

DAMEN

OCEANS OF POSSIBILITIES

SESSION 3

Mastering the future today



Frederick Vandepitte – Regional Sales Director Africa

Johan van Vuren – Design and Proposal engineer Tugs

DAMEN

Agenda



Barriers and **Enablers** of shipping in Eastern Africa and Indian Ocean: Port as Nexus for intermodal logistic network within the Region and World

- › Introduction
 - Damen as a company
 - Deliveries to Africa
- › **Fuels vs Future Proof**
- › Regional vs Global
- › **Finance**





Introduction



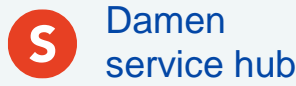
OUR HISTORY

Created in 1927
One shipyard
8 ships per year
Located in the Netherlands ("Holland")





Over 13,000 employees
38 shipyards across
5 continents with
an orderbook of 11,5 billion EUR







Fuels vs Future Proof





Area of operation

Coastal | Terminal

Harbour

ASD Tug 1810

ASD Tug 2111

ASD Tug 2811

ASD Tug 2813 (70t)

ASD Tug 2312

RSD Tug 2513 (70t)

ASD Tug 3212

ASD Tug 2813 (80t)

RSD Tug 2513 (80t)

Bollard Pull
(tonnes)

v10.8

30

50

60

70

80



Damen Tugs Range



Damen Sustainable Tugs





Fuel Flexible Tug

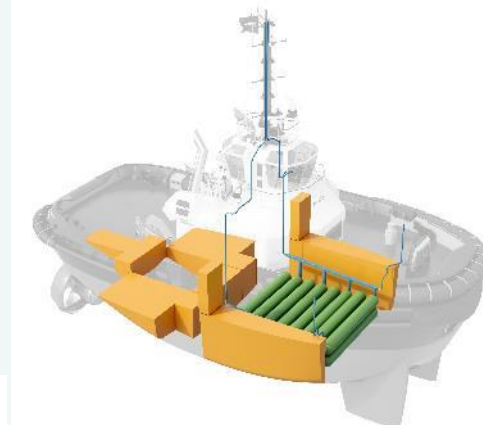
DIESEL – FUEL FLEXIBLE



DIESEL – METHANOL



DIESEL – HYDROGEN



DIESEL – ELECTRIC



Battery - Electric propelled



Diesel



Summary

- Diesel is here to stay for x years
- No single replacement fuel for Diesel
- Flexibility and upgradability is required
- Collaboration is key
 - Fuel vs Future Proof





Region vs World



REGIONAL DEVELOPMENT





Financing



THE ENABLER THAT ENABLES IT ALL

Damen Financial Services



Atradius Dutch State Business, the export credit agency of the Netherlands supporting Dutch exporters, can provide credit insurance coverage.



Competitive financing terms, due to AAA rating of the Netherlands.

Coverage

Up to 85% of purchase price (i.e 15% downpayment)

Tenor

Up to 15 years post delivery and potentially longer tenor possible for "Green" projects.



Atradius has a strong focus on energy transition. Premium discount and more flexible for "Green" projects".

Repayment

Financing needs to be amortized during tenor in equal installments. Grace period and residual value can be discussed.



AFRICAN DEVELOPMENT BANK GROUP



ABN-AMRO



DAMEN





DAMEN

