



DAMEN

COVID-19 – MOVING FORWARD

ETA CONFERENCE 2020



Moving Forward (during COVID-19)

- Yard impact
- Delivery impact
- Customer relation impact
- Moving Forward:
 - Digitalization
 - Sustainability



**A team of 13.000 people over
36 shipyards across 5 continents**

● Damen Newbuild Yard ● Damen Technical Cooperation / Business Cooperation ○ Damen Service Hub ● Damen Shiprepair & Converse Yard ● Damen Companies

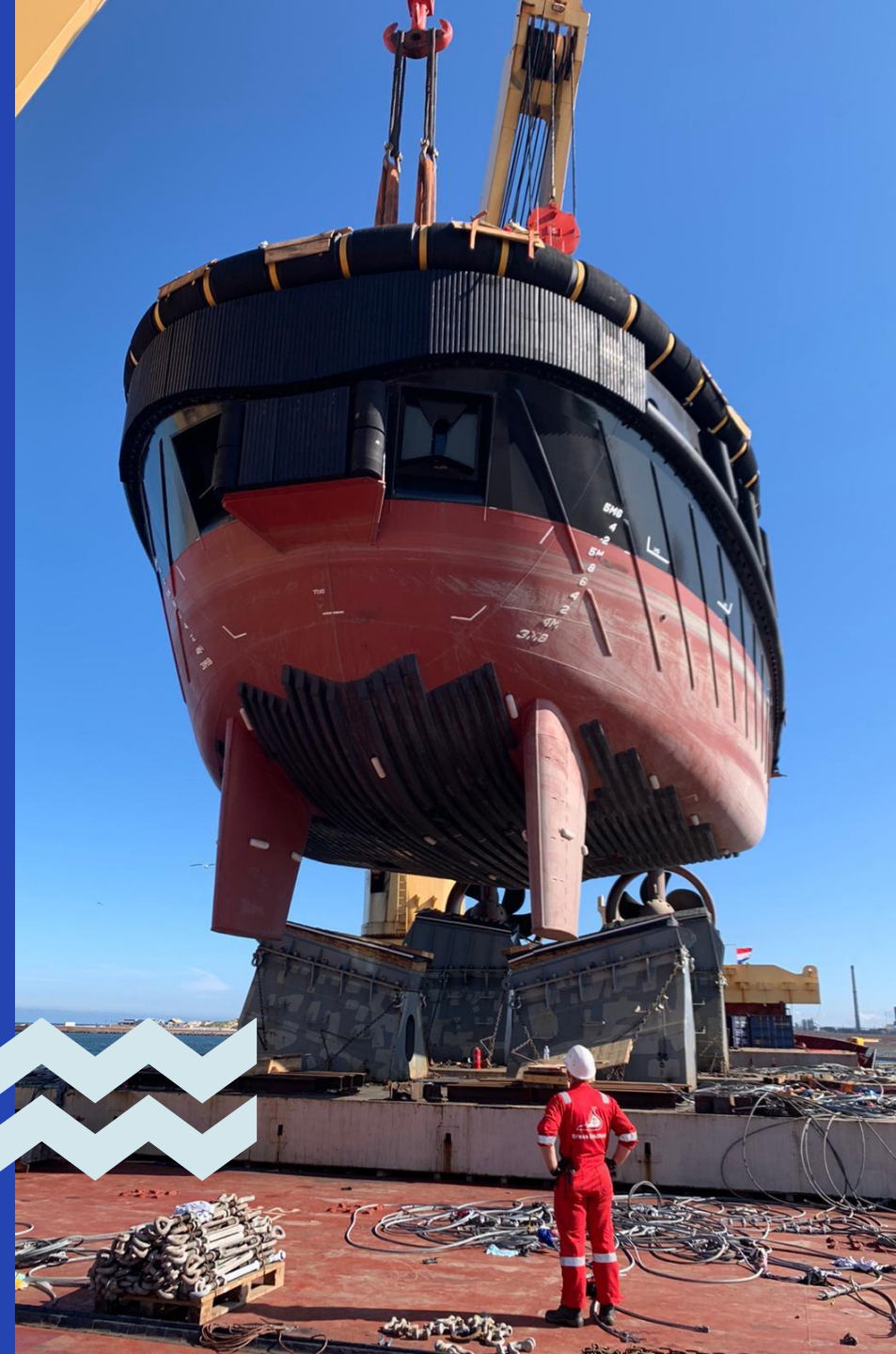
YARD IMPACT

- **China was first**
 - Early warning, Damen Changde & Yichang
 - Travel restrictions, retrieving employees
- **Building inspection:**
 - 360° photo cameras
 - Camera headsets through Microsoft Teams
- **Commissioning**
 - Example: Bosch Rexroth → fully remote
 - Large projects: Relocate for commissioning
 - Changed contracts, technical acceptance



DELIVERY IMPACT

- **Own keel delivery:**
 - Using local crew
 - Problems with crewing
 - Change to heavy lift
- **Heavy lift delivery:**
 - More reliable during covid-19 crisis
 - Creative responses required for changing regulations



CUSTOMER RELATION IMPACT



Leave

- Staying connected, video
- Local presence is important
- Travelling is difficult, but we do!
- Solving technical issues from a distance
- Connected vessels, Damen Triton



Frank de Lange

17:10
17-11-2020

MOVING FORWARD

- Digitalization, from data to value:
 - Less traveling
 - Commissioning from a distance
 - Service from a distance
 - Remote monitoring → Damen Triton
 - Safety
 - Sustainability
 - Efficiency



REMOTE MONITORING & INSIGHT (TRITON)



On-Board



On-Shore

The reliable and secure maritime platform supporting your complete operation



Increase awareness and reduce chance of incidents



Mapping and reducing environmental footprint



Optimizing operations and maintenance strategies



MOVING FORWARD

- **Sustainability, an opportunity:**
 - Covid-19 related government support
 - Easier financing possibilities for sustainable projects
 - Lower local emissions → Local benefits
- **Available Damen technology:**
 - IMO tier III prepared ASD range
 - Connected vessels, better efficiency (±150 vessels)
 - Compact = less fuel
 - Electrical, Reversed Stern Drive tug 2513





We are one

DAMEN