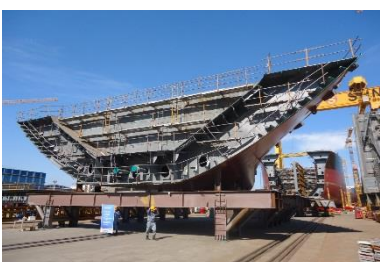
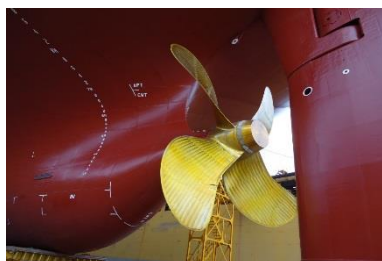




**SMC** SCHULTE  
MARINE CONCEPT

# Newbuilding & Conversion



**Who we are**

- **Schulte Marine Concept (SMC)** is the project focused business unit within the **Schulte Group**, providing a comprehensive range of 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.
- 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.
- Headquartered in Shanghai, China, SMC operates through regional offices in S.Korea, India, Türkiye and project-specific site offices spread throughout global key ship building markets.

**Our services**

- **Newbuilding and conversion projects**
  - Project management
  - Design consultancy
  - Yard selection, audit, gap analyses
  - Contract review and negotiations
  - Plan approval
  - Site supervision
  - Pre-purchase inspections
  - Provision of supervisors
- **Fleet in service support**
  - Dry-docking support
  - Retrofit projects
  - Conversion projects
  - Major repairs management and supervision
  - Damage surveys
  - Ballast Water Treatment System retrofits
  - Scrubber retrofits

**Our experience**

	Vessel Type	Completed Projects	Current Projects
1	Container + MPV / General Cargo Ship	215 + 23 vessels	15 + 36 vessels
2	bulk carrier, VLOC, self-unloading vessel, woodchip carrier	163 + 47 + 4 vessels	65 vessels
3	crude oil / chemical / product tanker / VLCC	114 vessels	25 vessels
4	LEG/ LPG Carrier /VLGC/ NH <sup>3</sup> carrier / liquified CO <sub>2</sub> carrier	29 + 24 + 23 + 1 vessels	28 + 3 vessels
5	LNG bunkering vessel	5 vessels	5 vessels
6	FSRU	1 unit	1 unit
7	FPSO	1 unit	
8	crew boat/crew transfer vessel	3 vessels	
9	OSV / PSV / AHT / offshore maintenance vessel / DSV / FSV / SOV / WTIV / MPV barge / self-elevating platform/CSOV	18 vessels	16 vessels
10	floating offshore transshipping platform	1 unit	
11	pipe laying barge	1 unit	
12	multipurpose trenching & cable laying vessel	1 vessel	
13	floating dry dock	6 units	3 units
14	car-passenger ferry / Ro-pax / Ro-Ro / arctic expedition cruise vessel / rail car carrier / accommodation offshore vessel	14 vessels	7 vessels
15	PCTC		15 vessels
16	speed boat		8 vessels
	<b>Total:</b>	<b>694 vessels</b>	<b>227 vessels</b>
	<b>Total:</b>		<b>921 vessels</b>

**Shipyards:** China, Japan, Korea, India, Philippines, Taiwan, Europe, Thailand, Vietnam, Romania.

**Contact**

CHINA (Head Office)	HONG KONG	SOUTH KOREA	INDIA	TÜRKIYE	CYPRUS
<b>Management: <a href="mailto:management@schultemarineconcept.com">management@schultemarineconcept.com</a></b>					
Mr. Krzysztof Kozdron Managing Director <a href="mailto:k.kozdron@schultemarineconcept.com">k.kozdron@schultemarineconcept.com</a>		Ms. Dongqing He Commercial Director <a href="mailto:dongqing.he@schultemarineconcept.com">dongqing.he@schultemarineconcept.com</a>		Mr. Moka Adinarayana Technical Director <a href="mailto:a.moka@schultemarineconcept.com">a.moka@schultemarineconcept.com</a>	
<b>Marketing and Business Development: <a href="mailto:business@schultemarineconcept.com">business@schultemarineconcept.com</a></b>					
Ms. Hebe Hou Customer Relationship Manager Email: <a href="mailto:hebe.hou@schultemarineconcept.com">hebe.hou@schultemarineconcept.com</a>					