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#### **GLOBAL PRESENCE AND SUPPORT**

### **Founded in the Netherlands**

A family business founded in 1927 in the Netherlands, Damen operates 35 shipbuilding and repair yards, and employs 12,000 people worldwide.

Damen has delivered over 7,000 vessels to more than 100 countries and typically builds around 175 vessels annually. Due to its unique, standardised ship-design concept, Damen is able to guarantee consistent quality.

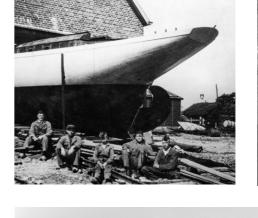


#### THE DAMEN STANDARD

# Design & Building philosophy

Damen has been refining its shipbuilding skills and craftsmanship for more than 90 years. Our Chairman Kommer Damen is a true pioneer in the maritime industry, introducing the standardised shipbuilding concept in 1969.

He understood that this concept gave Damen customers the benefit of being able to order Damen vessels from stock, ensuring a swift delivery. Extensive R&D and input from our customers over the generations means that Damen vessels continually evolve and improve. Damen ships are always based on proven designs and guaranteed to be built to the highest quality standards, resulting in unbeatable performance, which in turn leads to maximum uptime and the lowest total cost of ownership.



K.N.Z.H.R.M









#### Research & Development

The standardised shipbuilding concept has significant implications for Damen's RD&I activities. Anticipating market needs in the development of standard vessels enables us to implement state-of-the-art features within Damen's new designs. Building vessels in a series has also allowed Damen to develop extensive RD&I programmes that ensure continual knowledge and product portfolio evolution and enable the adoption of robust and reliable breakthrough technologies.

#### Innovation

Innovation is in Damen's DNA. The standardised shipbuilding concept and the Sea Axe hull are just two examples of our contribution to the development of the maritime industry. Innovation remains a key focus in all that we do.

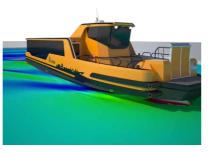
#### Modularisation & One-offs

Standardisation does not imply a set approach with no flexibility. Damen is also experienced in the production of custom one-off vessels. Additionally, an extremely wide range of modular options is available for the standardised ship portfolio, ensuring vessel optimisation whatever the task.

















#### DAMEN'S BACKBONE

# Research, Development & Innovation

Our RD&I programmes have led to many groundbreaking innovations. Commitment to continuous improvement reduces the environmental impact of our products over their entire lifecycle. Digitalisation of Damen products and services is an important part of our efforts. The potential of big data, almost limitless computational power and cloud computing enable us to develop lifelike simulation models, which are used to predict vessel performance. Damen acts at the forefront of knowledge and innovation, enhancing sustainability and digitalisation at every opportunity.



#### **NAVIGATING TO ZERO**

### **Sustainability**

Our dedication to our environmental, social and economic responsibilities includes working within the spirit of the law and voluntarily exceeding legal requirements. We seek to be innovative and to demonstrate leadership on the aspects of sustainability that are important to us and our stakeholders.

We design, manufacture, repair and service maritime solutions which enable us to have positive outcomes for our employees, clients, local communities and suppliers while preserving our oceans.

Navigating to

zero

#### Sustainable Solutions

It is the nature of our business that our products and services have a significant impact on the world around us. This is because of the materials we use, the extended lifetimes of our products and their end of life. That's why we believe in integrating sustainability as early as possible in the design of our vessels and taking the transition to the circular economy seriously.

#### >>> Sustainable Operations

Being aware of the impacts that we make as a company on the people and the environments in which we operate is all part of what we call keeping our house in order. Therefore we are committed to reducing our impact on the environment, keeping our people safe, providing good working conditions, and of course engaging with the local communities around us.

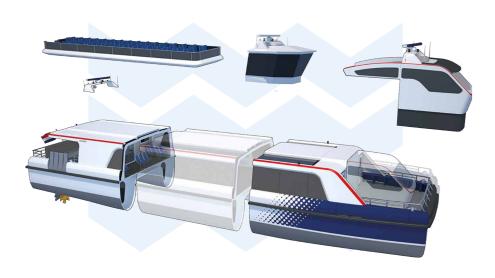
#### >> Sustainable Organisation

Becoming the most sustainable shipyard means transforming the Damen organisation now so that it will be responsive in the future. It means building a strong organisation where the principles of sustainability are fully embedded across all our businesses.

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#### **KEY TO SUCCESS**

# **Modular approach**



Building standard vessels in series gives our clients fast access to proven, reliable technology. Our standard designs can be tailored to individual needs via modular construction, so our clients receive the ideal vessel, whatever challenge they are facing. Standard designs can always be equipped with various options to suit specific tasks.

#### Benefits of standard vessel series

- > Fast response to customer requests
- Competitive pricing
- Tested and proven technology
- Continuous product development
- Interchangeability of ships, crews, spares
- Lower maintenance costs
- Guaranteed performance



#### PROVEN TECHNOLOGY, PROVEN QUALITY

# **Modular building**

At Damen shipyards all over the world, the standardisation process is most evident in the production of tugs.

State-of-the-art equipment and facilities result in the construction of proven, reliable vessels in the fastest possible timeframe. Damen is also experienced in the production of customised one-off vessels.

Additionally, a wide range of modular options is available for the standardised ship portfolio, ensuring vessel optimisation whatever the task. We also cooperate closely with partner yards, developing a unique programme for each project that leads to the optimal use of yard space and efficient construction.

#### **FINANCIAL SERVICES**

# Financing and leasing

Damen Financial Services offers a wide range of financing arrangements for all types of Damen vessels, equipment and products.

#### Supporting all kinds of clients

Damen Financial Services supports start-up companies to large entities, as well as government bodies.

#### **Relevant financial solutions**

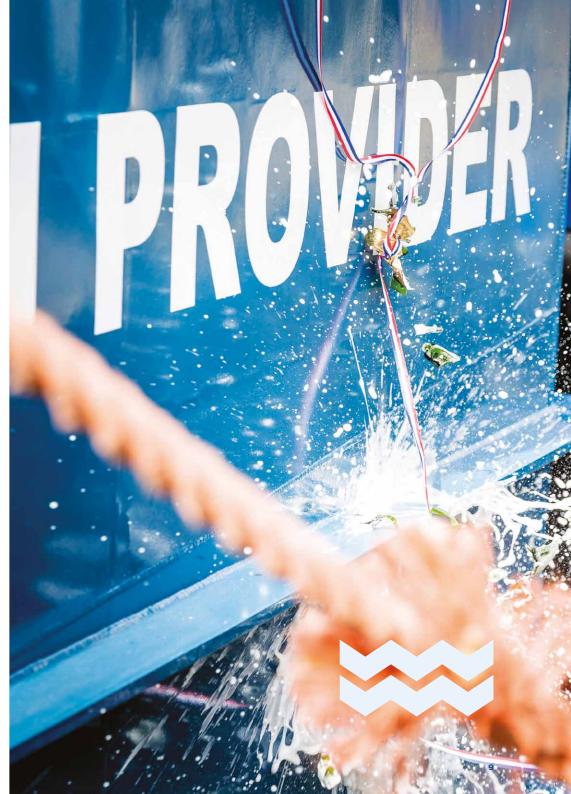
For complex and larger projects, a buyer's credit is used. For smaller, standard projects a supplier's credit is more feasible. Additionally, our customers are able to lease Damen vessels via Damen family-owned leasing companies. For special purpose companies, Damen Financial Services can provide support through project finance. This is based on projected cash flows related to contracts and anticipated contracts.

#### Strong financial network

For more than 40 years, Damen Financial Services has dedicated itself to arranging export loans and leasing facilities. During this period, long lasting relationships have been developed with national and international commercial banks, export credit insurers (e.g. the Dutch Export Credit Agency Atradius), investors and multilateral institutions.

#### Some of the major benefits are:

- Saving costs due to favourable loan durations, down payments and interest rates relative to local market conditions.
- A user-friendly service. Damen Financial Services will arrange the most suitable financial package on your behalf. This includes assisting with the application, the required documentation and conducting the necessary risk assessments.
- Our market knowledge and financing experience offers you access to a wide range of relevant financial solutions.





#### **BUYING AND SELLING**

# **Trading & Chartering**

Damen Trading is the specialised sale and purchase broker within Damen. Over the years, Damen Trading has gained extensive experience in vessel

brokerage and trade-in services. For customers, this results in a comprehensive service before, during, and after the acquisition of a vessel.

THINK GLOBAL, ACT LOCAL

# **Damen Technical** Cooperation



Damen can assist customers in building Damen vessels locally via Damen Technical Cooperation (DTC).

This highly flexible option results in a valuable transfer of technology and enables owners to enjoy Damen quality combined with the convenience of local production. Since DTC was established, over

1,000 vessels have been produced locally in more than 70 countries worldwide.

Damen can deliver anything from the licence and vessel design to a full material package and, if necessary, turnkey solutions based on client requirements. DTC's scope covers the entire Damen portfolio.



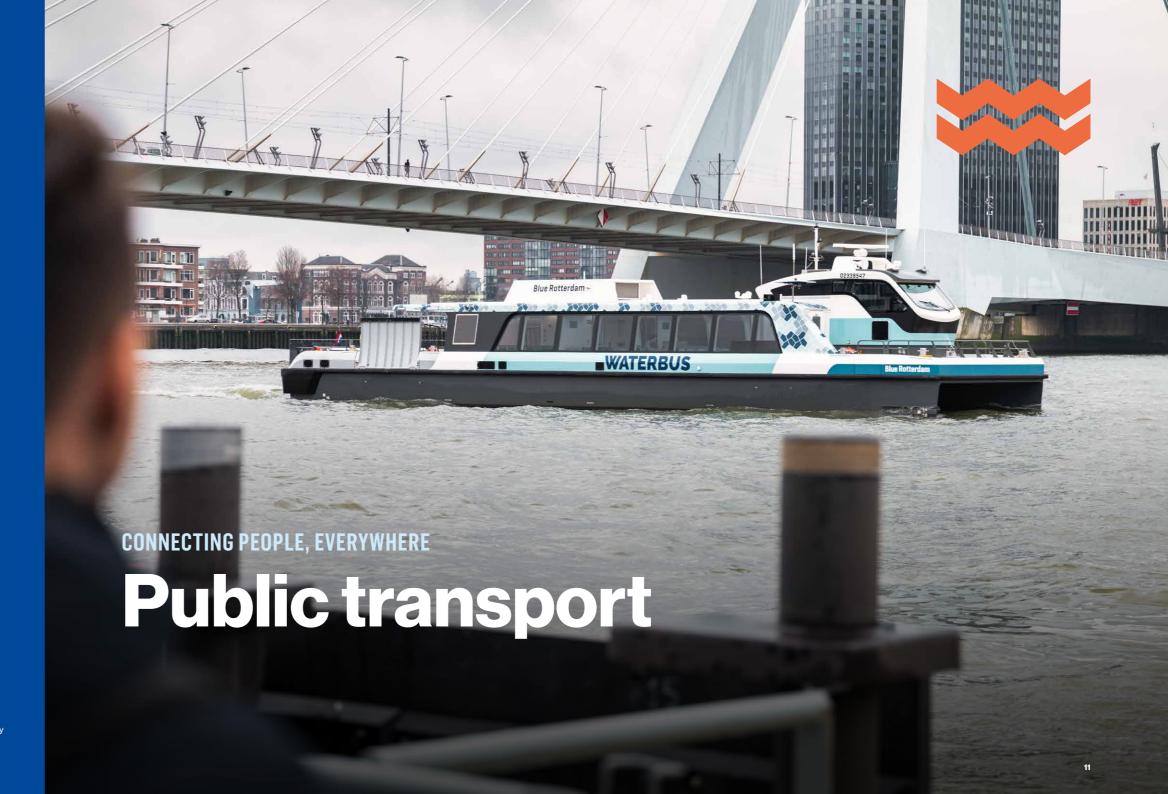
- ▶ Basic and/or detailed designs provided ▶ Renowned suppliers
- Proven design



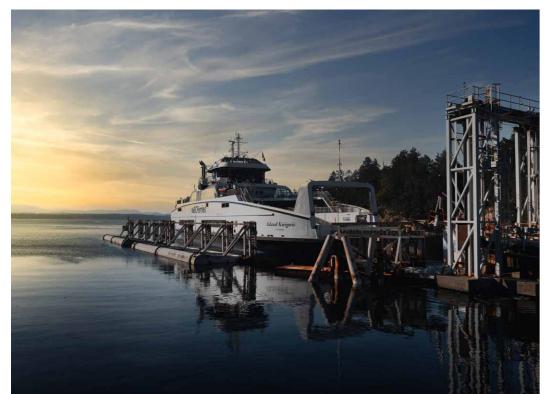
- Advanced logistics



- Transfer of knowledge/technology



#### YOUR PARTNER FOR PUBLIC TRANSPORT SOLUTIONS





















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# Connecting people, everywhere



#### **Life Lines**

- > Reliable vessels for reliable services
- > Robust transportation to remote areas
- > Improving economic development
- > Transportation of passengers, car and goods



#### Urban waterborne transport

- > Essential chains in transport networks
- Sustainable zero emission solutions are the standard
- Durable and robust
- > Fit for tomorrow's commuters



#### Road Ferries

- Connecting road systems with high efficiency
- > Tailored for heavy roll on roll off use
- Sustainable with automatic shore charging solutions (E-propulsion)



#### Tourism

- Providing excellent outside view
- Attracting people
- Quiet, clean, entertaining



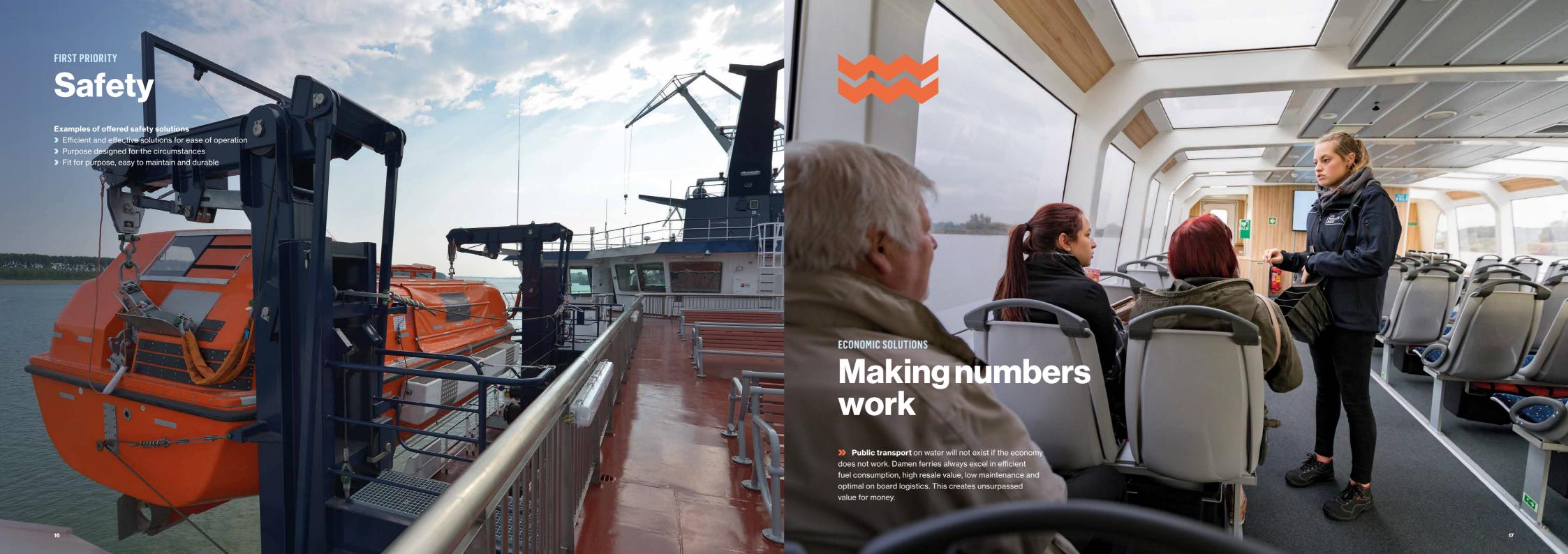
THE FULL PACKAGE

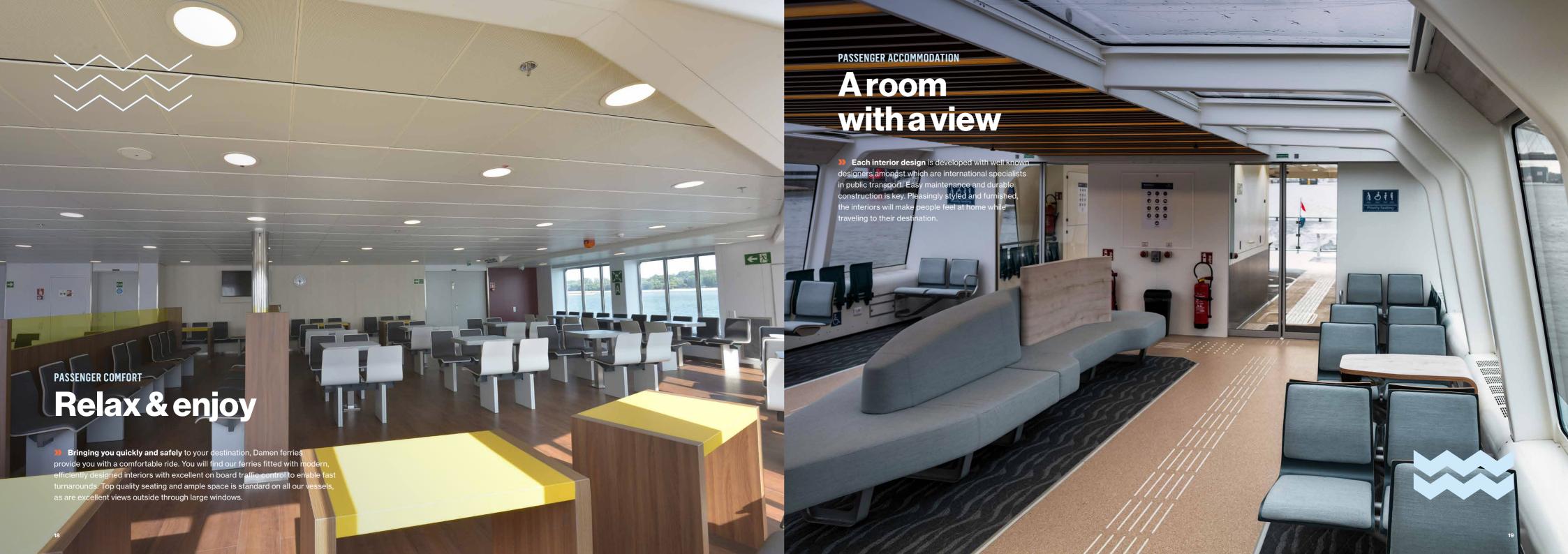
# On shore and en route

#### Damen can deliver the full package:

- ➤ Delivery of mooring stations and fendering
- ➤ Delivery of jetties and infrastructure
- ➤ Delivery of charging systems

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# RoPax (RPa) Passenger car ferry for offshore coastal areas serving cities in estuaries, islands, or peninsulas. Fast Ferries (FFe) High speed excellent passenger transport

for coastal offshore service to nearby destinations like cities, islands and

peninsulas.

- Road Ferries (RFe)
  Roll on roll off double ended car and passenger ferries, connecting highway systems, islands and cities. Mostly in large river areas, estuaries and near shore destinations.
- City Ferries (Fe)
  Passenger only ferries in urban areas often used as harbour busses, water tram systems and more short distance public transport on water.
- Waterbus (WBu)
  Passenger only high-speed commuter
  standardised ferries operating in urban
  areas or extended protected waters.



Ferries function as lifelines for islands and remote inhabited areas. Whether it's a visit to the doctor, to attend a family gathering, welcome guests or import fresh food: the ferry makes it possible.

Our lifeline ferries are reliable and affordable. The design aims for passenger comfort, high operability and predictable maintenance.

FAST ROPAX & ROPAX FERRY

# Life lines





#### Suitable for

- Cars and passengers
- Coastal and inter island routes
- ➤ Moderate to severe environmental conditions
- Medium and high speed



#### **Fast Ropax**

45 - 62 m

16 - 60

20 - 40 knots

Kiosk, crew accommodation



#### Suitable for

- Coastal routes in remote areas
- Inter island traffic
- ➤ Taking cars and trucks
- ➤ Passenger traffic with (extended) catering facilities
- Passenger long distance routes



#### Ropax Ferry

65 - 135 m

20 - 200

12 - 16 knots

Restaurant(s), passenger

cabins, bow ramp, quarter ramp, hoistable deck(s), ice class



# **Quick to coastal** destinations

The Damen Fast Ropax series consists of mid and high speed ferries for transportation of passengers and vehicles. They are available for coastal and seagoing routes.



**ROPAX FERRY** 

# **Easy along the coast**

Damen Ropax ferries are built to many sizes and capacities. All are fully tailored to specific routes and operations. This makes the best economical solutions possible and provides passengers with an effective means of transport.

Our designs include the capacity to take cars and trucks in many configurations through bow ramps, stern ramps, hoistable decks and more.



Many cities are crossed by rivers and estuaries. These offer an excellent opportunity for transportation of people from one place to the other. Commuters can avoid traffic jams when travelling between home and work by ferry. Instead of being imprisoned in a car, one can sit back and relax, read the morning newspaper, prepare for a day of work or check social media.

School children board with their bikes and continue their daily travel to school at the other side. A group of tourists take the opportunity to view the beauty of the city as seen from the water.

**WATER BUS & CITY FERRY** 

# transpor





#### **WATER BUS**

### **The Damen composite**

The Damen composite waterbus series features a versatile design that can be easily modified to meet customers' demands. The size of indoor seated and outdoor open deck area can be varied, offering the choice between a fully seated or a partly seated, partly standing configuration. The open aft deck can be used for outdoor seating and/or to carry bicycles.

A top deck module is available for the best outside view. With speeds up to 21 knots the low wash composite waterbus offers fast transportation at low operational and low maintenance costs.

Also available is a series of low speed, urban ferries for mass transportation over shorter distances.

#### Suitable for

- Passengers and bikes
- Scoot mobiles
- ➤ Connecting multiple stops en route
- ➤ Fast boarding of passengers
- Sight seeing



#### Water Bus

18 - 29 m

40 - 200

8 - 23 knots

opeeu

Steel, composite, aluminium, electric or hybrid propulsion, air-conditioning, entertainment, kiosk, circular interior, sanitary spaces





#### **CITY FERRY**

# Commuting in the most sustainable way

Waterways running through city centers and connecting cities with outlying urban areas are ideally suited for public transport. Our objective is to provide all cities around the world with zero emission solutions to make use of this available infrastructure. This can be done with our fully electric city ferries with shore charging at one or multiple

locations. Designs incorporate space for compact first and last mile solutions as bikes and scooters. Large windows and a modern appealing interior make it an attractive choice for the passenger to move through the city. Where electrification is not possible Damen has other solutions available to minimise the impact on the livability of urban areas.

#### Suitable for

- Public Transport in urban areas
- Sightseeing
- ➤ Meeting ultimate sustainable goals



#### **City Ferry**

zes 17 - 35 m

sengers up to 200

d 8 - 10 knots

Sanitary spaces, kiosk facilities, entertainment, shore charging with manual or automatic operation, mooring pontoon including shore side charging facilities



Competing with highways, bridges and tunnels, river crossing ferries act as niche players serving customers that do not want to take a detour. They connect areas where bridges are not an option. Strong, reliable and with a day in, day out service, these ferries play an important role in the lives of local communities.

Damen builds these vessels for customers all around the globe. From sophisticated passenger and car vessels to robust and simple workhorses, the vessels are purpose-built and fit for the job, 24/7, 365 days a year.

**ROAD FERRY** 

Empowering connections





#### Suitable for

- ➤ Short crossings in (extended) protected waters
- ➤ Easy drive on, drive off
- Quick turnaround
- ➤ Heavy duty deck for transport of cars and trucks



#### Road Ferry

40 - 120 m

ssengers 200 - 2,000

ars 40 - 200

peed 12 - 22 knots

Restaurant(s), diesel, LNG

or electric propulsion

#### **ROAD FERRY**

# Bring your own car

The Damen Road Ferries portfolio comprises a series of vessels built as workhorses to meet the diverse demands of our customers.

They serve routes that are considered the busiest of the world. Zero downtime, low maintenance and minimal costs are key drivers for the design and construction.

# Sustainable innovative propulsion systems

**Damen offers** a wide range of innovative propulsion systems that will improve the sustainable footprint of the vessel. These include hybrid systems, full electric powering with batteries and LNG as fuel.



Getting you there fast and comfortable. Quicker than traditional ferries, Damen Fast Ferries bring destinations within commuter range, enable horizons to be expanded and to increase the time at the destination for both local travelers and tourists.

Water always attracts people. Everyone, old and young, enjoys a comfortable ride while taking in beautiful coastal, inland or city surroundings. Many times, touristic functions add to ferry companies financial results. Damen ferries are all suitable for touristic operations and can easily be adapted with suitable seating arrangements.

**FAST FERRY & TOURISM** 

**Expanding horizons** 





#### Suitable for

- ➤ Fast passenger transport
- Coastal and inter island routes



#### Fast Ferry

24 - 42 m

25 - 40 knots

Business class seats,

100 - 450

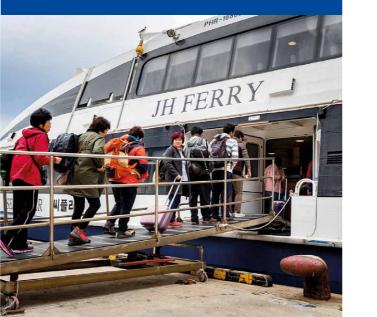
luggage rooms, boarding rooms



# A comfortable journey

The Damen Fast Ferries are a series of medium to high speed aluminium catamarans for passenger transport. They are designed for coastal and offshore operations, aiming at high passenger comfort, low fuel consumption and low maintenance costs. On shorter coastal routes Damen also offers electrified solutions.

Standard designs are available from 100 to 450 passengers, that can be adapted to specific client requirements. Various seat arrangements are possible, ranging from basic commuter seats to luxury first class seats. Passenger amenities such as luggage racks, kiosks and entertainment will be designed to the specific use of the vessel.



# A perfect view

For focused tourist routes, either connecting lake shores, connecting islands with mainland, coastal or city cruises, Damen can adapt its standard ferry solutions. Modular building solutions enable newly built vessels to sail on

landlocked lakes. To reduce the impact on the local environment and to increase the passengers experience of the surroundings Damen can offer fully electric ferries.



#### Suitable for

- Sightseeing of historical sites
- ➤ Entertainment on waterways
- ▶ Bringing fun to the public



#### Cruise

12 - 35 m

12 - 300

6 - 12 knots

Advanced audio/video,

(silent) electric propulsion, onboard dining





#### Suitable for

- ➤ Transport of vehicles
- > Transport of people



#### Modular Ferry

 Sizes
 18 - 40 m

 Passengers
 up to 250

 Speed
 5 - 9 knots

Superstructure, alternative propulsion arrangement,

deck arrangement, ramp



#### MODULAR FERRY

# **Built on site - anywhere**

The Damen Modular Ferry is specially designed for safe and reliable transport of people, vehicles and equipment on sheltered waters, lakes and inland waterways.

The vessel is built up from container-sized units and is transportable to land-locked and remote areas.

This provides new opportunities to build ferries wherever they are needed; anywhere in the world. The installed equipment is easily accessible for straightforward maintenance in daily operations.



#### PASSENGER TRANSFER

### **Connecting the flow**

A ferry is an integral component of a broader public transportation network, and it must operate in perfect harmony with other essential elements of the infrastructure. This encompasses a dock, protective structures, an entry bridge, a floating dock, a power charging system, a passenger waiting area, and ticket facilities.

Damen provides a comprehensive solution, including all of these components. Additionally, we are capable of supporting operators in enhancing their maintenance schedules for optimal efficiency.



Suitable for

InfrastructurePassenger terminals

Jetties



**CROSS CHANNEL FERRIES** 

# 'Delft Seaways' and 'Dover Seaways'

Damen Shiprepair Dunkerque (DSDu) carried out the annual drydocking of 187x29 metre sister vessels, the cross channel ferries *Dunkerque Seaways*, *Delft Seaways* and *Dover Seaways* for DFDS Seaways. As the vessels were also undergoing accommodation refurbishment, the logistics of the operation were key to project success. All vessels were delivered on-time and on-budget as DSDu prepared in

advance of the vessels' arrival and worked round the clock to ensure the eight day deadline per vessel. DFDS is a regular client of DSDu, due to the yard's location on the English Channel, excellent facilities and reputation for on-time delivery. Also, during 2017, DSDu carried out scheduled maintenance on the company's vessels, Côte des Dunes, Côte des Flandres and Calais Seaways.



**PASSENGER FERRY** 

### 'Stena Hollandica'



Damen Shiprepair Rotterdam carried out the docking of the 240 metre freight and passenger ferry *Stena Hollandica*. A key part of the docking was the installation of scrubbers to reduce the emission of sulphur compounds and particulate matter from the vessel's engines. Owner Stena Line is in the process of installing scrubbers on their vessels as part of an initiative to reduce its overall environmental impact.

The project was engineered and executed by Damen Shiprepair Rotterdam in partnership with Damen Shiprepair Amsterdam. Damen Green Solutions also provided specialist input as the department of Damen that focuses on developing and implementing the various technologies that enable vessels of all types to minimise their impact on the environment.

#### LIFECYCLE SUPPORT

### **Damen Services**



Damen Services cares for your fleet with a wide-ranging portfolio of customer support and after-sales services covering a vessel's complete lifecycle.

Where you need us, when you need us; we support you from deployment to decommissioning. Our diverse service options help you achieve your up-time and reliability goals whilst ensuring low lifecycle costs. Our global service network and availability guarantee a swift response.



#### START-UP **GETTING YOU GOING**

#### **Ship Delivery**

Through our worldwide service support network and knowledge of transport contracts, we offer comprehensive logistics to handle own-keel, heavy-lift, towage, and semi-submersible transport deliveries.



#### **Warranty Support**

Our philosophy of building long-term relationships with our clients extends to providing excellent warranty support. During the warranty period, we regularly visit our clients to ensure satisfaction with our products. In the event of a problem arising, we are well-placed to solve it swiftly.



#### **Technical Documentation**

Our professional and experienced in-house team provides all the technical documentation you need for safe, smooth and efficient operation that maximises the life of your vessel.



**DEPLOYMENT** 

#### Fleet Support

Our fleet support solutions make sure you can concentrate on your core business. We help you in achieving a reliable performance through offering remote support, the use of technological developments and total lifecycle support.



#### **Training**

Our training programmes help to ensure your employees are skilled, motivated, and committed. This approach helps you to reach the all-important goals of reduced operational costs and improved vessel uptime.



#### **Integrated Logistics Support**

Integrated Logistics Support (ILS) helps you to improve availability and maintainability of your fleet and assets.



#### **Technical Assistance**

Damen Services delivers the technical assistance to ensure optimal performance throughout the entire lifecycle of your vessel. Our specialities cover problem solving, short, well organised docking periods and high quality maintenance and repair.



#### Parts & Equipment

Damen Parts Services offers competitive prices and efficient deliveries. Over the years we have built up strong purchasing power and a considerable supplier network. Thanks to our network of global Service Hubs, we can guarantee short response times.



#### Repair & Conversion

Our established global sales network provides you with dedicated repair and conversion contacts to assist, whatever your requirements may be.



#### **Services Portal**

The Damen Services Portal is an online platform that makes it easy for everybody involved in operating, maintaining and managing vessels to stay on top of their job.

**GLOBAL PRESENCE** 

### **Service Hubs**



#### Service Hubs

#### Europe

Damen Services Netherlands | Gorinchem Damen Services Germany | Hamburg Damen Services United Kingdom | Southampton

Damen Services Africa | Cape Town Damen Services Nigeria | Port Harcourt

#### Asia & Middle East

Damen Services Bangladesh | Dhaka Damen Services Middle East | Sharjah | Dubai Damen Services South East Asia | Haiphong

#### **Americas**

Damen Services Brazil | Rio de Janeiro Damen Services Canada | Victoria Damen Services Central America | Panama

Damen Services Australia | Brisbane

#### **Worldwide Service Hubs**

Damen's Service Hub network grew rapidly over the past few years. At present there are more than ten hubs on five continents. We continuously enhance our services in regions without proximity to a Damen Shipyard, but where Damen vessels are operating. Local presence enables our skilled engineers to respond faster than ever to your needs.



#### TRITON PLATFORM

# **Damen Digital Solutions**

In the age of connected computers, Damen builds digital twins of the vessels we produce. These twins contain all the elements that the real ship consists of. A digital twin is not only the copy of the design, it is connected to all of the sensors in the real ship. Operators at the ship owners' office can log in to their vessel and see

where the vessel is navigating in real time. More importantly, they can see particulars of the vessel's performance and condition.

At Damen Digital Solutions, we provide this service to shipowners, even for vessels that are not Damen-built. We call this system Triton.

EQUIPMENT

# **Damen Marine** Components



To guarantee our customers an optimal combination of vessel and equipment we design and manufacture a range of essential systems that are vital for propulsion, manoeuvring and other critical functions. These include nozzles, winches and steering and rudder systems together with their controls, all of which have a significant impact on our network of shipyards, we also work customers' onboard experience.

We base our designs on performance data from the previous ships that we have built. This data is used in combination with our in-house experience and our ecosystem of

vessel operators, research institutes and other renowned partners. These together form the knowledge-base that underpins our premium standard product portfolio. This knowledge is available for the optimisation of all ships, even non-Damen vessels. Not only do we supply Damen's global closely with third-party shipyards around the world.

With a focus on quality and maximum user efficiency, Damen equipment ensures the optimal performance of your vessel.



#### **DAMEN SHIPYARDS GROUP**

### A broad scope of vessels

General Summary: Damen Shipyards
Group operates 35 shipbuilding and
repair yards, employing 12,000 people
worldwide. Damen has delivered
over 7000 vessels in more than 100
countries and builds some 175 vessels
annually. Due to its unique, standardised
ship-design concept, Damen can
guarantee consistent quality.

How we build: Damen's focus on standardisation, modular construction and keeping vessels in stock leads to short delivery times, low 'total cost of ownership,' high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology.

Products & Services: Damen offers a wide range of products, including tugs, workboats, naval and patrol vessels, high speed craft, cargo vessels, dredgers, vessels for offshore industry, ferries, pontoons, and superyachts.

For nearly all vessel types, Damen offers a broad range of services, including maintenance, spare parts delivery, training, and the transfer of (shipbuilding) know-how. Damen also offers a variety of marine components such as nozzles, rudders, winches, anchors, anchor chains and steel works.

#### Damen Shiprepair & Conversion (DSC)

has a worldwide network of fourteen

repair and conversion yards of which ten are located in North West Europe. DSC has more than 40 floating (and covered) drydocks, including the longest at 420 x 80 metres, and the widest at 405 x 90 metres, as well as slopes, ship lifts and indoor halls. Projects range from the smallest simple repairs through to Class compliance, maintenance, complex refits and the complete conversion of large offshore structures. DSC completes around 1,500 repair and maintenance jobs annually, both at yards, as well as in ports and during voyages executed by our dedicated Harbour & Voyage team.

#### Colophon

04-2024

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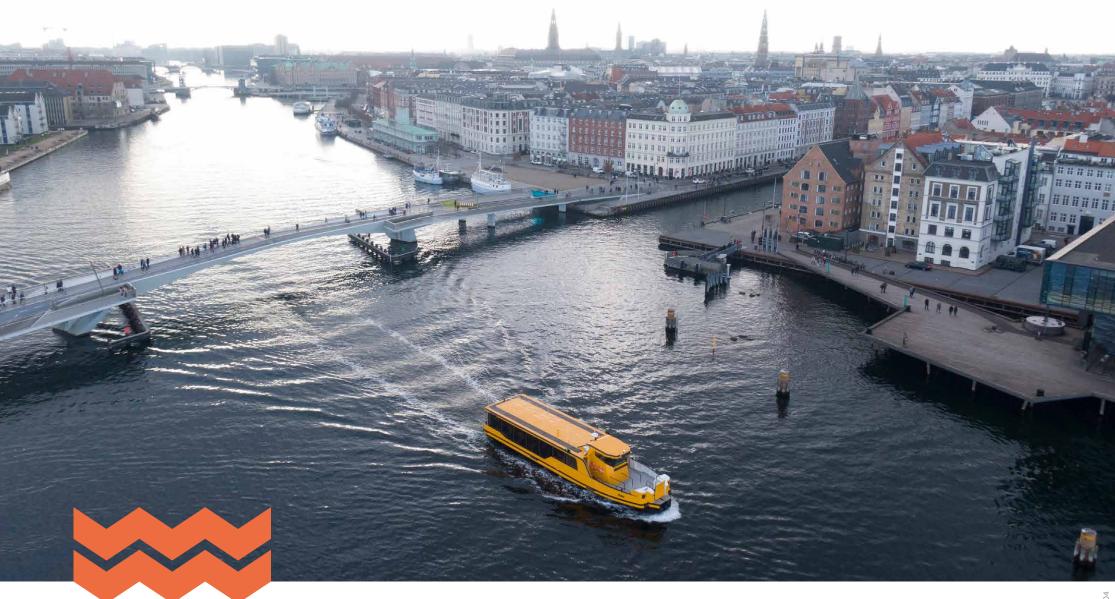








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