THE DEGREE OF DTC'S INVOLVEMENT DEPENDS ON CUSTOMER PREFERENCES.

DESIGN & LICENCES
- BASIC AND/OR DETAILED DESIGNS PROVIDED
- LICENCE/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 VARIETY OF OPTIONS
- DESIGN & LICENCES + MATERIAL PACKAGES
- DESIGN & LICENCES + BUILDING ASSISTANCE
- DESIGN & LICENCES + MATERIAL PACKAGES + BUILDING ASSISTANCE
- DESIGN & LICENCES + MATERIAL PACKAGES + BUILDING ON-SITE/TURNKEY PROJECT

ADDITIONAL DTC SERVICES
Additional DTC services can be provided as part of a wider DTC project. These include:
- FEASIBILITY STUDIES
- YARD UPGRADE
- YARD CONSULTANCY
- ON THE JOB TRAINING

THE DEGREE OF DTC'S INVOLVEMENT DEPENDS ON CUSTOMER PREFERENCES.
DTC delivers everything from the licence and vessel design, to a full material package for the entire Damen vessel portfolio. If required, DTC can provide building assistance and even yard upgrades too. 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.

DTC can supply vessels from our own shipyards or assist clients in building Damen vessels locally via Damen Technical Cooperation (DTC).

DTC – THINK GLOBAL, ACT LOCAL

Building Damen vessels at a yard of your choice.
DECADES OF HELPING CUSTOMERS BUILD DAMEN VESSELS

Right from the early days our chairman Kommer Damen recognised the importance of offering vessels from Damen’s own shipyards, together with the possibility of local construction. He wanted to provide customers with as much flexibility as possible and this philosophy continues today. Since then, DTC has successfully supplied its broad scope of services in more than 1,000 projects located in more than 60 countries on every continent.

DTC guarantees Damen performance wherever the vessels are built in the world.
FULLY ELECTRICAL FERRIES

Deliver of the new PSV 3300

Pollution control/Salvage tug built in Poland

PSV 3000 built in Brazil at Wilson, Sons

Cutter Suction Dredger 500 built in Indonesia

Sigma frigate built in Mexico

First project at Wilson, Sons Brazil: Stan Tug 1906/Buoy Layer

Stan Tug 2608 built in the Caribbean, Dominican Republic

Land-locked DTC project: Ferry built to operate on the Bodensee, Germany

PSV 3000 built in Brazil at Wilson, Sons

Over 1,000 DTC projects have successfully been completed

1992
Damen Stan Tug 4 built in Peru

1996
Pollution control/Salvage tug built in Poland

2003
Stan Tug 2608 built in the Caribbean, Dominican Republic

2006
Land-locked DTC project: Ferry built to operate on the Bodensee, Germany

2008
PSV 3000 built in Brazil at Wilson, Sons

2015
Over 1,000 DTC projects have successfully been completed

1994
First project at Wilson, Sons Brazil: Stan Tug 1906/Buoy Layer

2000
Stan Tugs 1605 built in Pakistan

2004
Building starts in Vietnam: Search and Rescue vessels for Vinamarine

2007
First project at Song Thu Corporation: Salvage Tug for Vietnamese Coastguard

2010
Cutter Suction Dredger 300 built in Indonesia

2019
Sigma frigate built in Mexico

1992
1996
2003
2006
2008
2015
1994
2000
2004
2007
2010
2019

GLOBAL ACTIVITIES DAMEN SHIPYARDS GROUP

GENESIS OF DAMEN’S ASD TUGS

NAVAL VESSELS: ROYAL SCHELDE JOINS DAMEN

AXE BOW CONCEPT DEVELOPED

RESEARCH ON HYBRID TUGS

DELIVERY OF THE NEW PSV 3300

STV AT “SAIL AMSTERDAM”
DAMEN TECHNICAL COOPERATION

DAMEN DESIGNS BUILT WORLDWIDE

EUROPE
Albania
Belgium
Croatia
Denmark
France
Germany
Greece
Iceland
Italy
Poland
Romania
Russia
The Netherlands
Turkey
Ukraine
United Kingdom

AMERICAS
Argentina
Brazil
Canada
Colombia
Cuba
Curacao
Dominican Republic
Ecuador
Guyana
Martinique
Mexico
Netherlands Antilles
Nicaragua
Peru
Suriname
Trinidad & Tobago
Uruguay
United States of America
Venezuela

AFRICA
Cape Verde
Egypt
Libya
Madagascar
Malawi
Mauritius
Morocco
Nigeria
Senegal
South Africa
Sudan
Tanzania
Tunisia
Uganda
Zambia

ASIA
Australia
Bangladesh
China
India
Indonesia
Korea
Malaysia
Pakistan
Singapore
Taiwan
Thailand
Vietnam

MIDDLE EAST
Iran
Kuwait
Oman
Qatar
Yemen
Saudi Arabia
United Arab Emirates

STAN PATROLS – USA
PSVs – BRAZIL
STAN TUGS – PAKISTAN
FAST CREW SUPPLIER – MALAWI
STAN PATROLS – ALBANIA
OPY – VIETNAM
WHY CUSTOMERS CHOOSE DTC
THE FLEXIBLE OPTION

There are several factors driving demand for the DTC option. Sometimes geographic/inaccessible locations are the main reason – when it is simply not possible to deliver a vessel ex-yard, for example to inland lakes/rivers. Others include political/economical reasons such as import restrictions in the USA. But over the past few years the main driving force is the increasing need for local content requirement.

Undoubtedly, there is a global trend – from Nigeria to Brazil to Indonesia – for many countries to stimulate their own economies, employment and their shipbuilding industry by placing limits on imported goods and services. Complete vessels cannot be sold to the country directly and supplying material packages may also be limited.

Damen has very much anticipated this trend and believes that DTC provides customers with a flexible, comprehensive solution. Through DTC, Damen is still able to deliver its top quality vessels in countries where it would not be possible for the reasons outlined. DTC makes it possible to be a Damen customer, wherever you are in the world.

Damen’s focus on standardisation is one of our fundamental corporate values. The unique modular building concept was introduced after listening carefully to client feedback.
In each of our niche markets – from tug boats to supply vessels – Damen has developed a standard range. Based on a standard design, they can be equipped with a large range of options to meet specific customer requirements.

Damen’s extensive R&D Department represents a powerful force, especially when combined with the Dutch maritime technology cluster. All Damen vessels benefit from thorough R&D from their initial design, throughout the vessel’s entire lifetime. Our team is continuously improving our vessels, making them faster, quieter, more cost-efficient and more environmentally friendly.

GEOGRAPHICAL RESTRICTION
BUILDING A FAST CREW SUPPLIER AT LAKE MALAWI

POLITICAL REQUIREMENTS
FAST CREW SUPPLIERS BUILT IN THE USA

LOCAL CONTENT REGULATIONS
PSVs BUILT AT WILSON, SONS BRAZIL

POLITICAL REQUIREMENT: LOCAL FOR LOCAL
STAN PATROLS BUILT IN ALBANIA

ADVANTAGES OF HAVING DTC AS YOUR SHIPBUILDING PARTNER

- Proven designs of an extensive product range
- Design flexibility to meet specific demands
- Flexible approach completely geared towards client preferences
- Competitive access to design and licence product
- Vast array of standardised components kept in stock
- Short delivery times of required components
- Logistics of components adapted to building yard preferences
- Transfer of top-class shipbuilding know-how for the shipyard
- Building assistance at all levels of the shipyard’s organisation: from welding up to higher management
- Yard upgrades to facilitate DTC projects
- Assistance in proposal/tender phase
- Feedback from our own production yards
- Part of the building costs can be covered in local currency
- Attractive financing options
DTC solution to suit customer requirements.

Customers can choose exactly what they need, whether it is only the vessel design under a Damen licence, a full material package or a combination – the design, materials, shipbuilding assistance, advice and training. If the project requires, DTC can even renovate or construct the yard facilities for the newbuild vessel as well.

### DAMEN TECHNICAL COOPERATION

#### OUR MAIN SCOPE

**THE FLEXIBLE OPTION – A SELECTION**

<table>
<thead>
<tr>
<th>Design &amp; Licences</th>
<th>Material Packages</th>
<th>Building Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Basic Design</strong></td>
<td><strong>Renowned Suppliers</strong></td>
<td><strong>Assistance on-site</strong></td>
</tr>
<tr>
<td><strong>Complete Design Package</strong></td>
<td><strong>Materials on Stock</strong></td>
<td><strong>Efficient/Seamless Building Process</strong></td>
</tr>
<tr>
<td><strong>Licence/Royalty (Multiple Series)</strong></td>
<td><strong>Advanced Logistics</strong></td>
<td><strong>Knowledge Transfer/Training</strong></td>
</tr>
</tbody>
</table>

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**DTC CLIENT**

**Ship**

**Shipyard**

**Owner**

---

**Design & Licence Project:**

**STAN Patrol Vessels for the Canadian Coast Guard built by Irving Shipbuilding**
Damen employs around 1,000 engineers worldwide constantly working on new designs and improving our existing product range. Damen designs have been built many times. As Damen is a shipyard group, as opposed to a naval architects’ office, we have extensive experience in designing for construction. Decades of feedback from our own yards and customers worldwide, combined with continuous product development, have led to designs excelling in performance and quality.

DTC offers proven designs
Decades of customer feedback and requirements have been included in each new generation of our vessels.

Basic to detailed designs
We can provide everything from the basic design to a detailed design package.

Royalty/Licence fee
We can deliver the required design package to yards in a short period of time. A licence/royalty fee is paid for every vessel produced by the yard as part of the contract with Damen.

### ADVANCED OFFSHORE DESIGNS

### DESIGN & LICENCES

### ENGINEERING DEPARTMENT AT YOUR DISPOSAL

### "OFF-THE-SHELF" DESIGNS

---

**BASIC DESIGN PACKAGE**

The scope of basic design engineering includes at least:

<table>
<thead>
<tr>
<th>Technical specifications</th>
<th>General arrangements</th>
<th>Lines plan</th>
<th>Class-approved drawings</th>
</tr>
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<tbody>
<tr>
<td></td>
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<td></td>
<td>For:</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>- Hull and superstructure</td>
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<td></td>
<td></td>
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<td>- Propulsion and steering systems</td>
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<td></td>
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<td>- Primary ship systems</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>- Electrical Diagram (one-line)</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>- Deck and safety equipment</td>
</tr>
</tbody>
</table>

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**ADVANTAGES OF DAMEN DESIGN PACKAGE**

- Class-approved drawings where required
- Helps facilitate accurate vessel cost control
- Perfect starting point for further detailed design by the shipyard
- High level of basic engineering ensures rapid progression into production engineering and reduces the risk for the yard

Upon request, detailed engineering can also be provided by Damen.
**MATERIAL PACKAGES**

**Flexibility of delivery**
DTC provides full or partial material packages depending on the requirements of the client. Customers can choose how they want the material delivered. Damen can arrange everything, from customs to fully arranged shipment of material packages to remote locations.

**From raw materials to cut and bent**
Materials can be delivered in any shape depending on the wishes of the client. Steel can be delivered as a raw material package or a cut and bent, ready to use material package. Piping can be delivered in commercial lengths or as prefabricated pipe spools.

**Purchasing power**
With more than 30 Damen ship and repair yards worldwide, the Group has considerable purchasing power. This leads to lower costs for components and materials and this benefit is directly passed on to DTC customers.

- Scope and delivery of materials fully tailored to client needs.
- Client support throughout – A dedicated project manager from start up to delivery of the project.
- Large stock of standardised, high quality components enabling short delivery times.
- Reliable logistics due to extensive preparation, resulting in hitch-free production.
- Manuals and documents in accordance with end users’ requirements.

- Delivery of components adjusted to yard preferences and building strategy.
- Parts are supplied in Damen containers, which remain at the yard and can be used as temporary stores during the construction period.
- Long-lasting relationships with world’s most respected suppliers.
- Worldwide after-sales support through Damen Services.
Tailored building assistance
DTC can provide a broad scope of building assistance, ranging from construction up to management level if required. A dedicated site manager can oversee the building process and training for the local workforce can take place at a Damen yard or on-site as part of the project scope if the customer wishes.

Consultancy services
DTC can prepare feasibility studies to assess the project. Consultancy services for yard upgrades, workforce analysis, shipyard layout etc. can be provided if required.

Commissioning
In addition to a wide range of building services, DTC can assist clients with commissioning and sea trials. Damen’s highly experienced crew can help with both harbour and sea trials.

Benefits of building assistance
- Transfer of top-class shipbuilding know-how.
- The level of cooperation depends on the wishes and requirements of the client.
- Stimulates local employment and economy.
- Improves the building yard’s competitiveness in the market.
- Production support from DTC is at your disposal during the entire project.

- Training of shipyard personnel either at customer’s yard or at one of Damen’s own yards.
- Damen’s technical knowledge is based on years of shipbuilding expertise.
- Communication with the classification society and relevant governmental bodies can be undertaken by DTC.
DTC has successfully completed more than 1,000 projects in over 60 countries on every continent since it was established.

In the following pages, we highlight some of the projects in more detail.

**DAMEN TECHNICAL COOPERATION WORLDWIDE**

**STAN TUG FOR U.A.E.**
Abu Dhabi Ship Building located in Abu Dhabi, United Arab Emirates has built a Stan Tug 2608. DTC delivered a full engineering package, material package and building assistance.

**ATV FOR INDONESIA**
DTC delivered a full engineering package, material package and building assistance to the Indonesian yard PT Dumas to allow it to build an Aid Tender Vessel. The vessel is operating for the Indonesian government.

**ASD TUG BUILT IN RUSSIA**
DTC has delivered a full engineering package, material package and building assistance to the Russian yard Far Eastern Shipbuilding and Repair Center for an Ice Class ASD Tug 2310.

**STAN LANDER IN UGANDA**
Built for the Ministry of Works in Kampala, Uganda, this is a good example of DTC being of assistance in a land-locked situation. DTC delivered a full engineering package, material package and building assistance.

**STAN PATROLS BUILT IN ECUADOR**
DTC has delivered a full engineering package, material package and building assistance to the Ecuadorian yard Astilleros Navales Ecuatorianos EP. DTC organised the process in such a way that Astinave expanded its shipbuilding knowledge, including the ability to build to the Damen standard. The vessels are destined for the Ecuadorian Coastguard.

**STAN TUG 2608**

**STAN PATROL 2606**

**FAST CREW SUPPLIERS BUILT IN USA**
Blount Boats located in Rhode Island, USA has built 25 Fast Crew Suppliers 1605. DTC delivered full engineering packages and building assistance at the yard resulting in high quality vessels.

**STAN PATROLS FOR ITALY**
Italian shipyard Cantiere Navale Vittoria has built two Stan Patrol 5509 vessels for the Italian border police (Guardia di Finanza). DTC delivered a full engineering package, material packages and building assistance.

**STAN PATROL 5509**

**HULLS UNDER CONSTRUCTION**

**STAN LANDER ON LAKE VICTORIA**

**STAN LANDER IN UGANDA**
Built for the Ministry of Works in Kampala, Uganda, this is a good example of DTC being of assistance in a land-locked situation. DTC delivered a full engineering package and material package along with building assistance.

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**FINAL OUTFITTING**

**COMMISSIONING OF STAN PATROL**

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BROAD SCOPE OF SUPPORT

DTC provides everything from solely licences to full, turnkey projects worldwide. The following business cases give a better understanding of the flexible and pragmatic approach characterising DTC.

- **STAN PATROL VESSELS**
  - Bollinger Shipyards builds Fast Response Cutters for the USCG from a proven Damen design.
  - USA, North America.

- **PLATFORM SUPPLY VESSES**
  - Wilson, Sons builds a broad range of Damen vessels.
  - Brazil, South America.

- **STAN TUGS**
  - Engineering and material packages for proven Damen designs built at KS&EW.
  - Pakistan, Middle East.

- **FAST CREW SUPPLIER**
  - Building a Fast Crew Supplier at a remote African lake.
  - Malawi, Africa.

- **STAN PATROLS**
  - Yard upgrade and building Stan Patrols in Vlorë.
  - Albania, Europe.

- **STAN TUGS**
  - Long-lasting relationships with multiple Vietnamese yards – a true DTC success story.
  - Vietnam, Asia.
The partnership with Bollinger Shipyards dates back to the 1990s. The US Coast Guard (USCG) was considering a new type of patrol vessel and wanted a tried and tested, proven design concept for a ‘parent hull’ which Damen could deliver. The first licensing agreement covered 80 vessels for a Damen Stan Patrol 2600 design which was adapted by Bollinger to become the Marine Protector Class Patrol Boat.

More recently, through Bollinger Shipyards, Damen was awarded a licence contract for 58 Fast Response Cutters (Sentinel Class) based on the Damen Stan Patrol 4708 design. The first of these vessels was delivered to the USCG in 2010. Built in batches, 12 of these were built by Bollinger in 2014.

Bollinger Shipyards has built several Marine Protector Class patrol boats and Fast Response Cutters for the USCG. DTC delivered Damen parent hull designs to Bollinger for these successful vessel replacement programmes.

BOLLINGER SHIPYARDS BUILDS FAST RESPONSE CUTTERS FOR THE USCG FROM A PROVEN DAMEN DESIGN

Bollinger Shipyards, LLC. USA.

BACKGROUND END-USER
The USCG is renewing parts of its patrol fleet and requested proven, off-the-shelf designs.

LOCATION
Lockport, Louisiana, USA.

SCOPE OF SERVICES OFFERED
Design
VESSELS CONSTRUCTED
Marine Protector Class (Damen Stan Patrol 2600), FRC/Sentinel Class (Damen Stan Patrol 4708)

ENGINEERING ADAPTIONS
To build the FRC Bollinger Shipyards used a proven, in-service parent craft design based on the Damen Stan Patrol 4708. This design was adapted by Bollinger to meet USCG requirements which led to the vessels having an increased flank speed and fixed rather than controllable pitch propellers amongst other things.

ENLARGED SHIP CONCEPT
The Stan Patrol 4708 is based on the ‘Enlarged Ship Concept’ from the highly successful 26 m (87ft) smaller Stan Patrol version. The USCG was very familiar with the Damen design features from the 26 m Patrol designs already being built and decided to once again select Bollinger Shipyards and Damen as its strategic design partner for the FRC programme.
Damen and Wilson, Sons have enjoyed a business relationship for over 20 years. Starting with a small buoy layer in 1994, this relationship has seen more than 80 vessels delivered. Damen provides full engineering packages, partial material packages and has commissioning responsibilities. The offshore designs especially are tailored to the specific requirements of the Brazilian market.

This relationship shows how Damen has anticipated the demand for more local content in key oil & gas growth markets by using the DTC business model. DTC's track record in Brazil encompasses tugs, PSVs and other state-of-the-art offshore vessels. As well as constructing vessels for its own operating entity, Wilson, Sons is also open to building for third parties.

Brazil is very much an expanding market. The offshore sector particularly is demonstrating exceptionally strong growth. Local manufacturing is a key factor and DTC’s service ensures that the shipbuilder complies with the ever increasing local content threshold imposed by the government.

The long-lasting relationship with the Brazilian yard Wilson, Sons started in 1994 with small buoy layer vessels. DTC’s current track record comprises tugs, PSVs and other state-of-the-art offshore vessels.

DTC delivers full engineering packages, partial material packages and commissioning support for all of these vessels.

**WILSON, SONS BRAZIL BUILDS A BROAD RANGE OF DAMEN VESSELS**

The broad range of Damen designs built locally in Brazil includes tugs, PSVs and other state-of-the-art offshore vessels. DTC delivers full engineering packages, partial material packages and commissioning support for all of these vessels.

**BUILT FOR THE O&G MARKET**

This ROV Support Vessel was built for the local market at the Wilson, Sons yard in Brazil, according to Petrobras specifications and is able to offer a broad range of support functions. DTC delivered a full engineering package, partial material packages and commissioning support for this high-spec vessel.

**CLIENT**

Wilson, Sons.

**BACKGROUND END-USER**

Brazilian operators involved in harbour duties and offshore support.

**LOCATION**

Guarujá, São Paulo Brazil.

**SCOPE OF SERVICES OFFERED**

Design packages, material packages, commissioning services and warranty support.

**VESSELS CONSTRUCTED**

Broad range of tugs and offshore support vessels.

**ROV SUPPORT VESSEL**

**START COOPERATION**


**ASD TUG 2810**

**ASD TUG 2810**

**ASD TUG 3110**

**PSV 3000**

**PSV 4500**

**ASD TUG 2411**

**ROV SUPPORT VESSEL**

**NEXT GENERATION OFFSHORE SUPPORT VESSELS**

**FIRST TIME BUILDING FOR THIRD PARTIES**
Due to the strong growth of the business, Wilson, Sons has expanded its facilities. The expansion, named Guarujá II, is equipped with a dry dock which is 140 m in length and 26 m wide. The portal crane has a lifting capacity of 80 tonnes. These dimensions facilitate the construction of a wide range of larger vessels with higher specifications suitable for the stringent standards demanded by the offshore industry.

PSV 3000 'SAVEIROS ATOBÁ' operating for Wilson, Sons Ultratug Offshore. This PSV has been built at the Wilson, Sons yard from a full engineering package and a partial material package and is now performing daily supportive O&G duties in Brazilian waters.
Several Damen Stan Tugs and a Multi Cat have been built at KS&EW. DTC delivered full engineering and material packages to this renowned yard located in Karachi, Pakistan. This represents a long-lasting relationship based on quality and support.

KS&EW has ordered multiple engineering and material packages from Damen. The support KS&EW receives in combination with these proven designs is the basis of the success of DTC projects in Pakistan. Damen Shipyards is actively supporting the yard in Karachi from its Gorinchem headquarters. Several tugs and a Multi Cat have been completely manufactured at KS&EW after it received the engineering and material packages from Damen. KS&EW built Stan Tugs for the Pakistan Navy and a Multi Cat for the Karachi Port Trust to perform daily towing, mooring and pushing tasks.

DAMEN STAN TUGS AND MULTI CAT BUILT IN PAKISTAN

The relationship between Karachi Shipyard and Engineering Works (KS&EW) and Damen dates back to the Eighties. KS&EW is the only shipyard and oldest heavy engineering establishment of Pakistan catering for both shipbuilding and ship repair. It played an historical role in transferring technologies and in broadening the industrial base of the country.

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ENGINEERING ADAPATION
At the request of the client, Damen Engineering in the Netherlands revised the push bow of the Stan Tug 1605. This special feature facilitates safe handling of the Pakistan Navy's submarines while they are in port.
A Damen Fast Crew Supplier required for transportation services has been constructed locally at Lake Malawi. The conditions proved to be challenging but the flexible and pragmatic DTC approach resulted in a quality, high performance vessel.

**CLIENT**
Malawi Shipping Company.

**BACKGROUND END-USER**
The Malawi Shipping Company is privately owned running transportation services on Lake Malawi, as well as providing shipyard activities.

**LOCATION**
Monkey Bay, Lake Malawi, Malawi, Africa.

**SCOPE OF SERVICES OFFERED**
Design package, material packages, building assistance, advisory services, tool package.

**VESSEL CONSTRUCTED**
Damen Fast Crew Supplier 3307.

Portugal’s biggest construction company, Mota-Engil, has won the concession for all maritime activities in Lake Malawi. Part of the agreement is the replacement of an existing vessel with a new vessel for transport purposes. Due to the land-locked nature of Lake Malawi, the new vessel had to be built on-site. The proven Damen Fast Crew Supplier 3307 matched the requirements and was selected by our client to be delivered through DTC. The building location proved to be challenging with very limited facilities. DTC delivered a full engineering and material package and provided a broad scope of building assistance. Alongside this, yard consultancy and the required building tools were provided. Malawi Shipping Company christened the Fast Crew Supplier 3307 ‘Chilembwe’ at Monkey Bay Shipyard in Malawi in 2015.

**LOGISTICAL AND OPERATIONAL CHALLENGES**
Twenty six containers full of parts and equipment were shipped from the Netherlands to South Africa and then transported 2,500 km by road. Over 20 local people were trained in pipe fitting, electrics and aluminium welding. This was a true example of the transfer of knowledge boosting the shipyard’s capabilities.
After an extensive study, a decision was made to assemble the vessels locally. With the help of the former ‘ORET’ assistance programme from the Dutch Ministry of Foreign Affairs, which supports sustainable investment in infrastructural projects in developing countries, Damen Shipyards was selected to deliver four Stan Patrol Vessels. This project proved to be particularly challenging because of the lack of suitable facilities. Before building could start, the naval shipyard had to be upgraded and a new assembly hall was built. DTC delivered full material packages and provided building assistance and training. All four vessels have now been successfully commissioned and are performing their daily patrol and Search & Rescue duties.

Four Damen Stan Patrols 4207 have been ordered by the Albanian Ministry of Defence. Three of these vessels were assembled locally at a naval yard located along the Adriatic Sea. DTC has delivered a broad scope of services for this project, which includes consultancy, a complete new assembly facility, a full material package and training in both Albania and the Netherlands.

DAMEN STAN PATROL 4207, BUILT IN ALBANIA

The Albanian Government is working on the transformation and revitalisation of its coast guard and navy. To successfully monitor and protect its territorial waters, as well as being able to perform coastal patrol and SAR operations, the government has embarked on an ambitious fleet replacement programme where it is looking to replace older vessels for new Patrol vessels to perform coast guard duties.

YARD UPGRADE AND BUILDING STAN PATROLS IN ALBANIA

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The Albanian Coast Guard needed to upgrade its fleet for future tasks. The project included the overhaul of Vlorë Naval Shipyards, as well as building a new assembly hall, where vessels as large as 60 m can be constructed. Along with the assembly hall, a complete tool package was delivered for the successful construction of the Stan Patrol vessels.

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Damen has a well-established history in Vietnam and has been working with Vietnamese shipyards since 1997. Numerous vessels have been delivered over the years from different locations in Vietnam. Damen’s history in Vietnam started with an export subsidy from the Dutch government to stimulate the local shipbuilding sector in Vietnam. Initially, Damen built up its presence in Vietnam by subcontracting to yards in Hai Phong. Currently, Damen works successfully with several yards in Vietnam giving employment to more than 6,000 people, building vessels for both the local and export market. Over the years Damen has invested a great deal in training and knowledge transfer. For all projects, full engineering packages, partial material packages and various types of building assistance are delivered to the yards. Damen has built up long-term partnerships and friendships based on trust and respect from both sides. And the bond with the country became even stronger in 2014 when it opened its first joint venture yard – Damen Song Cam.

**Partnerships and Friendships Based on Trust and Respect**

Damen works closely with Vietnamese yards transferring knowledge to ensure vessels are built to Damen quality standards. Engineering, work preparation, component procurement, associated logistics and building strategy advice are just some of the services offered to the yards.

**Client**
- Several Vietnamese yards.

**Background End-User**
- Ranging from Vietnamese Government to offshore service providers in Mexico.

**Location**
- Several locations along Vietnamese coast.

**Scope of Services Offered**
- Full design package, material packages and building assistance.
- Over 250 vessels ranging from tugs to Offshore Patrol Vessels.

**DTC in Vietnam**

DTC supplies full engineering packages, partial material packages and various forms of building assistance.
Damen Shipyards Group operates 36 shipbuilding and repair yards, employing 12,000 people worldwide. Damen has delivered more than 6,500 vessels in more than 100 countries and delivers some 175 vessels annually to customers worldwide. Based on its unique, standardised ship-design concept Damen is able to guarantee consistent quality.

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.

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.

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