



SHIPYARD

1896

VIKTOR LENAC

Rijeka, Croatia

COMPANY PROFILE 2018

CROATIA | Rijeka



VIKTOR LENAC SHIPYARD



OUR STORY



KEY BUSINESS FACTS



OUR FUTURE



AGENDA





OUR STORY





VIKTOR LENAC SHIPYARD

is the leading **REPAIR, CONVERSION & OFFSHORE** shipyard

in the **MEDITERRANEAN**

with more than **120 YEARS** of experience.



OUR STORY





WE ARE HERE WHEN YOU NEED US,

OUR VISION

is to be the first choice of ship owners when they look for a reliable shipyard in the Mediterranean.

OUR MISSION

is to be here when ship owners need us – delivering top quality, in a safe way, on time.

OUR VALUES

- we communicate openly
- we value knowledge, hard work and results
- we take responsibility
- we respect and care for our people



OUR STORY





LEARNING AND GROWING WITH YOU,



1997
GIULIO VERNE
Cable layer reconstruction



2001
KOMMANDOR 3000
Conversion of a rov support vessel into a pipe laying vessel



2001
CHRISTINA O.
Winner of the best refit for 2001



2002
CS OCEANIC PEARL/CS OCEANIC PRINCESS
Cable layer conversion



2002
ARCOS
Cable layer Newbuilding



2008
HELIX PRODUCER I
Conversion of a train ferry into a ship-shaped FPSO



DELIVERING DEMANDING PROJECTS WITH TOP QUALITY, IN A SAFE WAY, AND ON TIME.



2009
SCARABEO 4
Comprehensive repairs



2009
ATLANTIC NAVIGATOR
Stern trawler conversion with lengthening



2011
SEMINOLE
Crane to pipe layer conversion



2012
SAMPSON
Conversion to pipe layer and DP2



2014-2015
CABLE ENTERPRISE
A1 cable laying barge, DP2 upgrade conversion project



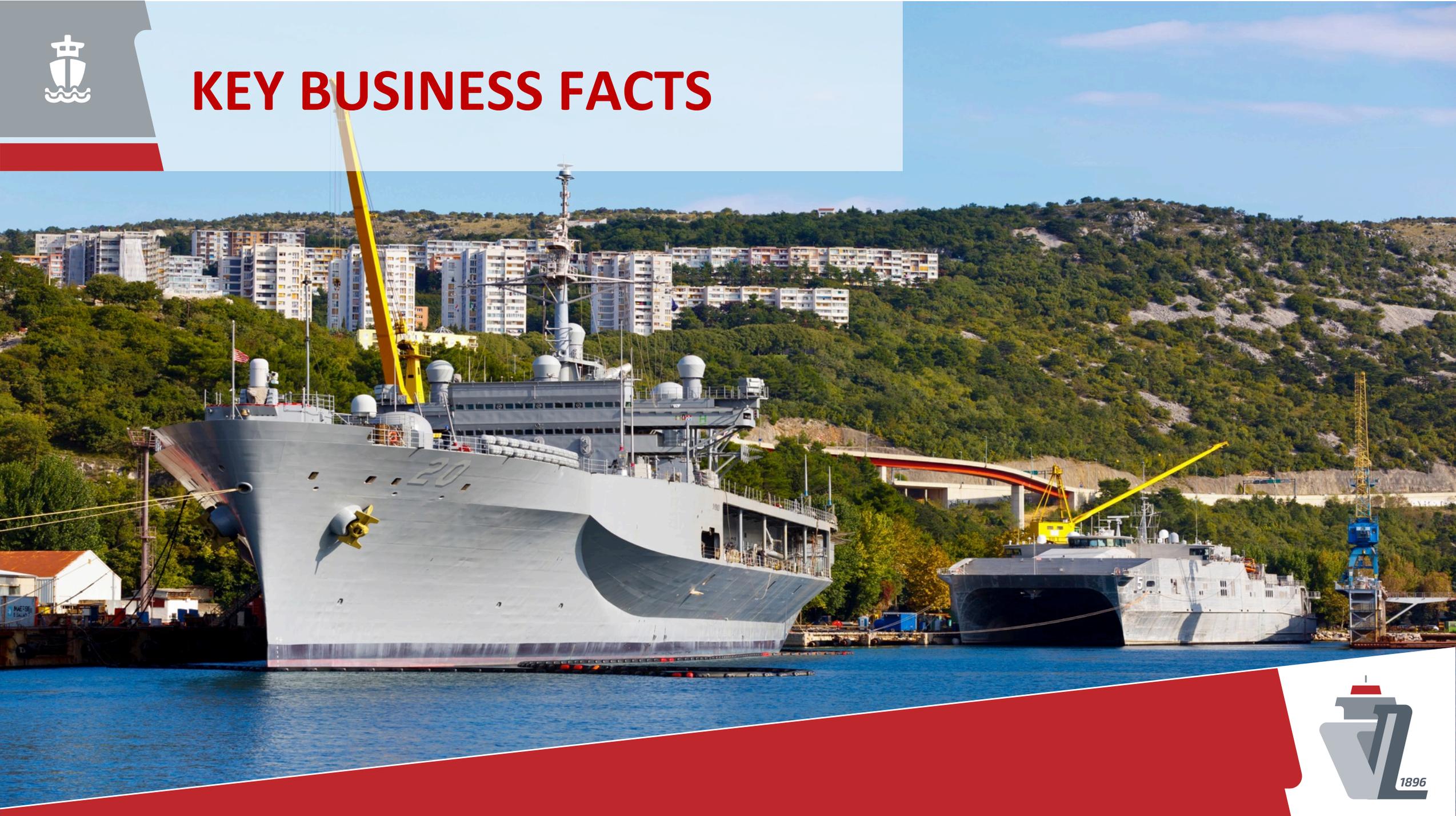
2016
ATLANTIC NAVIGATOR
Mackerel factory conversion



2011-2019
USS MOUNT WHITNEY
Extended Service Life Program



KEY BUSINESS FACTS





VIKTOR LENAC IS A FULLY-FLEDGED SHIPYARD, COVERING COMPLETE PORTFOLIO OF SHIP REPAIR SERVICES.

portfolio of services

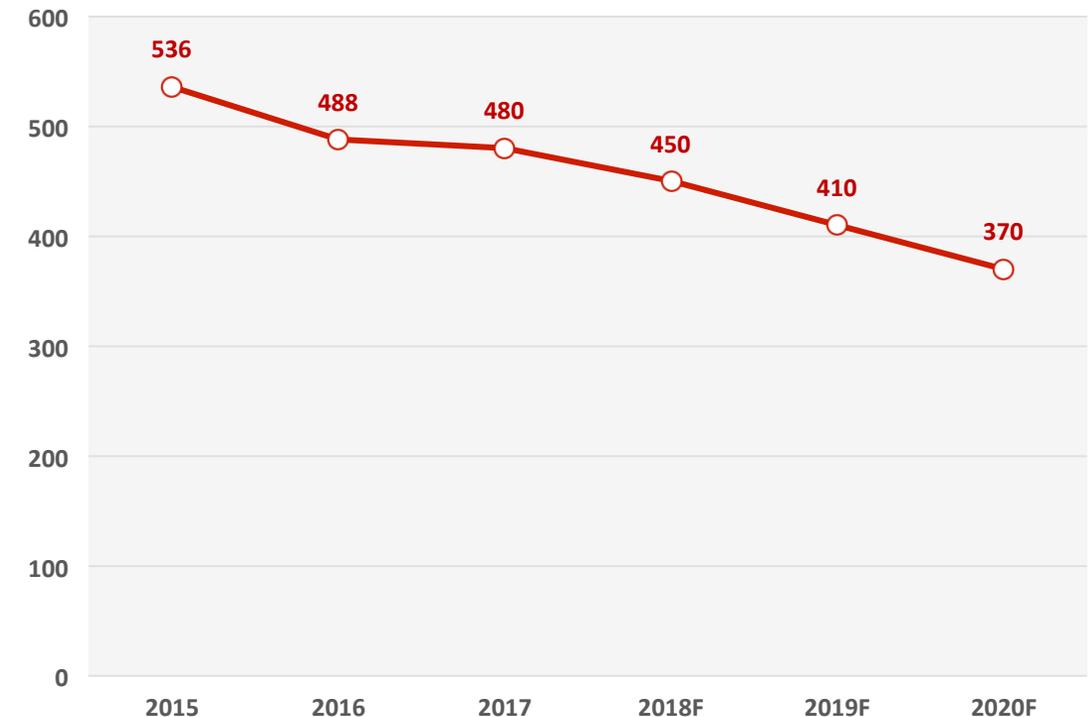
- steel works
- anti-corrosive treatment works
- electrical and mechanical works
- core business supported by: Project Management, Production Planning, QC/QA, Horizontal & Vertical Transportation, Safety, and Firefighting Teams

460 full-time employees, 310 as direct workforce, natural downsizing to keep competitiveness

subcontractors' pool, approx. 600 workers at disposal

close cooperation with worker unions

OWN WORKFORCE 2015-2020F



KEY BUSINESS FACTS





POSITIONED ON A FAVORABLE LOCATION, WITH MILD CLIMATE AND TRANSPORTATION INFRASTRUCTURE AT DISPOSAL.

ADRIATIC GATE CONTAINER TERMINAL

- ▬ Berth 1: 300 m; Sea Depth: 11.7 m
- ▬ Berth 2: 328 m; Sea Depth: 14.2 m
- ▬ 4 container STS cranes

INTERNATIONAL AIRPORT RIJEKA

- ▬ ICAO: LDRI
- ▬ RWY 14/32, 2500 x 45 m
- ▬ ILS VOR/DME approach



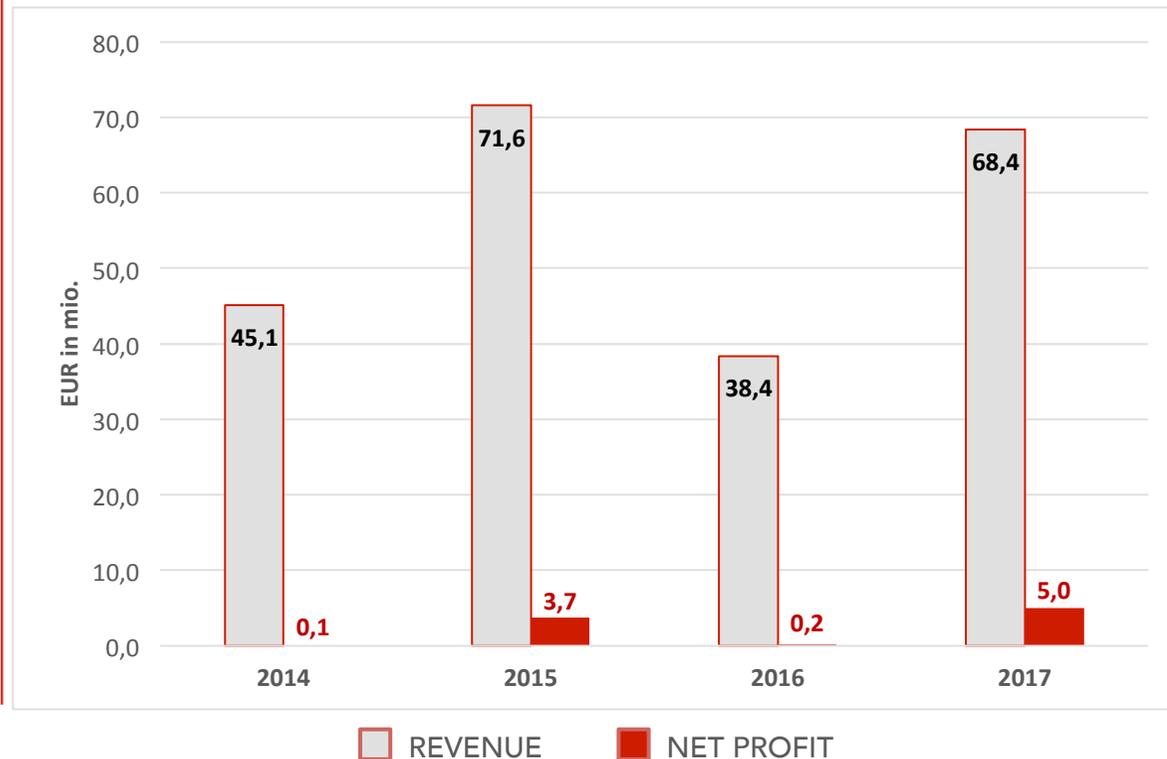
KEY BUSINESS FACTS





WE DELIVER POSITIVE RESULTS DESPITE THE ENVIRONMENT, AND STOCK MARKET VALUES THAT.

KEY FINANCIALS 2014-2017



SHARE PRICE 2015-2018



Viktor Lenac Shipyard is publicly listed on Zagreb Stock Exchange
www.zse.hr
VLEN-R-B

KEY BUSINESS FACTS





KEY FACILITIES ARE WELL UTILIZED, BUT NOT A LIMITING FACTOR FOR THE CAPACITY INCREASE.

- ▮ **DOCK 11**
LOA 260.66 m; 160,000 DWT
- ▮ **DOCK 5**
LOA 201.50 m; 60,000 DWT
- ▮ **DOCK 38**
LOA 154.50 m; 20,000 DWT
- ▮ 11,000 sqm of **WORKSHOPS**
- ▮ 1,400 m of **BERTHS**
- ▮ 15 **SHORE CRANES** (10T - 100T)
- ▮ 130,000 sqm of **OFFSHORE CONSTRUCTION AREA** with a heavy lift loading pier of 300 m



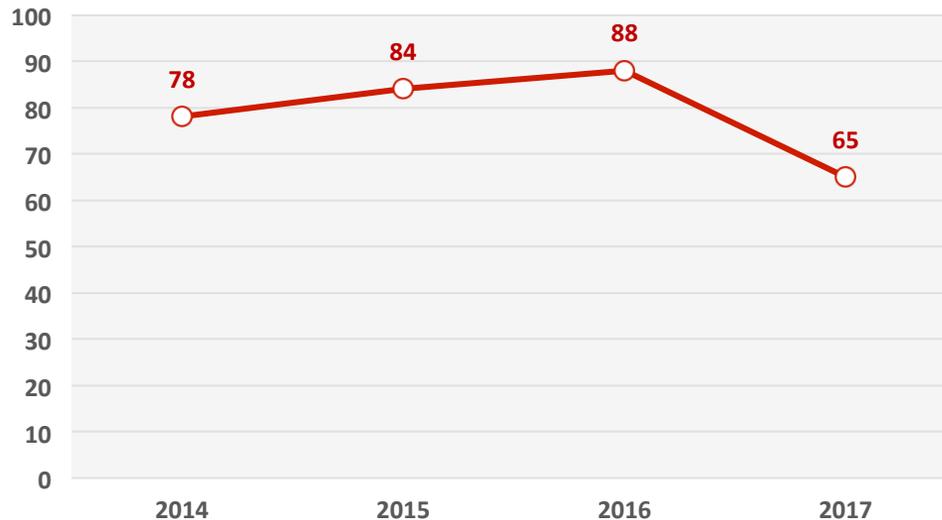


PROJECT CAPACITY PER ANNUM TO BE FURTHER INCREASED BY HIGHER PRODUCTIVITY AND PROCESS EFFICIENCY.

approx. 70-80 standard ship repairs and 1-3 conversions, depending on complexity

total working hours approx. 1.5 mil.

PROJECTS DELIVERED 2014-2017





WE HAVE MASTERED BALLAST WATER TREATMENT SYSTEM RETROFITTING PROJECTS,

DELIVERED RETROFIT PROJECTS



Proven hands-on experience



Existing capacities and capabilities



Partnerships with Ecochlor, Wartsila, Cold Harbour, Optimarin soon



2015 **Cable Enterprise**
Pan-Asia's BWTS



2016 **NS Stream; NS Power**
Ecochlor's BWTS



2017 **Tavrishesky Bridge; SCF Amur; SCF Pechora**
Ecochlor's BWTS



2018 **Louisa Schulte, Bordeira**
Wartsila, ColdHarbor BWTS



KEY BUSINESS FACTS





HAVE A RICH EXPERIENCE IN OFFSHORE BUSINESS,



Constructing offshore gas platforms in North Adriatic since 1996.



15 of 20 Croatian platforms built, total value of +300 mil. EUR



All platforms delivered through EPC model with our strategic partner

KEY BUSINESS FACTS





STRONG US NAVY TRACK RECORD WHICH CONFIRMS OUR TOP QUALITY.



Different projects carried out on the US Navy vessels - AUSTIN, KEARSARGE, SAIPAN, CARTER HALL, NASHVILLE, WHIDBEY ISLAND

1993-2004

- 2nd project on USS Mt. Whitney, extensive repair, docking and upgrading
- USNS Chockta County, docking repairs

2015

- 4th project on USS Mt. Whitney, extensive repair, docking and upgrading
- USNS Trenton, voyage repair

2017



1993

Viktor Lenac Shipyard successfully carried out a recovery mission of the USAF F-16 fighter crashed into the Adriatic Sea near the island of Pag.



1st project on USS Mt. Whitney, US Navy 6th Fleet Flagship, extensive docking and Class surveys

2011



- 3rd project on USS Mt. Whitney, voyage and emergency repairs
- USNS LEROY GRUMMAN, emergency repair

2016



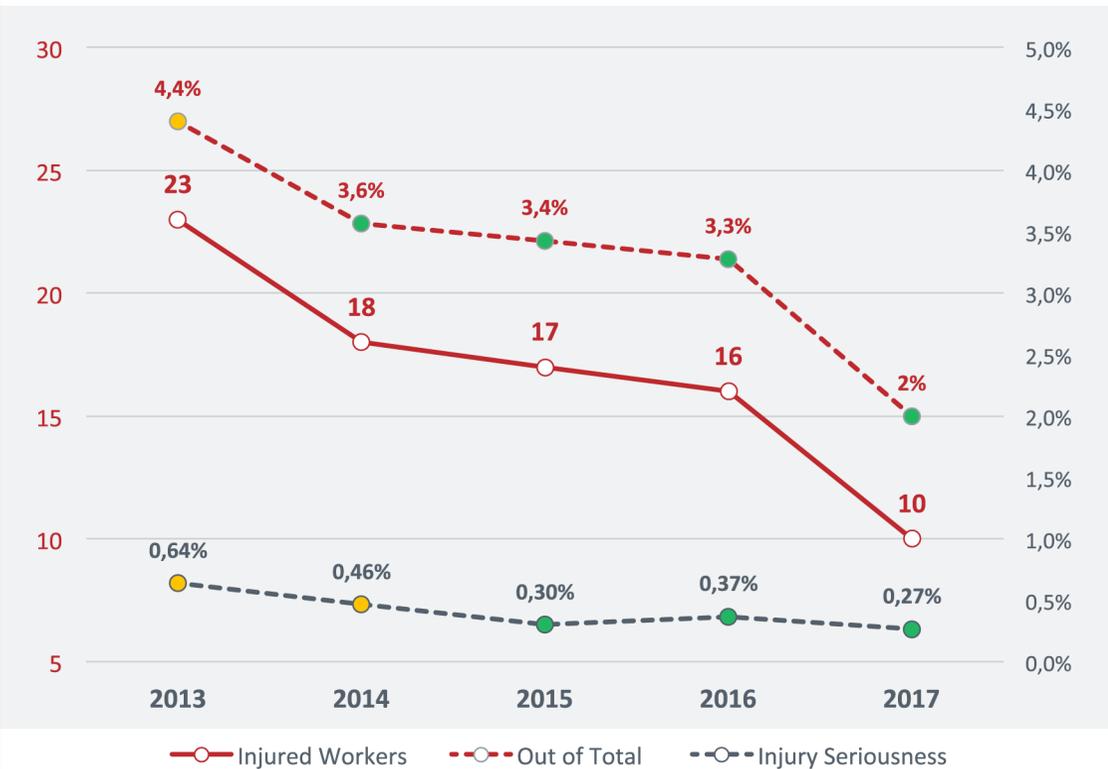
KEY BUSINESS FACTS





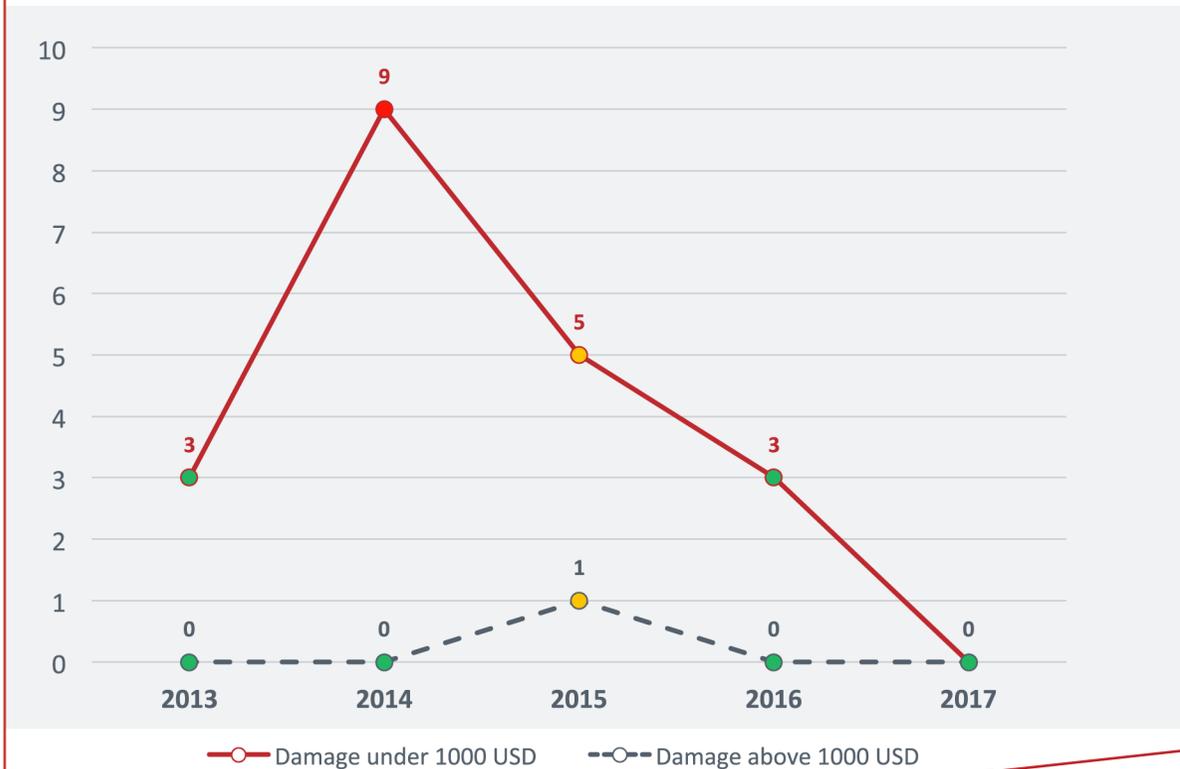
SAFETY IS OUR TOP CONCERN AND WE CONSTANTLY IMPROVE.

WORK INJURIES 2013-2017F



NO DEATH CASES!

SHIP FIRES 2013-2017F



KEY BUSINESS FACTS





TO BE ABLE TO DELIVER QUALITY IN AN EFFICIENT WAY, WE NEED TO MANAGE THE OVERALL PROCESS WELL.

ISO 9001:2015 certified

- Repair, conversion and construction of ships
- Offshore platforms construction, repair and conversion
- Construction of steel structures

ISO 50001:2011 certified

ISO 14001 in progress

ISO 27001 in progress

GDPR directives implemented

Business processes are being digitized

- ERP, CRM, PM, Fleet Mgmt, IoT



KEY BUSINESS FACTS





OUR FUTURE





OUR VALUE PROPOSITION REMAINS TOP QUALITY, DELIVERED IN A SAFE WAY AND ON TIME,

KEY SUCCESS FACTORS

EXTERNAL

- **CLIENT RELATIONSHIPS** -> human face of business
- **PROJECT DELIVERY TIMES** -> Keeping promises !
- **QUALITY** -> zero-claims policy
- **PRICE** -> not cheap, but competitive
- **ONE-STOP-SHOP PROVIDER** -> offering all services and financing



INTERNAL

- **STRATEGIC FOCUS** -> clear direction, ethical Leadership, firm Management
- **SKILLED AND MOTIVATED PEOPLE** -> continuous learning and development, recognition
- **SALES** -> proactive development of client relationships, responsiveness
- **OPERATIONS EXCELLENCE** -> increasing productivity through process efficiency, technology and discipline
- **FINANCES** -> maximizing asset utilization, smart investing

OUR FUTURE





AND THIS COMMITMENT TO EXCELLENCE BUILDS UP OUR LIST OF RETURNING CLIENTS.



Aker ASA
Amoretti Armatori Group
Bernhard Schulte
Bourbon Offshore
Chemikalien Seetransport
Claus-Peter Offen
Columbia Cruise Services
Donnelly Tankers
DSD Shipping
Dynacom Tankers
Eastern Pacific Shipping
Ernst Jacob
European Product Carriers
Farstad Shipping

Grimaldi Group
Hapag Lloyd
Hartmann Reederei
Hays Ships/DSND
Helix Energy Solutions
INAgip
J. Lauritzen
Kuwait Oil Tanker Company
Maran Tankers
Marine Trust
Marnavi SPA
McDermott
Micoperi

Minerva Marine
MSC
Navigator Gas
Navigazione Montanari
Norbulk
Nordic American Tankers
Northern Marine
Prysmian PowerLink Services
Reederei Nord
SAIPEM
SCF Group
Slovan Neptun

Tankerska plovdba
Team Tankers
Thome Shipmanagement
Torvald Klaveness
Uni Tankers
US Navy/MSC
Valles Steamship
V-Ships
Wallem
Zafiro Marine

**full reference list of our clients is available at request*

OUR FUTURE





STEERED BY EXPERIENCED AND COMITTED TOP MANAGEMENT, WE ARE CONFIDENT IN OUR FUTURE.



ALJOŠA PAVELIN
PRESIDENT & CEO



SANDRA UZELAC
BOARD MEMBER & CFO



BRANKO MATAIJA
VP BUSINESS DEVELOPMENT



BOJAN KAVAZOVIĆ
MARKETING & SALES DIRECTOR



ZLATKO MAROVIĆ
TECHNOLOGY & PRODUCTION DIRECTOR

OUR FUTURE





SHIPYARD

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DELIVERING TOP QUALITY, IN A SAFE WAY, ON TIME