

The logo for SEA Europe features the text "SEA Europe" in a white, sans-serif font. To the left of the text is a stylized white wave icon consisting of three curved lines. The background is a vibrant blue with a grid of thin white lines that create a sense of depth and movement.

SEA Europe

The Voice of
Maritime Civil & Naval Industries
in Europe



Commercial
Newbuilding
€ 9.5 bn



Commercial SMRC
€ 3.2 bn



Marine Equipment
€ 60 bn



Naval Newbuilding
€ 10.8 bn



Naval Maintenance
€ 4.2 bn



Mega Yachts
Newbuilding
€ 3.2 bn



SEA EUROPE:

The voice of the maritime civil and naval industries in Europe

- ▶ Promotes the mutual interests of its member associations.
- ▶ Promotes the interests of the maritime civil and naval industries.
- ▶ Is a recognised social partner in the Sectoral Social Dialogue Committee for Shipbuilding.
- ▶ Holds the secretariat of the Waterborne Technology Platform.

EUROPEAN SHIPYARDS:

Successful in very complex, technologically advanced markets

- ▶ Produce an annual turnover of about € 31 bn.
- ▶ Build and/or export most complex and technologically advanced civil and naval ships.
- ▶ Also delivering the technology for the development of emerging blue growth activities (offshore renewals, aquaculture, etc).
- ▶ ± 300 in building, repairing, maintaining or converting vessels.
- ▶ Employ more than 200,000 people directly.
- ▶ In terms of value, the civil and naval European orderbook together are bigger than its Asian counterparts.

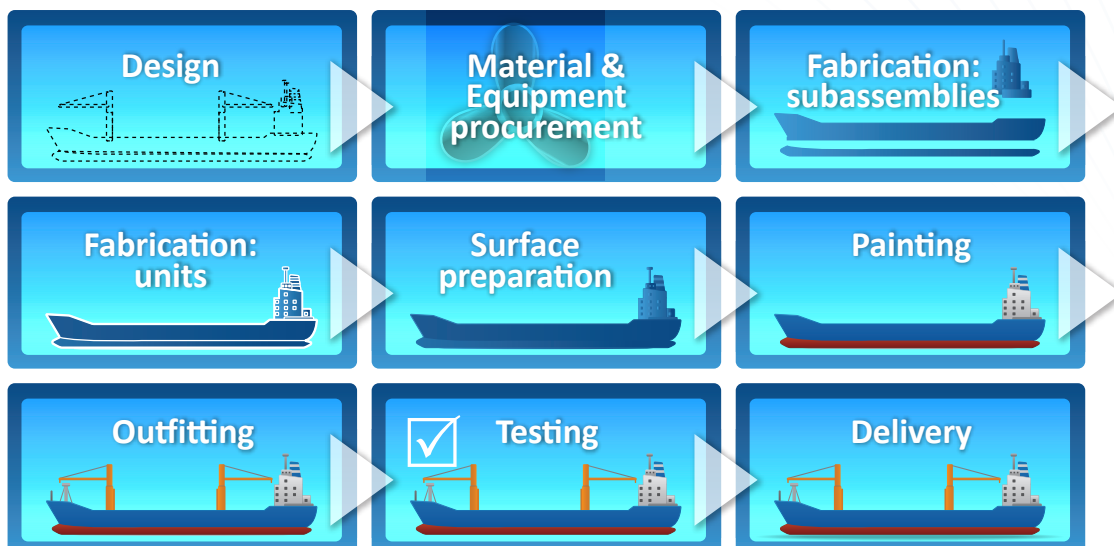
EUROPEAN MARINE EQUIPMENT MANUFACTURERS & SUPPLIERS:

A world market leader

- ▶ ± 22,000 big, small or medium-sized marine manufacturers and suppliers.
- ▶ Deliver various materials, systems and equipment or act as service providers in engineering and consulting.
- ▶ Generate an annual turnover of about € 60 bn.
- ▶ Employ more than 350,000 people directly.
- ▶ Represent 50% of the worldwide market share.
- ▶ Invest 9% of the industry sales in research, development and innovation, i.e. amongst the highest investment intensity in RDI activities in Europe.

The European maritime technology industry encompasses all the enterprises involved in the design, construction, maintenance and repair of ships and

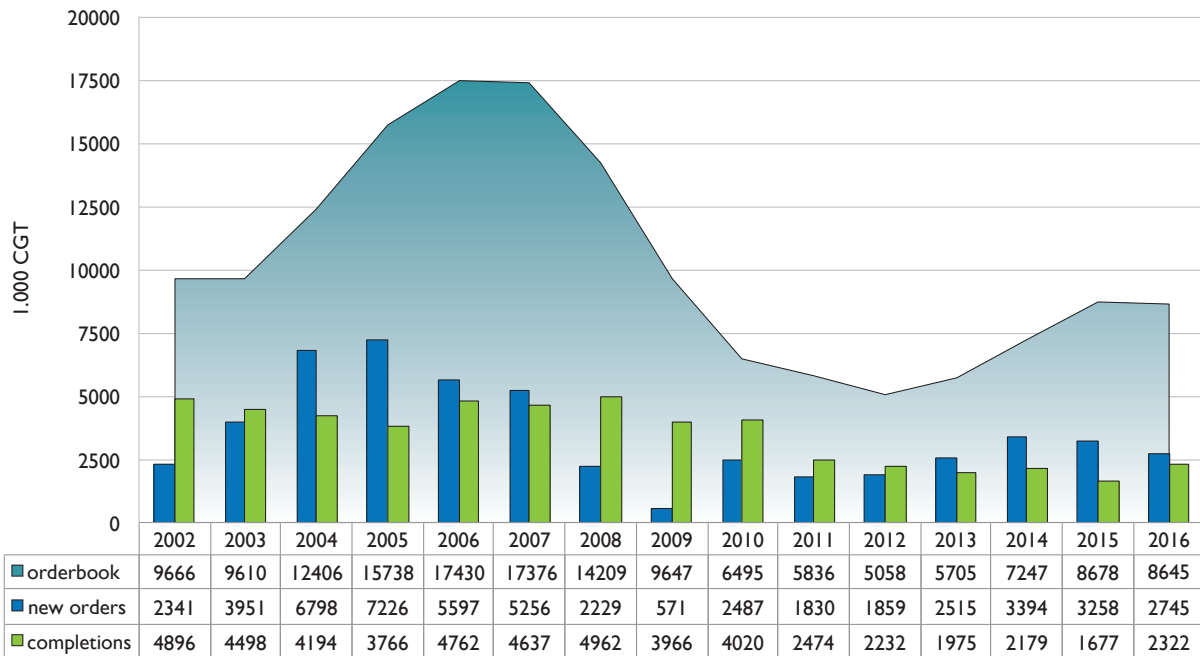
other maritime structures, including the complete supply chain of systems, equipment and services supported by research and educational institutions.



Since 2012, the European orderbook remains in a growing trend. 2016 has been the worst year so far for the global shipbuilding industry. The lack of demand for cargo vessels has put Asian

shipbuilders in a very critical position. Only Europe could maintain orders mainly thanks to passenger ships and other non cargo carrying vessels (ONCCV).

EU28 + Norway Commercial Shipbuilding Activity in CGT

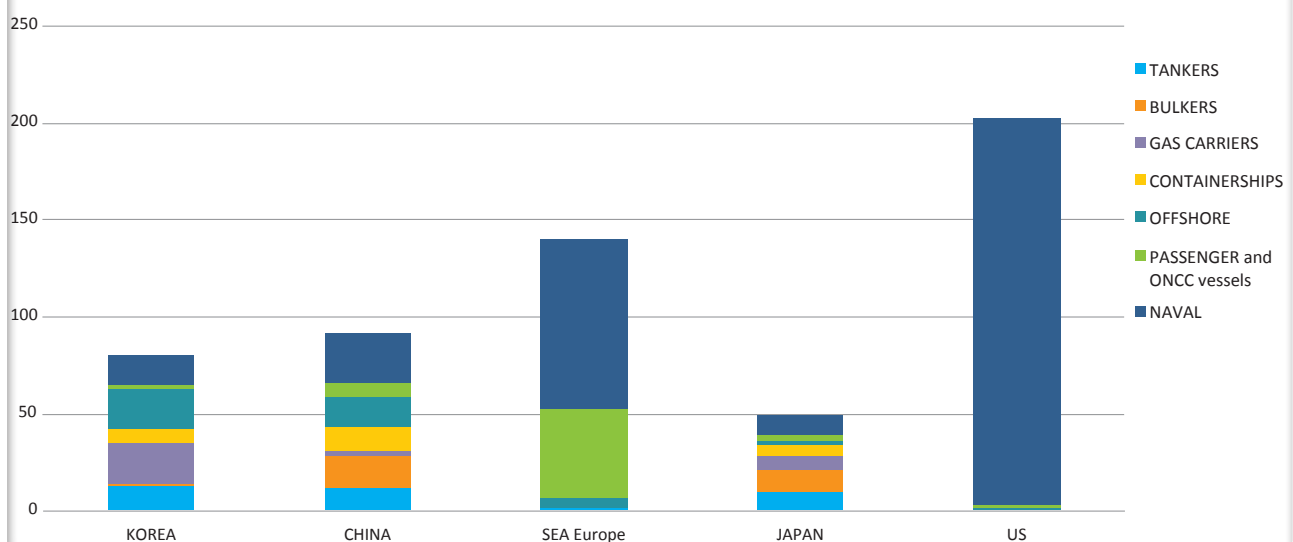


Source: IHS Fairplay

European companies are specialised in building the most complex high-tech vessels in the market of a high value: cruise ships, ferries, offshore, ONCCV and naval ships. Taking into consideration the civil

and naval shipbuilding, the European orderbook has a higher value than its counterparts in China, South Korea and Japan.

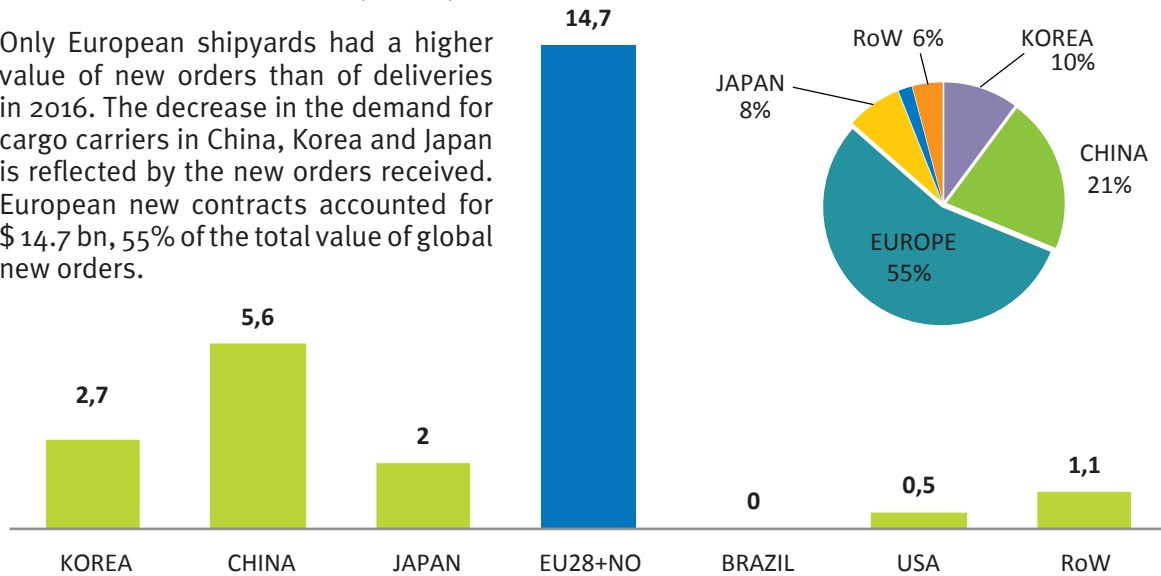
Orderbook Value of main Shipbuilding Areas in bn \$



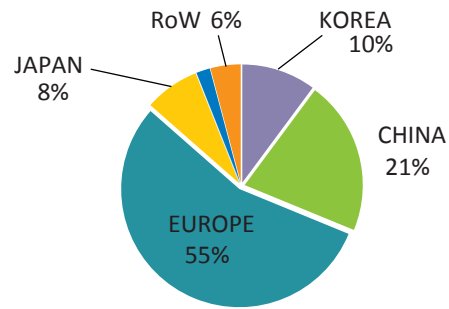
Source: Clarksons Research

Value of New Orders in 2016 (in bn \$)

Only European shipyards had a higher value of new orders than of deliveries in 2016. The decrease in the demand for cargo carriers in China, Korea and Japan is reflected by the new orders received. European new contracts accounted for \$ 14.7 bn, 55% of the total value of global new orders.

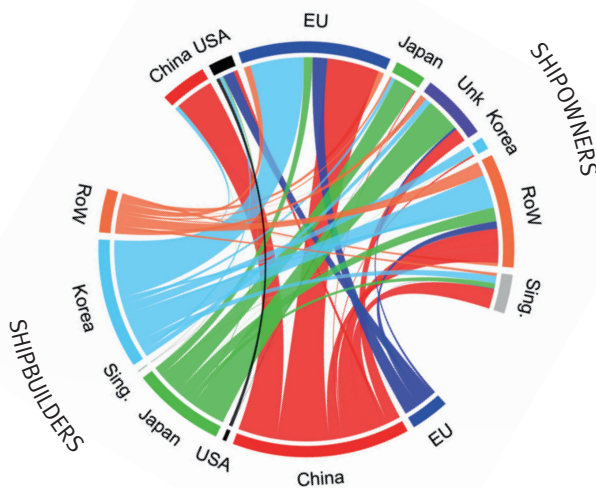


Market Shares



Source: Clarksons Research

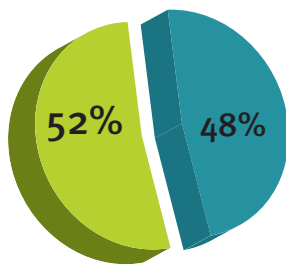
Investment by Shipowners and Shipbuilders Area



Source: IHS Fairplay

The national protectionist policies in China, South Korea and Japan linking strategic sectors like shipping and shipbuilding are reflected in the destination of the orders of Asian shipowners, who place 90% of their new orders at shipyards of their own nationality. It is completely different in Europe, where most of the shipowners order their vessels in Asia, not just for cargo carriers but also for cheaper offshore vessels.

Equipment Suppliers Market Shares Global production volume average = € 125.5 bn



■ European companies supplied volume (EU28+Norway)
■ RoW supplied volume

European companies are ahead of innovation supplying every year 50% of the maritime equipment worldwide.

Source: BALance Technology Consulting



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