



**Fishing**

**DAMEN**





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# The importance of fish for everyone

The Earth's population continues to grow, raising the question, 'how will we be able to provide enough food for all these people?' Fishing will continue to play an important role in providing food

throughout the world. Additionally, the fishing industry is of crucial economic importance, providing a living – and a way of life – for as many as 500 million people globally.

Damen will continue to play its part in developing solutions to help feed the future and to help those who brave the seas and oceans to fish in safety and in comfort.







## GLOBAL PRESENCE AND SUPPORT

# Founded in the Netherlands

Founded in 1927 in Hardinxveld in the Dutch province of South Holland, Damen is a true Dutch company at heart. The values we started out with – reliability, quality craftsmanship, value for money and building close relationships with customers – remain a strong part

of our culture today; a culture that we have taken to the world. Damen operates over 35 newbuild and repair yards, plus Service Hubs, sales offices and marine components facilities in 20 countries across six continents.

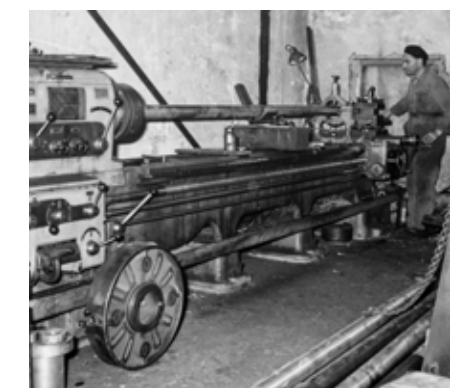


## THE DAMEN STANDARD

# 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, having introduced the standardised shipbuilding concept back in 1969. He understood that this concept gave Damen customers the benefit of being able to order 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 vessels are 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.





### » Research & Development

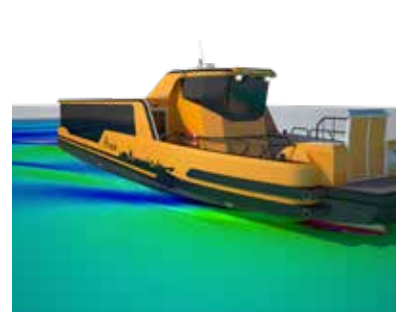
The standardised shipbuilding concept has significant implications for Damen's RD&I activities. Anticipating market needs in the development of standard vessels enables us to implement state-of-the-art features within new designs. Building vessels in series has also allowed us to develop extensive RD&I programmes that ensure continual knowledge and product 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 developments in 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 ground-breaking 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 we use to predict vessel performance. Damen acts at the forefront of knowledge and innovation, enhancing sustainability and digitalisation at every opportunity.



### » 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 the processes occurring at the end of their lifecycle. This is why we integrate sustainability as early as possible into the design of our vessels, making the transition to the circular economy a priority.

### » Sustainable Operations

Being aware of the impact that we, as a company, have on the environments in which we operate and the people within them, is a major part of keeping our house in order. We are committed to reducing this impact, keeping people safe, providing good working conditions, and engaging with the local communities around us.

### » Sustainable Organisation

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

## NAVIGATING TO ZERO

# Sustainability



Our dedication to our environmental, social, and economic responsibilities includes always working within the law and voluntarily exceeding legal requirements. We seek to be innovative and to demonstrate leadership in relation to sustainability, understanding the importance of this for our future and for that of our stakeholders.

We design, manufacture, repair, and service maritime solutions that enable a positive outcome for our employees, clients, local communities, and suppliers, while preserving our oceans and waterways.



KEY TO SUCCESS

# Modular approach



Building standard vessels in a 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 modular building**

- › 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, combined with state-of-the art equipment and facilities result in the construction of proven, reliable vessels in the fastest possible timeframe. A wide range of standard and modular options is available for the standardised ship portfolio, ensuring vessel optimisation whatever the task.

In the case of working with third-party yards, we cooperate closely with the partner, 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 everything from start-up companies to large entities, as well as government bodies.

**Relevant financial solutions**

For complex and larger projects, a buyer's credit is applied. 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, we have developed long-standing relationships 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 behalf of our clients. This includes assisting with the application and required documentation and conducting the necessary risk assessments.
- › Our market knowledge and financing experience offers access to a wide range of relevant financial solutions.







## BUYING AND SELLING

# Trading and 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 everything 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.



### Design & Licences

- › Basic and/or detailed designs provided
- › License/royalty for multiple series
- › Proven design



### Material packages

- › Renowned suppliers
- › Materials on stock
- › Advanced logistics



### Building assistance

- › Assistance on-site
- › Enhance shipyard skills
- › Transfer of knowledge/technology



A reputation for excellence

# Fishing



It is our aim to become market leaders in the development and production of innovative and sustainable vessels for the cultivation, harvesting and catching of fish from the sea. In this way we intend to secure the future of our industry for the generations to come.

Damen is developing a future-proof fishing fleet. This is in recognition that the future demands that we have zero impact on our environment. The move to zero emissions and zero pollution must start now. To achieve this, the fleet must evolve from conventional to completely emission-free operations, along with the adoption of optimal comfort and working conditions.

# Good Stewardship






Marine fisheries have grown in strength, size and efficiency over the decades. Through technological improvements and behavioural changes, the fishing sector can substantially decrease damage to aquatic ecosystems, reduce emissions and lower its fuel costs. It is our responsibility to fulfil these goals.

NEED FOR NUTRITION

# Active Fishing





<b>Shrimp Trawler 2607</b>	
Length o.a.	26.45 metres
Gross tonnage	149 gross tonnage
Speed	9 knots
Fish hold cap.	90 m³



**SAFE AND STURDY**

# Shrimp Trawler

Fuel consumption is the major cost driver in the operation to fish (tropical) shrimps. The market demands a safe and sturdy vessel that is easy to maintain. Therefore,

Damen, has developed such a vessel with focus on reducing fuel consumption and emissions as much as possible. The Shrimp Trawler is easy to maintain and service and

the standardisation of equipment ensures the constant availability of spare parts. The basic vessel can be upgraded with optional extras.





#### Multipurpose Trawler 2608

Length o.a.	25.70 metres
Propulsion power	442 kilowatts
Speed	9.5 knots
Fish hold cap.	125 m³
Executions	Stern trawler, shrimper, purse seiner, pole and line, longliner, fish collecting and transport



#### SAFE, ECONOMIC AND AFFORDABLE VESSELS

## Multipurpose Trawler

The design is based on functionality, ready for high quality catches and easy on maintenance. The standardisation of the designs ensures the constant availability of spare parts.

The Sea Fishers are available in several versions for different fishing methods. Such as a shrimper version and a Stern Trawler version.

The Sea Fisher range offers you a safe, economic and affordable vessel for coastal and deep sea fishing operations.



#### Twin Rigger / Flys Shooter 3209

Length o.a.	27 - 32 metres
Speed	10 - 12 knots
Fish hold cap.	95 - 250 m³
Propulsion power	709 - 1,035 kW

#### MULTIPLE FISHING

## Wet Fish Trawler

The Damen Wet Fish Trawlers are ideal for fishing with common fishing methods, such as twinrigging and Scottish seine (flyshoot). This is a special method which significantly reduces the requirement to drag the

net through the water, allowing the use of a smaller engine. The Damen Twin Rigger/Fly Shooter is the perfect vessel for fishing according to this method because of its high manoeuvrability and manageable size.

This is fishing in the most economical way, with optimal environmental efficiency, to obtain the highest quality of fish, fresh and unspoiled on board.





Many of the fishing techniques currently applied date back to ancient times. Fishing has always played an important role in feeding the world's population. To satisfy the demand for fish we have developed a variety of modern fishing vessels over the years, each of which is set up for your dedicated fishing technique.

LOW IMPACT HARVESTING

# Passive Fishing







## SAFETY AND QUALITY

# Crab Catcher

The Damen Crab Catcher has a large cargo deck to safely handle and store the necessary cages. Conveyors easily transport the catch from deck to the onboard processing, cooking, freezing, packing and freezer hold.

A sliding table at starboard side ensures the release of female and juvenile catch. The Damen Crab Catcher provides the safest method to catch and process the catch for optimal quality.



### Crab Catcher 5712

Length o.a.	57.86 metres
Speed	12 knots
Fish hold cap.	500 - 640 m³
Propulsion power	1,620 kilowatts







#### Longline Fisher 2608

Length o.a.	25.7 metres
Speed	9.5 knots
Fish hold cap.	125 m³
Propulsion power	350 kilowatts

#### FUTURE-PROOF

## Longline Fisher

Longline fishing is, in scientific terms, regarded as a LIFE (Low Impact Fuel Efficient) harvesting method and is one of the most sustainable ways to harvest wild fish from the ocean.



#### Pot Fisher 2608

Length o.a.	25.7 metres
Speed	10 knots
Fish hold cap.	125 m³
Propulsion power	350 kW

#### LOW IMPACT

## Pot Fisher

Pot fishing is probably the oldest form of fishing. The low impact of the static gear on the seabed, combined with its selectivity, contribute to the sustainability of this fishing technique.





Damen has an excellent reputation internationally for building Fishery Research Vessels. In the design, construction and outfitting, close attention is paid to minimising noise and vibration both on board and underwater.

CUTTING-EDGE SUSTAINABILITY

# Fishery Research







#### Suitable for:

- › Stocktaking
- › Testing gear
- › Hydrographic and oceanographic operations
- › Environmental and geological sampling
- › Environmental research operations
- › Seabed mapping



#### Fishery Research Vessel range

Length o.a.	28 - 85 metres
Speed	10 - 15 knots
Accommodation	16 - 52 persons
Deadweight	68 - 979 tons



## ESTABLISHING SUSTAINABLE FISHING OPERATIONS AND FISH STOCK MANAGEMENT

# Fishery Research Vessels

Fishery Research Vessels are a necessary tool in establishing sustainable fishing operations and fish stock management. These vessels are equipped for a wide range of tasks. These include stocktaking, testing gear and hydrographic and oceanographic

operations. The vessels can also be used to carry out environmental and geological sampling, environmental research operations and seabed mapping.



In August 2018, Damen Shipyards Galati delivered a Fishery Research Vessel (FRV) 7417, named *Baía Farta*, to the Angolan Ministry of Fisheries.

This vessel boasts a number of state-of-the-art features. The FRV has Silent A/F/R class notation and is suited to various purposes. The FRV 7417 is

suited to various purposes, including hydrographic operations, acoustics research, pelagic and demersal trawling, plankton, water, environmental and geographical sampling, oil recovery and emergency towing operations.



YOUR PARTNER IN MAINTENANCE AND CONVERSION

# Damen Shiprepair



Damen Shiprepair has over 100 years of experience in providing maintenance, repair, conversion and refit services to vessels of almost every kind, all over the world, from its strategic yard locations, at sea or in port. We carry out over 1,500 projects annually, applying the Damen core values of craftsmanship, entrepreneurship, fellowship and stewardship.

➤ REPAIR ➤ CONVERSION ➤ REFIT ➤ MAINTENANCE ➤ HARBOUR & VOYAGE

CASE:

## Complete renovation *Willem van der Zwan*

The *Willem van der Zwan* is one of the largest vessels in the Dutch fishing fleet. The vessel caught fire in 2007 and was totally burnt out. A year later, she moored at Damen Shiprepair Vlissingen for a complete renovation. First, all re-usable parts were removed, after which the demolition of the burnt top construction of the ship began.

Before the rebuilding started, the vessel was dismantled, thoroughly cleaned and docked in the covered drydock to remove accommodation, ship's shell and decks. Various parts were replaced, engines overhauled and, a few weeks later, the vessel left the dock to be finished alongside one of the yard's quays.

At this stage, the fish processing equipment and accommodation was installed. In the months that followed, the yard carried out a lot of repairs and renovations to deliver the *Willem van der Zwan* as good as new:

- Hull, accommodation section with new interior and paintwork were renewed;
- Propeller shaft was fitted back into position;
- New electrical winches were installed;
- Bridge equipment such as navigation equipment was installed;
- Engine and fish factory were finalised before commissioning.





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 uptime and reliability goals whilst ensuring low lifecycle costs. Our global service network and availability guarantee a swift response.



START-UP  
GETTING YOU GOING

DEPLOYMENT  
KEEPING 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.



**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

**Africa**

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

**Australia**

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 this age of connectivity we have developed Damen Triton. With Triton, Damen builds a digital twin of the vessel. These twins contain all the elements that the real ship consists of and is connected to thousands of sensors located around the vessel.

Operators at the shipowners' office can log in remotely to their vessel and see, in real time, where it is operating along with the particulars of its performance and condition. We offer the Damen Triton service to owners and operators of Damen and non-Damen vessels alike.

## EQUIPMENT

# Damen Marine Components



To guarantee our customers the optimal combination of vessel and equipment, we design and manufacture a range of essential components 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 customers' onboard experience.

We base our designs on performance data from the ships we have previously built, combined with the knowledge and experience within our network of vessel operators, research institutes and

other renowned partners. Collectively, this input forms the knowledge-base that underpins our premium standard product portfolio.

Our products are suitable for use on Damen and non-Damen vessels alike. As such, in addition to supplying our own global network of shipyards, we also work closely with third-party shipyards around the world. With a focus on quality and maximum user efficiency, Damen Marine Components ensures the optimal performance of our clients' vessels.

## DAMEN SHIPYARDS GROUP

# A broad scope of Solutions

### General Summary

Damen Shipyards Group operates over 35 newbuild and repair yards, plus Service Hubs, sales offices and marine components facilities, employing 12,500 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 and services

Damen offers a wide range of products including tugs, workboats, naval and patrol vessels, high speed craft, cargo vessels, dredgers, vessels for the 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

Damen Shiprepair has a worldwide network of fourteen repair and conversion yards of which ten are located in North West Europe. Damen Shiprepair 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. Damen Shiprepair 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.



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