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Imtech Marine Today

Supplier independent system integrator & service provider in the maritime industry

- Deep heritage dating back to 1860
- Annual revenue of 415 million Euro
- Global network covering 30 countries and more than 100 locations
- Wide spread customer base
- >40% recurring business
- 2400 employees
### Imtech Marine is built upon strong companies

<table>
<thead>
<tr>
<th>Year</th>
<th>Company/Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>1860</td>
<td>Van Rietshoten &amp; Houwens, later known as Imtech Marine &amp; Offshore</td>
</tr>
<tr>
<td>1872</td>
<td>Royal Dirkzwager</td>
</tr>
<tr>
<td>1899</td>
<td>HDW Hagenau Schiffstechnik, later known as Imtech Marine Germany</td>
</tr>
<tr>
<td>1915</td>
<td>Rudolf Otto Meyer starts a maritime department later known as Schiffbau- / Dockbautechnik</td>
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<tr>
<td>1916</td>
<td>Radio Holland</td>
</tr>
<tr>
<td>1963</td>
<td>Van Berge Henegouwen Installaties</td>
</tr>
<tr>
<td>1980</td>
<td>Elkon</td>
</tr>
<tr>
<td>1996</td>
<td>Techsol Marine</td>
</tr>
</tbody>
</table>

R&H: Electrical & mechanical engineering
IM&O: Whole ship solutions for Offshore, Naval and Yachts. New build and refit

Internatio Muller (later known as Imtech) acquired R&H in 1967

Tess, Venteville, Van Stappen & Cada and IHC Systems (50%) are also part of Imtech Marine today.
Wide range of customer markets

Workboats
Cruise & Ferry
Cargo
Naval
Offshore platforms
Special vessels
Yachts
Inland
Fishery
Whole ship solutions = Systems + Capabilities + Service & Maintenance

- PORT SERVICES
- CONNECTIVITY
- NAVIGATION
- INFORMATION TECHNOLOGY
- HEATING VENTILATION & AIR CONDITIONING
- WATER MANAGEMENT SYSTEMS
- ENTERTAINMENT
- SPECIALTIES
- PROPULSION
- POWER GENERATION & DISTRIBUTION
- SHIP MOTION CONTROL (AUTOPILOTS)
- ENGINE ROOM AUTOMATION
Portfolio Offshore Platform
Portfolio Yachts
Portfolio Naval Ships
Portfolio Workboats/Special Vessels
Imtech Marine maintenance and services

Global Coverage

Innovation in service concepts

Technology and brand independent
Global service network: Wherever you sail, we are always near

- 30 Countries
- More than 100 locations
- Over 400 own field engineers
**Maintenance & service facts**

**Key numbers**
- More than 50,000 calls yearly
- 10,000 vessels of returning customers
- 5,000 ships under contract

**Business volume**
Service is more than 1/3 of our business volume

**Remote monitoring & maintenance**
Global Technical Assistance Centres in Singapore, Rotterdam and Houston, supported by a Global Service System
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Key business trends

- Global market shifts, development of the global economy drives seaborne trade and fleet growth
- Increasing oil & gas prices stimulate investments in exploration and production of offshore oil & gas
- Changing supply chain
- Overcapacity & lower prices
- Life Cycle awareness
- Project and maintenance management
- Maintenance is growing in importance
- Green technology
- Smarter ICT
- Increasing integrated solutions
- Growing in complexity
- Growth driver for business
- Often connected to Green
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Vision

Our goal is to be a leading player in the global maritime market. We will realize this by delivering industry-leading technological solutions and 24/7 reliable services to our customers. Matching their needs, ensuring uninterrupted operations and exceeding their expectations.

Strategic principles

- Building partnerships with our customers
- Operational excellence
- Leading in Technology
Strategic Innovation Focus

Hybrid propulsion including energy management

Plug & play automation solutions

Remote monitoring, maintenance and shore-connected solutions
Organization: Four strategic pillars

Managing Director
Imtech Marine

- Director Global Sales & Projects
- Director Global Design, Technology and Engineering
- Director Global Supply Chain
- Director Global Services
At Imtech Marine more than 2400 people share ONE ambition
delivering real added value to our customers
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Pioneering Spirit

SYSTEMS
- ELECTRICAL PROPULSION
- POWER GENERATION & DISTRIBUTION
- DYNAMIC POSITIONING SYSTEMS
- PLATFORM AUTOMATION
- VESSEL MANAGEMENT SYSTEMS
- HEATING, VENTILATION & AIR CONDITIONING

SERVICE
- ENGINEERING
- COMMISSIONING
- PROJECT MANAGEMENT
Seven Borealis
Fjord

SYSTEMS
- NAVIGATION
- INTEGRATED BRIDGE SYSTEMS
- VESSEL MANAGEMENT SYSTEMS
- ELECTRICAL INSTALLATION
- COMMUNICATION
- POWER GENERATION & DISTRIBUTION
- ELECTRICAL DRIVE SYSTEMS
- ELECTRICAL PROPULSION
- SITE MANAGEMENT
- PROJECT MANAGEMENT
- COMMISSIONING
- ENGINEERING
- CONSULTANCY
- SPARE PARTS
Audacia

SYSTEMS
- NAVIGATION
- ELECTRICAL PROPULSION
- POWER GENERATION & DISTRIBUTION
- DYNAMIC POSITIONING SYSTEMS
- VESSEL MANAGEMENT SYSTEMS
- INTEGRATED BRIDGE SYSTEMS
- ELECTRICAL DRIVE SYSTEMS

SERVICE
- PROJECT MANAGEMENT
- SITE MANAGEMENT
- COMMISSIONING
- MAINTENANCE
- SPARE PARTS
- TRAINING
- ENGINEERING
- CONSULTANCY
- ELECTRICAL INSTALLATION
Brabo

SYSTEMS
- POWER GENERATION & DISTRIBUTION
- VESSEL MANAGEMENT SYSTEMS
- ELECTRICAL DRIVE SYSTEMS

SERVICE
- SITE MANAGEMENT
- COMMISSIONING
- SPARE PARTS
- MAINTENANCE
- ENGINEERING
- TRAINING
- CONSULTANCY
- INSTALLATION
Lorelay
Nomad
Al Mirqab

SYSTEMS
- KALEIDESCAPE SYSTEM
- HEATING VENTILATION & AIR CONDITIONING
- AUTOMATION

SERVICE
- PROJECT MANAGEMENT
- ENGINEERING
- SITE MANAGEMENT
- COMMISSIONING
- MAINTENANCE
- SPARE PARTS
- TRAINING
- ELECTRICAL INSTALLATION
- CONSULTANCY
British Royal Fleet Auxiliary – Bay class LSD(A)
Royal Netherlands Navy – Johan de Witt LPD
Royal Netherlands Navy – Holland class Patrol Vessel
Royal Moroccan Navy – Sigma class Corvettes
Vega Diamond
Norwegian Gem
Celebrity Solstice
Disney Dream
Celebrity Reflection

SYSTEMS
- Heating
- Ventilation
- Air Conditioning
- Cabin Control System

SERVICE
- Installation
- Design & Construction
- Training
- Commissioning
- Site Management
- Project Management
- Engineering
- Spare Parts
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