

22<sup>ND</sup> FEBRUARY 2019 – BRUSSELS

HERMAN VAN BUEREN – FINANCE MANAGER

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**DAMEN**



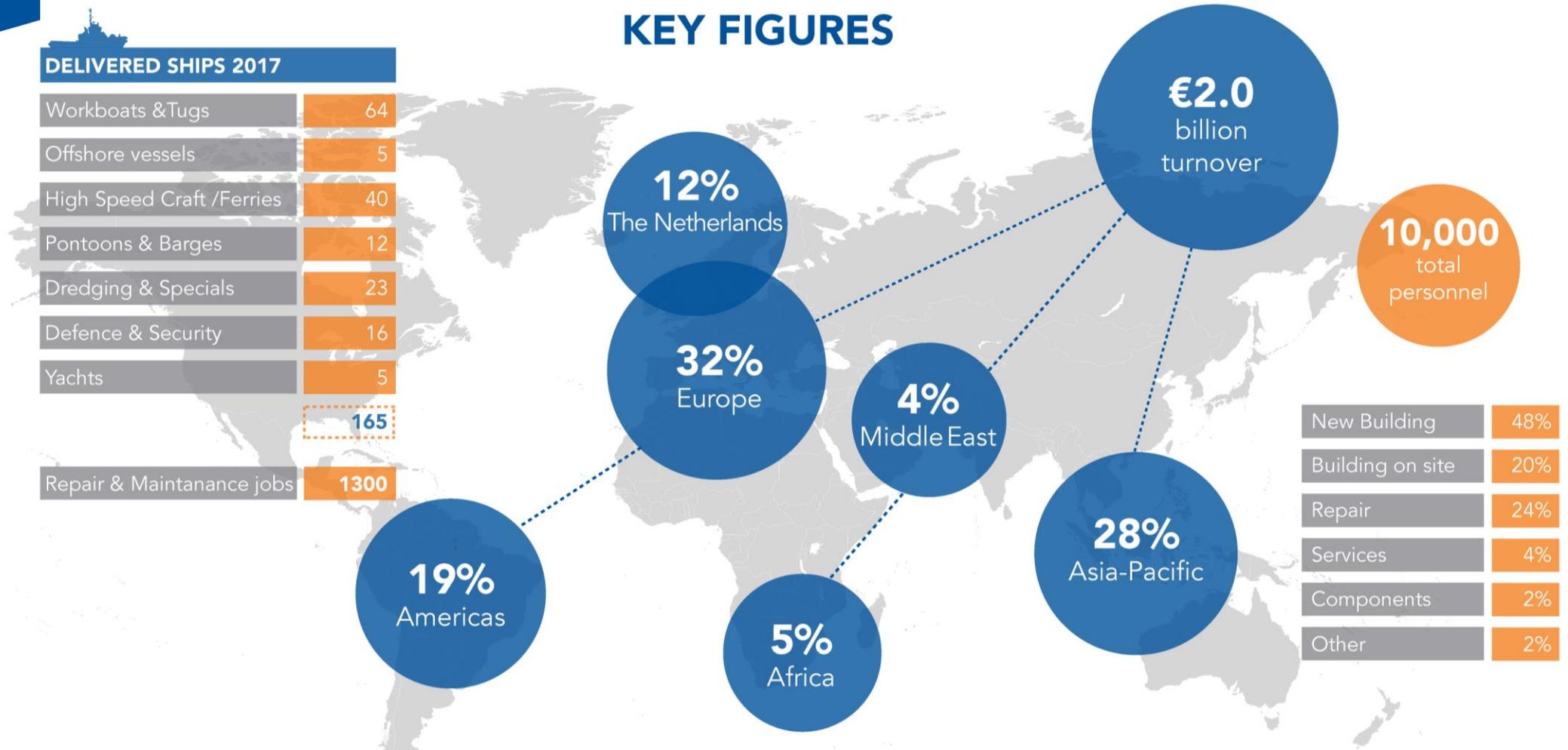
OVER 12,000 EMPLOYEES  
AT 36 YARDS ON 5 CONTINENTS

## KEY FIGURES

### DELIVERED SHIPS 2017

Workboats & Tugs	64
Offshore vessels	5
High Speed Craft / Ferries	40
Pontoons & Barges	12
Dredging & Specials	23
Defence & Security	16
Yachts	5
	<b>165</b>
Repair & Maintenance jobs	<b>1300</b>

## KEY FIGURES



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## 3 types of CEF Calls

1. CEF-T = Transport
2. CEF-E = Energy
3. CEF-Telecom=ICT infrastructure

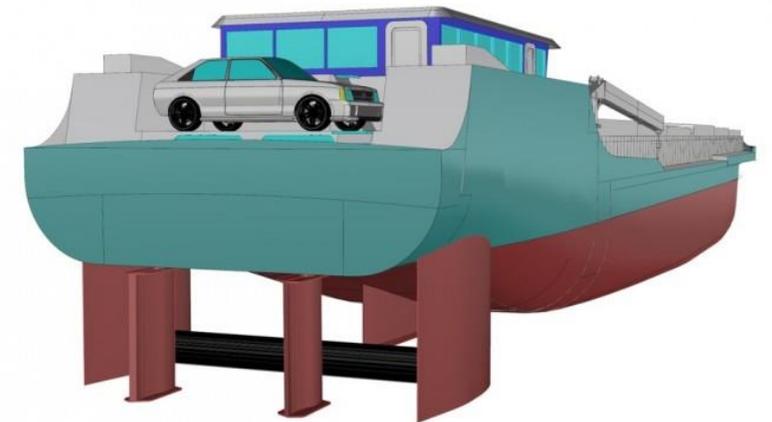
## International regulations by IMO

- Reduction of 50% CO<sub>2</sub> before 2050
- SO<sub>x</sub>, NO<sub>x</sub> reduction and demolition
- Ballast Water Treatment
- Lifetime vessel 20 – 30 years

- Rules & regulation developments within IMO is a cumbersome process and time consuming process.
- Local rules and regulations disturb the level playing field
- Horizon2020 accelerates the development of new technologies
- CEF accelerates the uptake in the market through risk and cost reduction

## Damen Shipyards Group CEF applications:

1. LNG Masterplan for Rhine-Main-Danube  
(Pro Danube Management GmbH)
2. Sustainable multimodal transport chain  
(O-Foil-Rotra; Multi modal LNG station (truck  
In-land shipping))
3. Two times for 30 LNG inland shipping vessels.



## Proposal

- CO2 Formula
- Price difference between an conventional vessel and zero emission vessel
- This ratio gives a score and can be used as a criteria

Best quality

Total solution provider

Fantastic company

Customer oriented

Vessels & Services

Standardization

Ship repair

Partnership

Ambitious

**Development / R&D**

Entrepreneurial

Achieving clients' goals

Ship building

Committed/proud

Family business/values

WORLDWIDE COMPANY

Building on-site

Dutch

Reliability/trust

Q & A



THANK YOU

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