE, [marklee@financialpr.com.sg](mailto:marklee@financialpr.com.sg)  
Tel: (65) 6438 2990  
Fax: (65) 6438 0064