

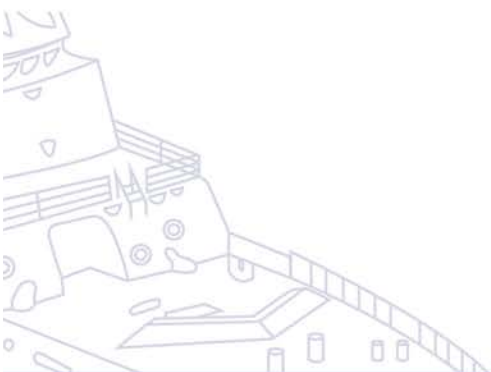


3<sup>rd</sup> INTERNATIONAL SHIP  
DESIGN & NAVAL  
ENGINEERING CONGRESS

A faint, light blue world map is centered in the background of the slide, showing the continents and major oceans.

# Intech Marine Presentation

## Colombia Mar 2013



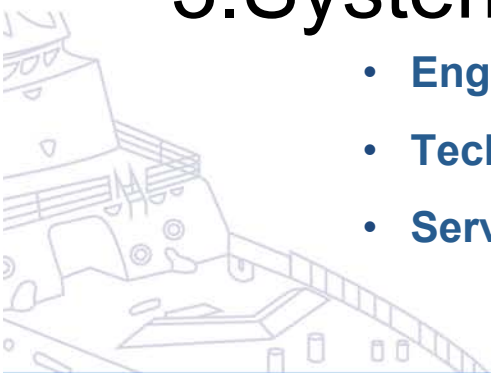


# Contents

- Intech Marine corporate profile
- Our Mission: System Integration & Lifecycle Management

## 3. System Integration: Perspectives

- Engineering
- Technology
- Services





# 3<sup>rd</sup> INTERNATIONAL SHIP DESIGN & NAVAL ENGINEERING CONGRESS



More than 2.600  
people delivering real  
added value to you

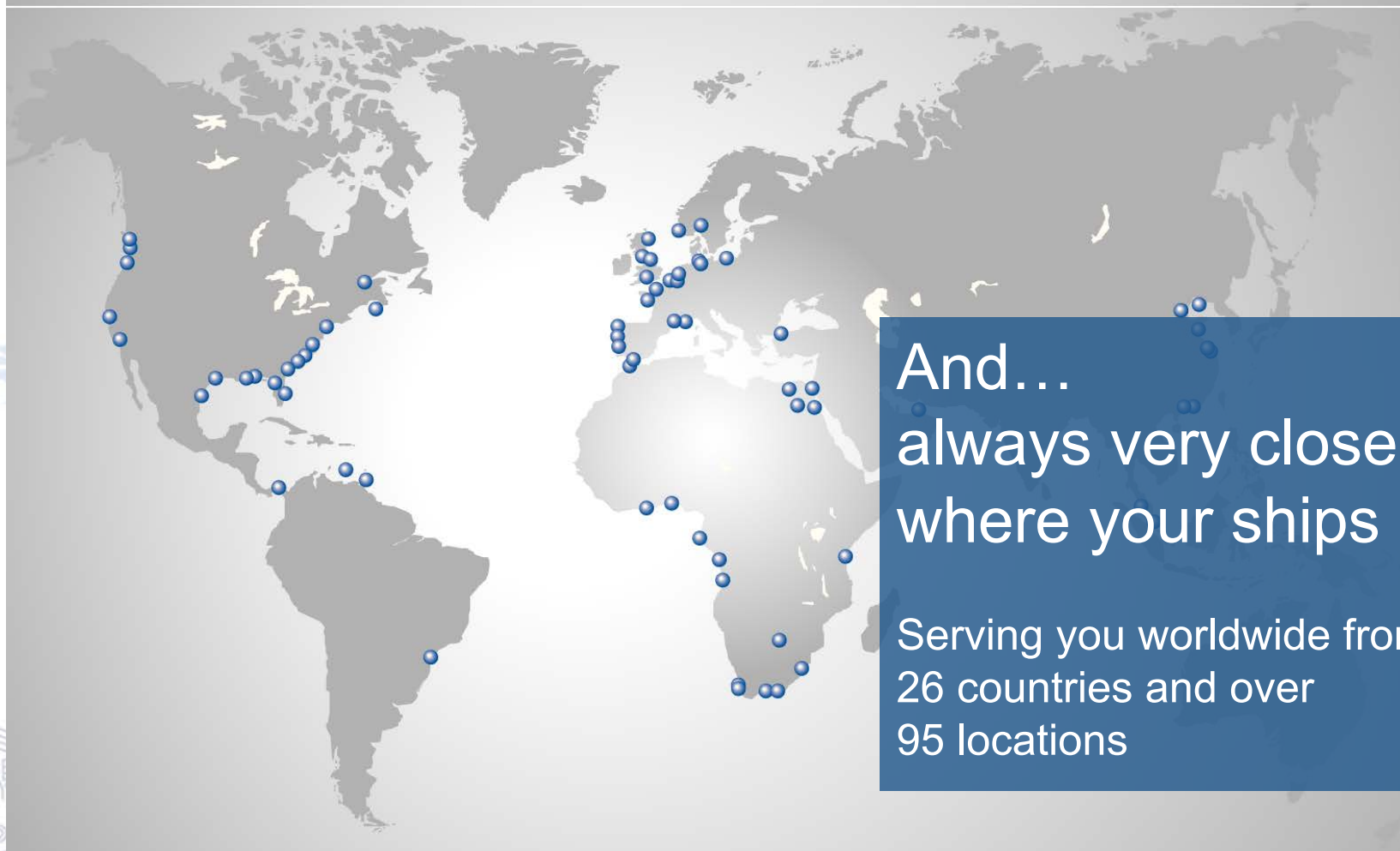
- For the whole ship
- Hassle free
- During the total lifecycle





# 3<sup>rd</sup> INTERNATIONAL SHIP DESIGN & NAVAL ENGINEERING CONGRESS

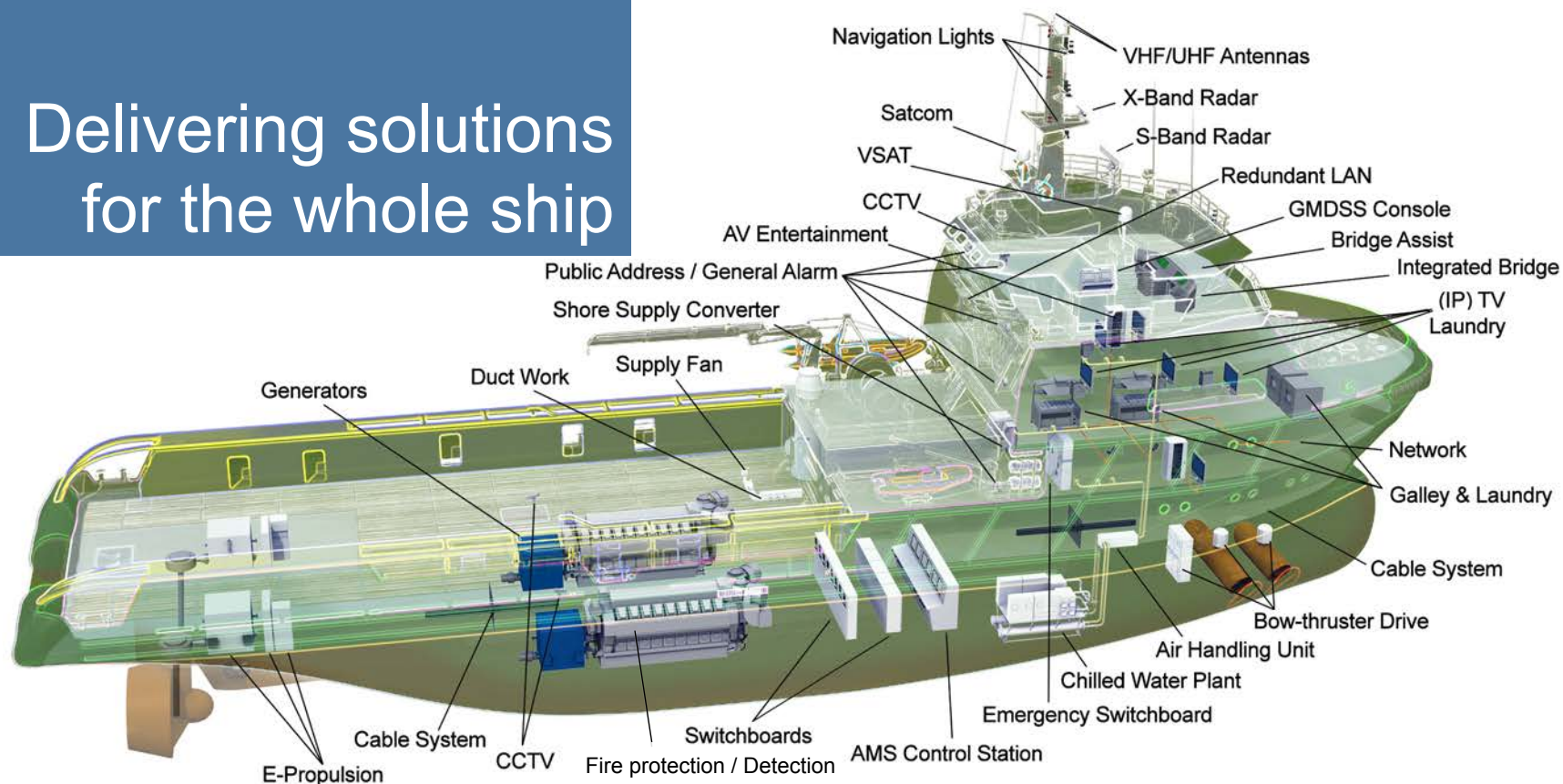
## IMTECH MARINE GLOBAL NETWORK



And...  
always very close to  
where your ships are

Serving you worldwide from  
26 countries and over  
95 locations

# Delivering solutions for the whole ship





# Imtech Marine Portfolio

**Project  
capabilities**

**Project  
Management**

**Engineering  
& Consultancy**

**Production, Installation  
& Setting to Work**



**Global Service House  
24/7 Service Stations**

**Maintenance  
Management & Training**

**Refurbishment  
& Logistics**

**Technology  
competences**

**Service  
capabilities**





# 3<sup>rd</sup> INTERNATIONAL SHIP DESIGN & NAVAL ENGINEERING CONGRESS

## Markets

NAVY



OFFSHORE



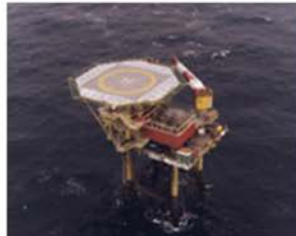
YACHTS



CRUISE

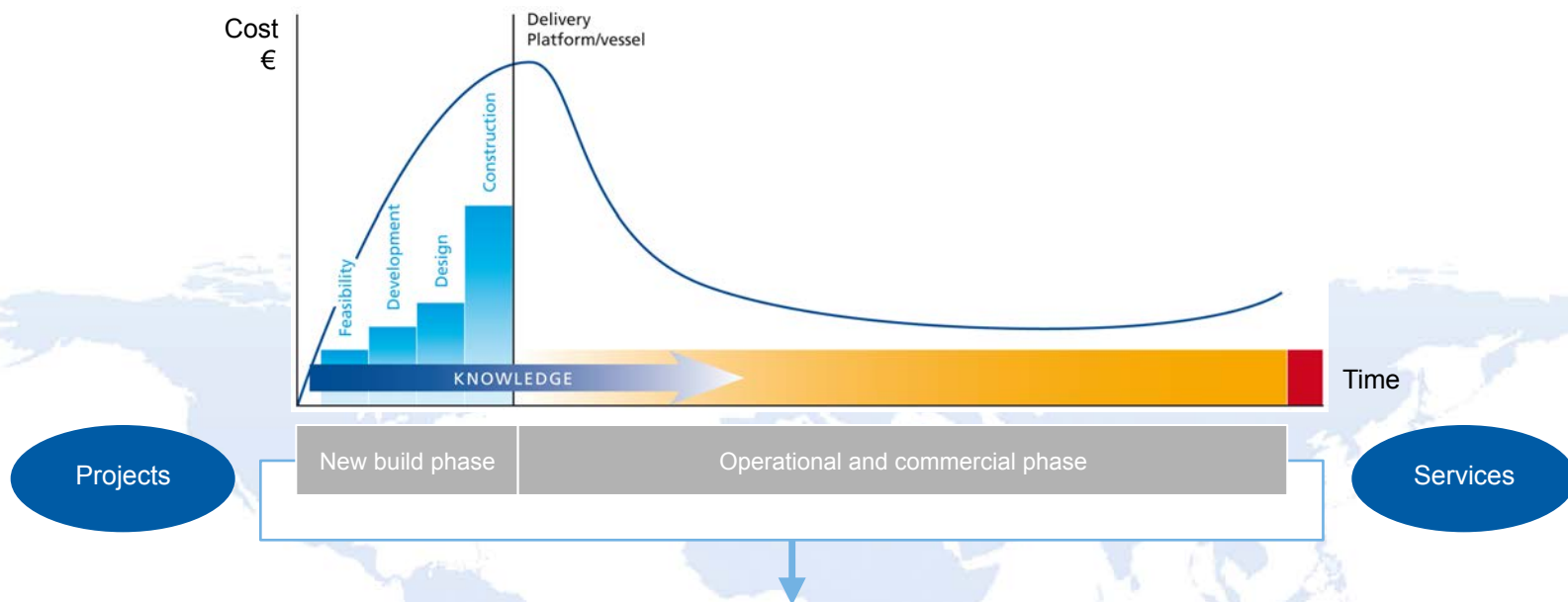


CARGO





# Lifecycle management



By developing a Lifecycle Management offering, Imtech will be able to link the new build phase with the operational and commercial phase of vessels by continuously considering and balancing benefits, costs and risks over the vessels entire life span.

It implies taking ownership. An increasing number of ship owners today is already expecting suppliers to become their strategic partners in this approach.





# Intech Marine Facts & Figures

- World's largest independent Maritime System Integrator & Service Provider
- Projects & Maintenance
- Wide spread customer base in different markets
- Founded in 1860
- Global network: >95 offices in 26 countries
- >2600 Employees
- >40% recurring business





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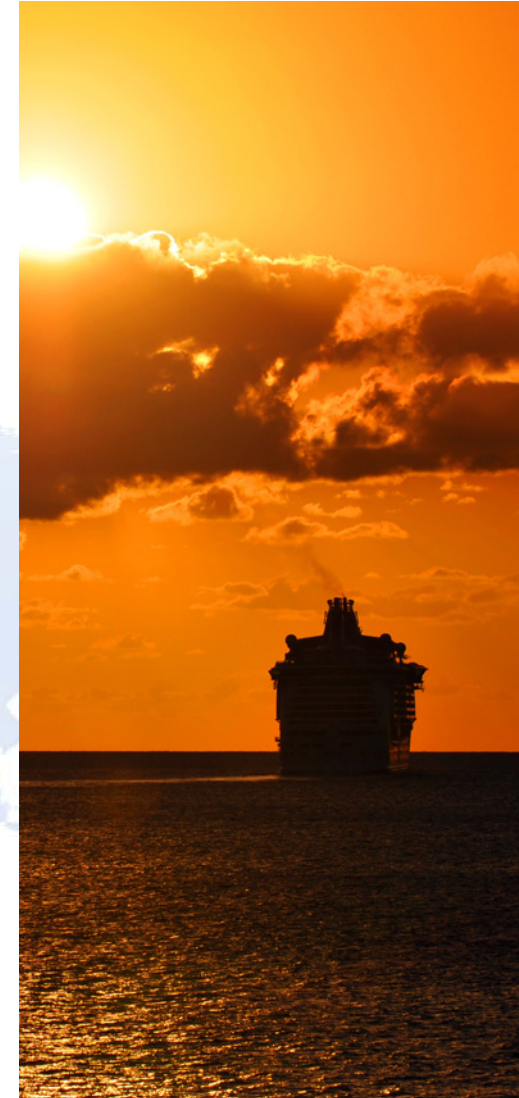




# Our vision for 2015

Our goal is to be a supplier-independent System Integrator in the global marine market.

We will realize this by building lifecycle management partnerships with our customers and exceeding their expectations







## Justification

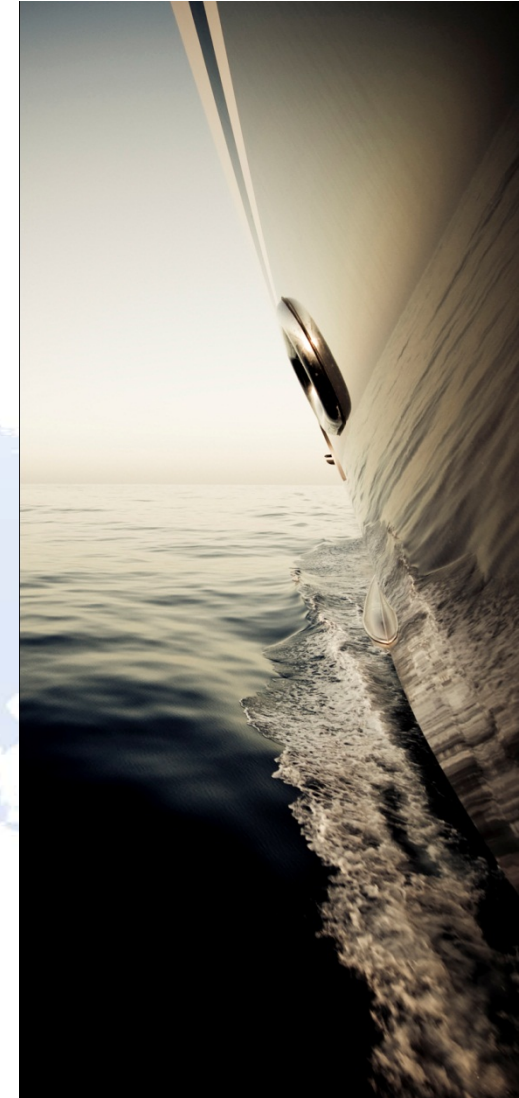
- A globalizing industry with a need for smarter, innovative solutions
- Technological solutions becoming more complex, requiring specific expertise in design, installation and maintenance





## Projection

- Grow our service business and develop life cycle management partnerships
- Design state-of-the-art and scalable integrated ship automation solutions
- Develop innovative green ship concepts





## Execution

- Expand our global service network: focus on Asia Pacific, India, Mediterranean and South America
- Expand current Navigation & Communication service portfolio with complementary competences such as electrical services and ICT







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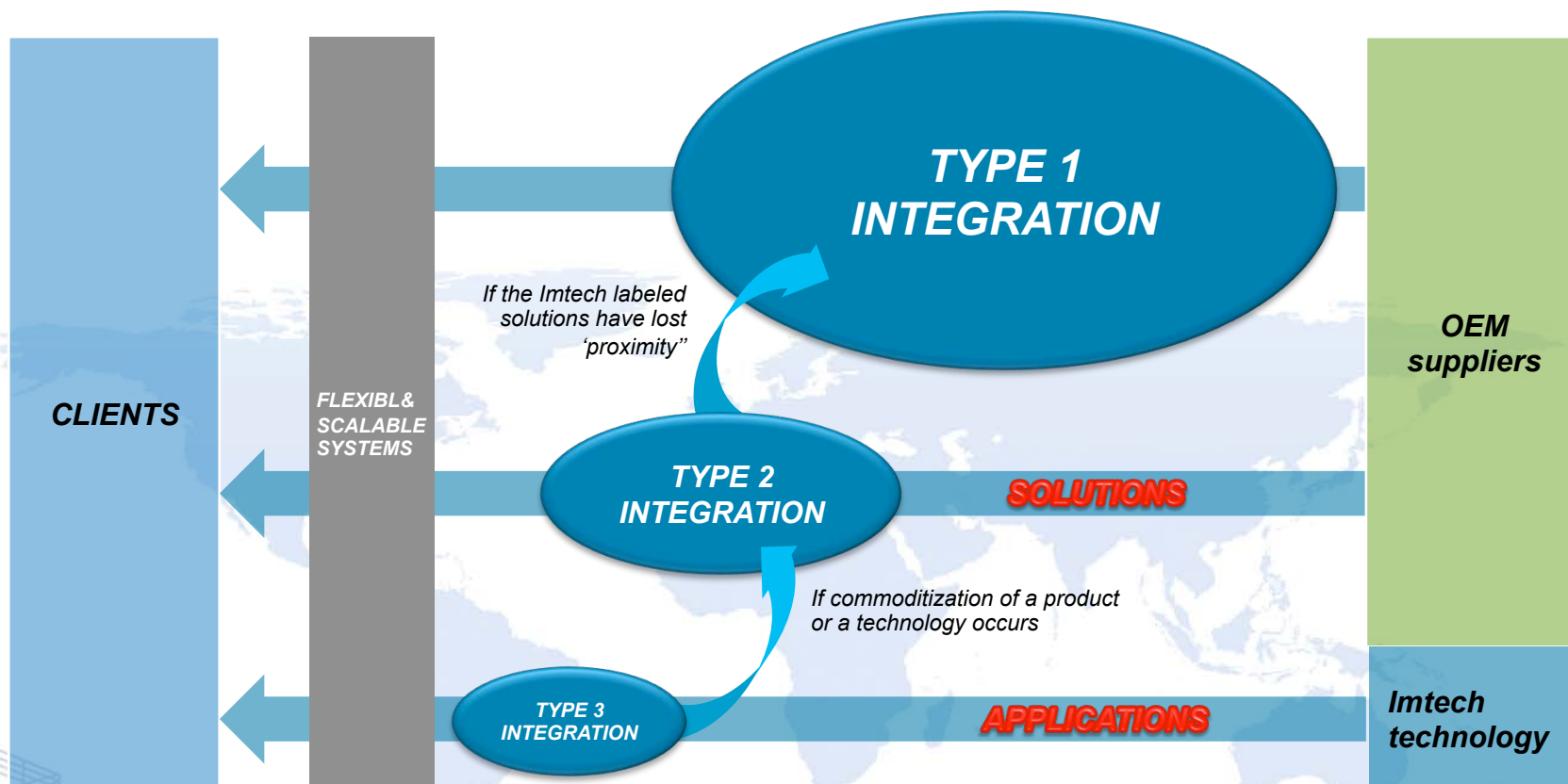
## 3. System Integration: Perspectives

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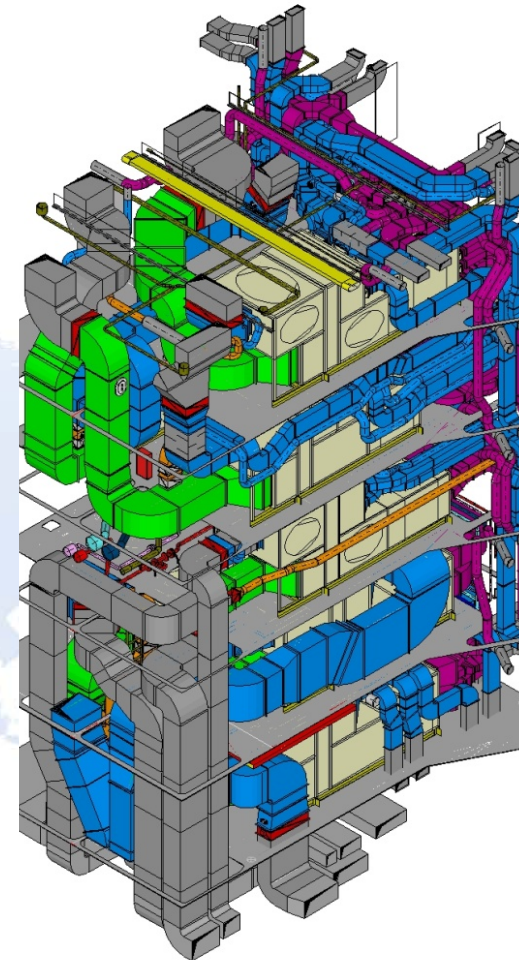
## Supplier-Independent System Integrator?





# System Integration & Engineering

- Co - Design, combining domain knowledge of our customers with technology and project expertise
- Navigation & Platform Management Systems. Ergonomical integration of equipment and installations into functional systems

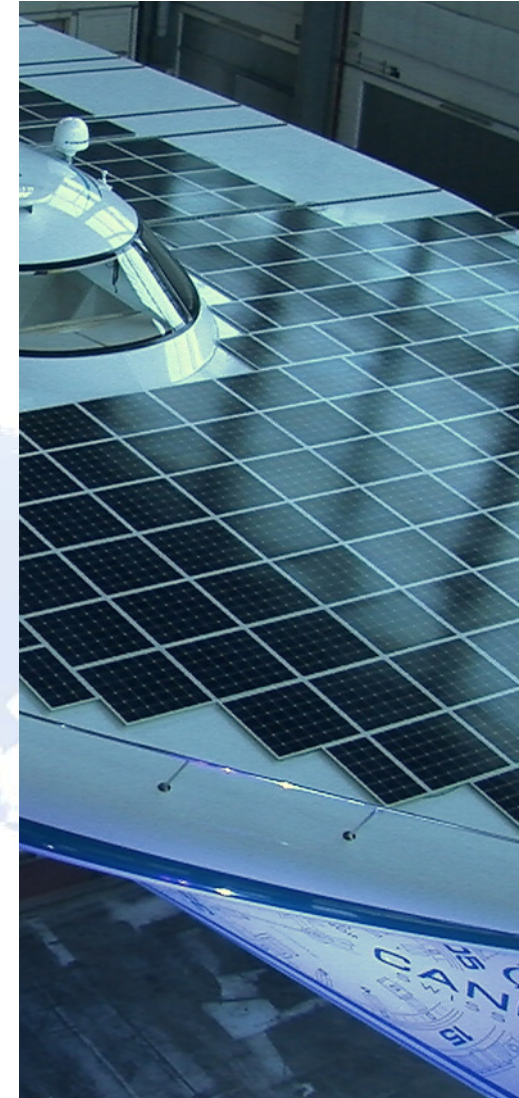






# System Integration & Technology

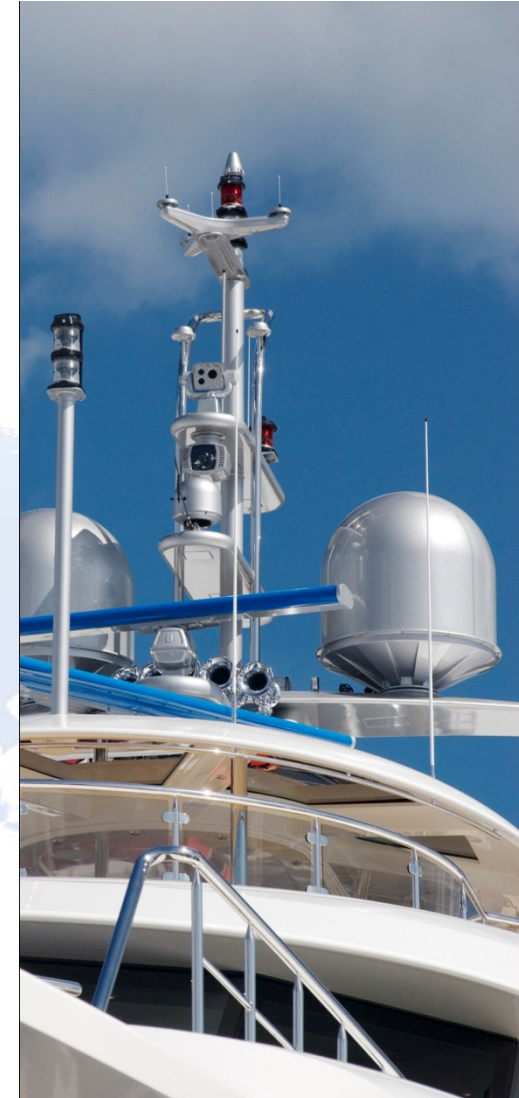
- Develop innovative integrated ship automation & management systems
- Create smart and scalable solutions that are flexible towards the customer and can be implemented efficiently
- Energy management,





# System Integration & Services

- Continuous dialogue with customers, considering benefits, costs and risks from customer perspective
- Projectmanagement & Execution: First time right, high quality and excellent services
- Building strategic lifecycle





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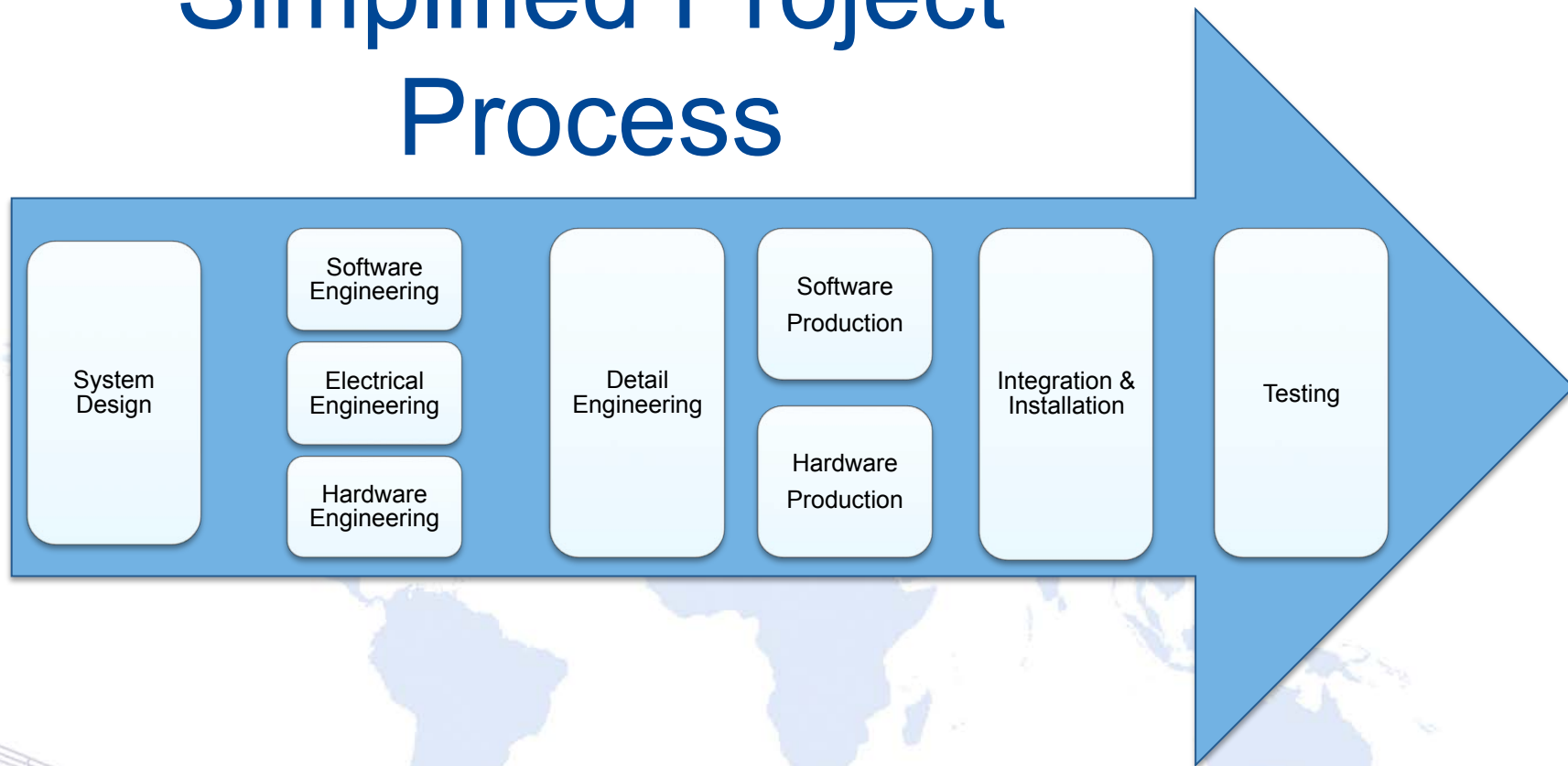
- Engineering
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- Services







# Simplified Project Process





# Refit Projects: Surface Combattants

- M Class Frigates, Royal Netherlands Navy

Midlife Modernization:

- (IPMS) incl. Battle Damage Control System
  - Sattahip Class Patrol Vessel, Royal Thai Navy
- Upgrade for Integrated Bridge System



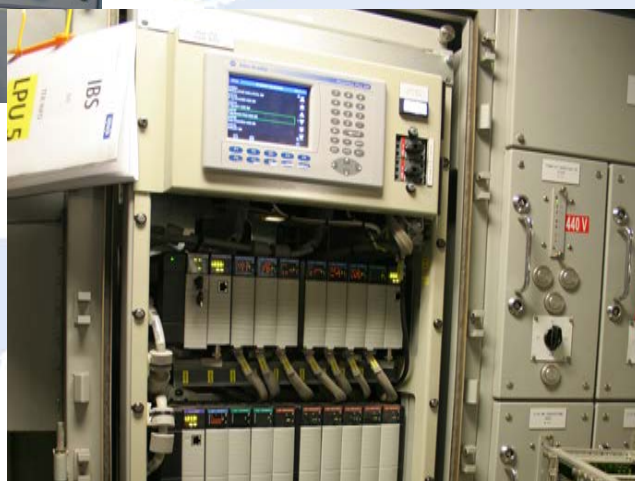


# M Class Frigate

BEFORE



AFTER







# Muheet Class Corvette

BEFORE



AFTER





# Eli Class Frigate

BEFORE



AFTER







# Refit Projects: Fleet

## Auxiliaries

- Landing Ship Tank (4),  
Republic of Singapore Navy

Life Extension Program,  
Replacement of:

- Dynamic Ship Control System  
(Navigation)
- Ship Control Monitoring &  
Management System

- OPHC Chakri Naruebet, Royal  
Thai Navy







# LST Singapore





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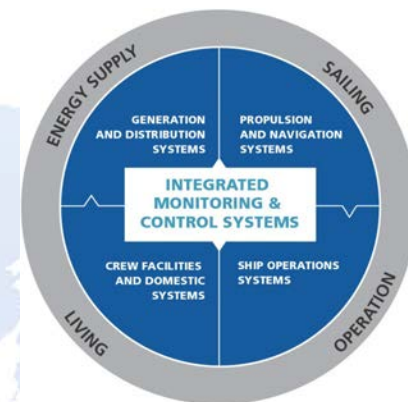
# Strategic Alliance with

## 1. Science, Technology & Innovation

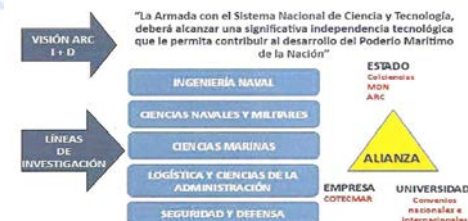
- Conceptual Design
- Consultancy & Transfer of Technology

## 2. Construction Shipyard

- Electrical system integration
- Detailed Design
- Standardization & Codification



### Proyección del desarrollo tecnológico







# Current Projects with

Cotecmar

- 80m Offshore Patrol Vessel (2)
  - Basic design
  - Electrical system integration & procurement
  - Transfer of Technology: Automation Systems
- Tugboat Dona Clary
  - Electrical system integration & procurement
  - Localization of setting to work &





# Our Vision: Lifecycle Partnerships

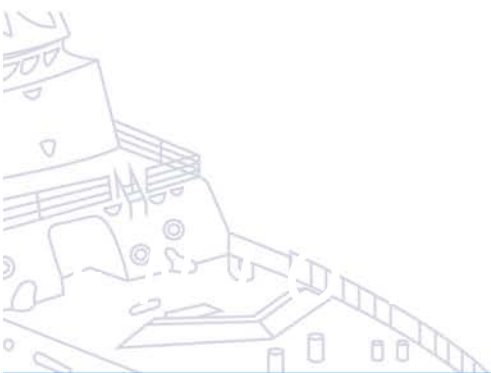


Imtech Marine Colombia





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STIONS?