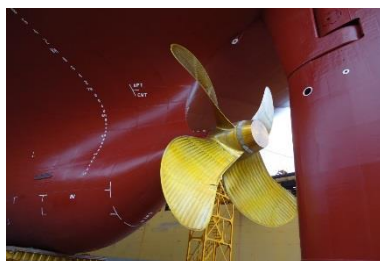




**SMC** SCHULTE  
MARINE CONCEPT

# Newbuilding & Conversion

*From concept to delivery and beyond*





<b>Who we are</b>	<ul style="list-style-type: none"> <li>• <b>Schulte Marine Concept (SMC)</b> is the project focused business within the <b>Schulte Group</b>, providing a comprehensive range of tailored technical consultancy and project management services as well as value-added solutions for newbuilding, conversion and retrofit projects, and technical support for fleet in service.</li> <li>• SMC's expertise in shipbuilding and BSM's experience in shipmanagement provides an integrated 'end-to-end' service from newbuilding through to vessel delivery and full management.</li> <li>• Headquartered in Shanghai, China, SMC operates through regional offices in Hong Kong and project-specific site offices spread throughout global key ship building markets.</li> </ul>																																																																																		
	<b>Our services</b>	<ul style="list-style-type: none"> <li>• <b>Newbuilding and conversion projects</b> <ul style="list-style-type: none"> <li>• Project management</li> <li>• Design consultancy</li> <li>• Yard selection, audit, gap analyses</li> <li>• Contract review and negotiation</li> <li>• Plan approval and Makers selection</li> <li>• Site supervision</li> <li>• Pre-purchase inspections</li> <li>• Provision of supervisors</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>Fleet in service support</b> <ul style="list-style-type: none"> <li>• Dry-docking support</li> <li>• Retrofit projects</li> <li>• Conversion projects</li> <li>• Major repairs management and supervision</li> <li>• Damage survey</li> <li>• Ballast Water Treatment System retrofit</li> <li>• Scrubber retrofit</li> </ul> </li> </ul>																																																																																
<b>Our experience</b>		<table border="1"> <thead> <tr> <th></th> <th>Vessel Type</th> <th>Completed Projects</th> <th>Current Projects</th> </tr> </thead> <tbody> <tr><td>1</td><td>container</td><td>183 vessels</td><td>39 vessels</td></tr> <tr><td>2</td><td>MPV</td><td>13 vessels</td><td>4 vessels</td></tr> <tr><td>3</td><td>bulk carrier, VLOC</td><td>128 + 47 vessels</td><td>41 vessels</td></tr> <tr><td>4</td><td>self-unloading vessel</td><td>4 vessels</td><td></td></tr> <tr><td>5</td><td>crude oil/ chemical/ product tanker/VLCC</td><td>93 vessels</td><td>24 vessels</td></tr> <tr><td>6</td><td>LNG/ LEG/ LPG/ VLGC/ NH<sub>3</sub> carrier</td><td>18 + 23 + 24 vessels</td><td>10+1 vessels</td></tr> <tr><td>7</td><td>LNG bunkering vessel</td><td>4 vessels</td><td>4 vessels</td></tr> <tr><td>8</td><td>LNG tanks</td><td>1 unit</td><td></td></tr> <tr><td>9</td><td>FSRU</td><td></td><td>1 unit</td></tr> <tr><td>10</td><td>FPSO</td><td>1 unit</td><td></td></tr> <tr><td>11</td><td>Crew Boat/Crew Transfer Vessel</td><td>3 vessels</td><td></td></tr> <tr><td>12</td><td>OSV/ PSV/ AHT/maintenance vessel/ DSV/ FSV/ SOV/ wind turbine installation vessel</td><td>14 vessels</td><td>5 vessels</td></tr> <tr><td>13</td><td>floating offshore transshipping platform</td><td>1 unit</td><td></td></tr> <tr><td>14</td><td>pipe laying barge</td><td>1 unit</td><td></td></tr> <tr><td>15</td><td>Multipurpose trenching &amp; cable laying vessel</td><td>1 unit</td><td></td></tr> <tr><td>16</td><td>floating dry dock</td><td>5 units</td><td>1 unit</td></tr> <tr><td>17</td><td>car/passenger ferry / Ro-pax / expedition vessel / rail car carrier / accommodation</td><td>8 vessels</td><td>9 vessels</td></tr> <tr><td colspan="2" style="text-align: right;"><b>Total:</b></td><td><b>573 vessels</b></td><td><b>139 vessels</b></td></tr> <tr><td colspan="2" style="text-align: right;"><b>Total:</b></td><td></td><td><b>712 vessels</b></td></tr> </tbody> </table>				Vessel Type	Completed Projects	Current Projects	1	container	183 vessels	39 vessels	2	MPV	13 vessels	4 vessels	3	bulk carrier, VLOC	128 + 47 vessels	41 vessels	4	self-unloading vessel	4 vessels		5	crude oil/ chemical/ product tanker/VLCC	93 vessels	24 vessels	6	LNG/ LEG/ LPG/ VLGC/ NH <sub>3</sub> carrier	18 + 23 + 24 vessels	10+1 vessels	7	LNG bunkering vessel	4 vessels	4 vessels	8	LNG tanks	1 unit		9	FSRU		1 unit	10	FPSO	1 unit		11	Crew Boat/Crew Transfer Vessel	3 vessels		12	OSV/ PSV/ AHT/maintenance vessel/ DSV/ FSV/ SOV/ wind turbine installation vessel	14 vessels	5 vessels	13	floating offshore transshipping platform	1 unit		14	pipe laying barge	1 unit		15	Multipurpose trenching & cable laying vessel	1 unit		16	floating dry dock	5 units	1 unit	17	car/passenger ferry / Ro-pax / expedition vessel / rail car carrier / accommodation	8 vessels	9 vessels	<b>Total:</b>		<b>573 vessels</b>	<b>139 vessels</b>	<b>Total:</b>		
		Vessel Type	Completed Projects	Current Projects																																																																															
	1	container	183 vessels	39 vessels																																																																															
	2	MPV	13 vessels	4 vessels																																																																															
	3	bulk carrier, VLOC	128 + 47 vessels	41 vessels																																																																															
	4	self-unloading vessel	4 vessels																																																																																
	5	crude oil/ chemical/ product tanker/VLCC	93 vessels	24 vessels																																																																															
	6	LNG/ LEG/ LPG/ VLGC/ NH <sub>3</sub> carrier	18 + 23 + 24 vessels	10+1 vessels																																																																															
	7	LNG bunkering vessel	4 vessels	4 vessels																																																																															
	8	LNG tanks	1 unit																																																																																
	9	FSRU		1 unit																																																																															
	10	FPSO	1 unit																																																																																
	11	Crew Boat/Crew Transfer Vessel	3 vessels																																																																																
	12	OSV/ PSV/ AHT/maintenance vessel/ DSV/ FSV/ SOV/ wind turbine installation vessel	14 vessels	5 vessels																																																																															
	13	floating offshore transshipping platform	1 unit																																																																																
	14	pipe laying barge	1 unit																																																																																
	15	Multipurpose trenching & cable laying vessel	1 unit																																																																																
16	floating dry dock	5 units	1 unit																																																																																
17	car/passenger ferry / Ro-pax / expedition vessel / rail car carrier / accommodation	8 vessels	9 vessels																																																																																
<b>Total:</b>		<b>573 vessels</b>	<b>139 vessels</b>																																																																																
<b>Total:</b>			<b>712 vessels</b>																																																																																
<p><b>Shipyards:</b> China, Japan, Korea, India, Philippines, Taiwan, Europe</p>																																																																																			
<b>Contact</b>	<b>CHINA Head Office</b>		<b>HONG KONG</b>																																																																																
	3F Block No.7 1690, Cai Lun Road, Zhang Jiang, Pu Dong, Shanghai, 201203 China		2602, K Wah Centre, 191 Java Road, North Point Hong Kong																																																																																
	Tel: +86-21-5027-6077		Tel: +852-2597-1345																																																																																
<p>e-mail: <a href="mailto:management@schultemarineconcept.com">management@schultemarineconcept.com</a>  web: <a href="http://www.schultemarineconcept.com">www.schultemarineconcept.com</a></p>																																																																																			