

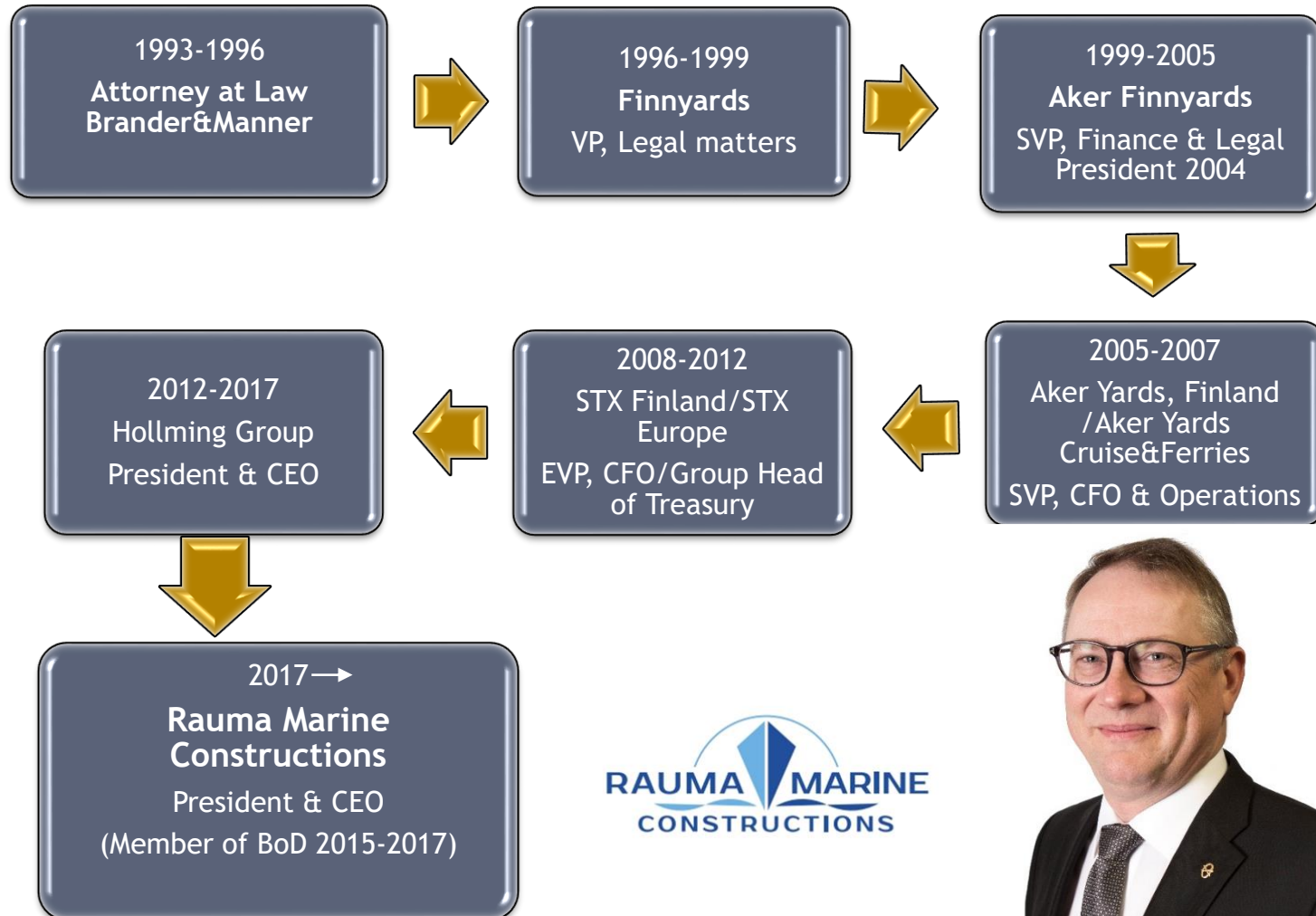


New network-based approach in shipbuilding

Jyrki Heinimaa, CEO



Jyrki Heinimaa - Era in maritime business



Business idea of RMC

RMC in nutshell

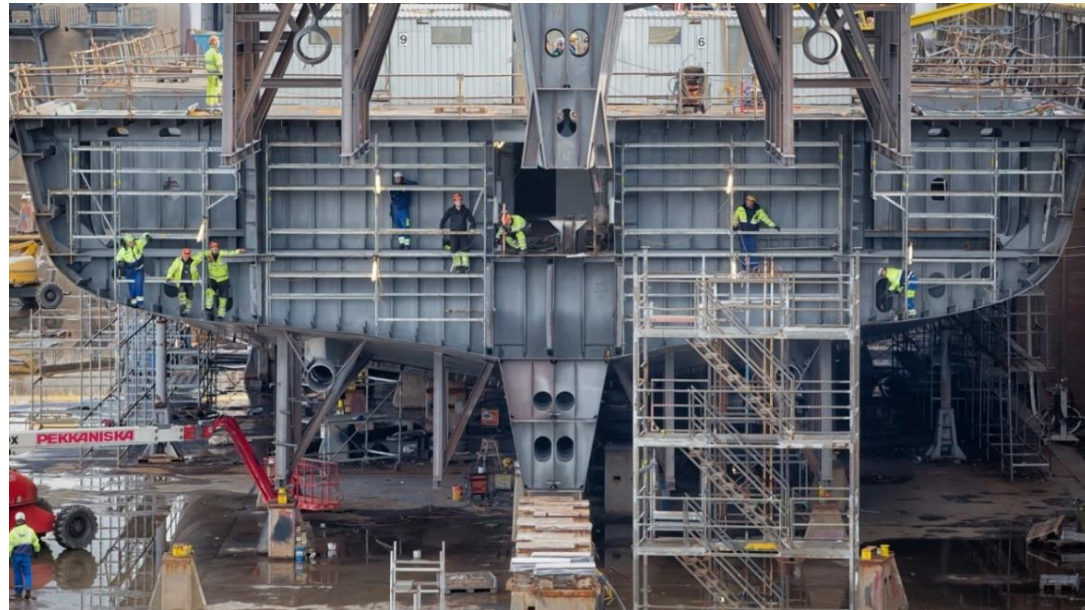
- Rauma Marine Constructions (RMC) is a shipbuilding company that represents the strong Finnish traditions in the industry. The company is the only domestically owned shipbuilding company in this size range. RMC was founded in summer 2014.
- RMC's core expertise is ship construction and maintenance. The company specializes in the construction and maintenance of multi-purpose icebreakers, car and passenger ferries, and vessels for use by the armed forces.
- The company represents world-leading expertise in Arctic shipbuilding, an area heavily relied upon by the know-how and competitiveness of the Finnish marine industry.
- RMC is providing maintenance and conversion services to extend the life cycle of ships. The company has now a three-year contract for maintenance services to multipurpose icebreakers Fennica and Nordica with Arctia Shipping and to coast guard vessel Turva with The Finnish Border Guard.

Seaside Industry Park Rauma

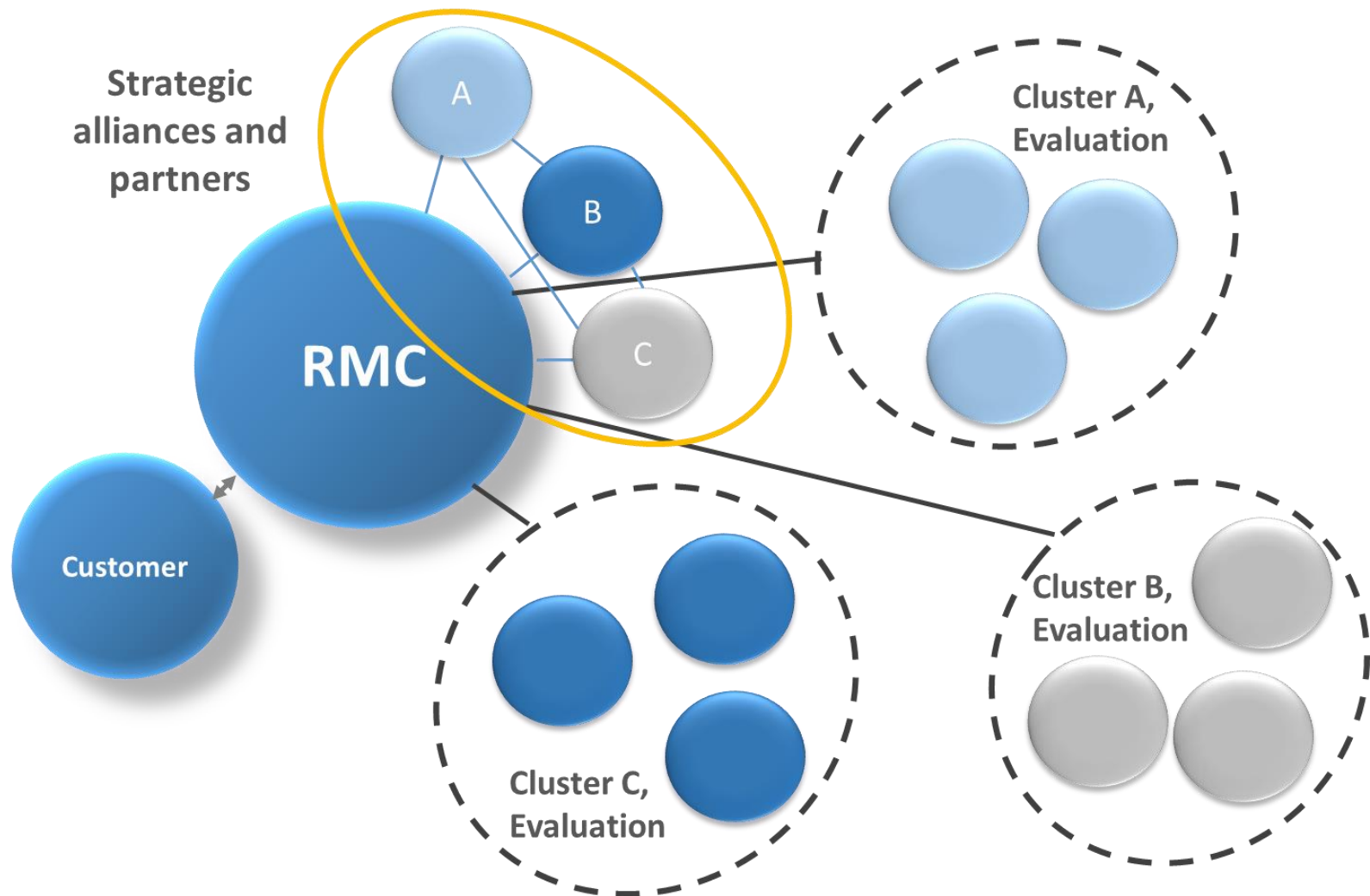


Business idea

- The cornerstones of operations are excellent project management and extensive co-operation with our network of partners.
- RMC designs and implements its products by applying a networked business model. This network model is based on long-term strategic partnerships in the marine industry chain.
- A team of experts from network of partners is hand-picked for each project. RMC is responsible for project management, finances and quality assurance.
- Personnel
 - Rauma Marine Constructions employs approximately 80 shipbuilding experts, whose solid expertise is founded on know-how passed on through the centuries and from one generation to the next. The knowledge and skills of successive generations are preserved and upheld in Rauma.
 - RMC's operation is based on good management of customer interface, low fixed cost, network of professionals and project management abilities



Partner network



Operational environment

Facilities

- Rauma Marine Constructions is based at the shipyard area acquired by the city of Rauma. The company has a lease agreement of 30 years with the city for the necessary facilities at Seaside Industry Park Rauma.
- RMC also holds an anchor tenant status and has the exclusive right to shipbuilding operations
- The company has also leased the steel production facilities of the area until further notice.

Shipyard

- Drydock 260 m x 85 m
- Lifting capacity 450 ton
- Outfitting quays
 - 240 m
 - 220 m
- Building capacity
 - 150 000 dwt
 - 80 000 GT



RMC's focus areas

Ferries



- ✓ Ageing ferry fleet in Europe together with more strict environmental rules are requiring newbuildings during next 10 - 15 years
- ✓ Competition is tough in the segment → market potential and volume is high

Naval vessels



- ✓ Main focus in this area is building new corvettes of Squadron2020-project
- ✓ Military co-operation between Finland and Sweden might open some potential for RMC
- ✓ Coast guard vessels (OPV's) are also in this RMC:n focus area

Icebreakers



- ✓ The biggest potential in this segment is renewal of Finnish icebreaker fleet, which is to be realised by 2029
- ✓ Also Sweden is renewing it's icebreaking fleet in near future
- ✓ Increased activity in arctic areas is boosting demand of ice going vessels also in other markets

Research and offshore vessels



- ✓ Demand of research and service vessels capable to operate in arctic conditions will be increased
- ✓ Projects contributing governmental interest is characteristic to this market segment

Focus area of marine industry: Offshore structures



- ✓ A heterogenic segment covering all structures located in water, like power plants and floating recreational areas
- ✓ Lack of space due to growth of population and urbanisation and can lead to growth of floating real estate -market

RMC ownership

Ownership after 2017 emission



Owner	Nr of shares	%
Taaleri Telakka Ky	45 237	24,1 %
Tesi Industrial Management Oy	37 619	20,1 %
Satu Invest Oy	26 524	14,2 %
Olderman Oy	22 381	11,9 %
Finda Oy	19 047	10,2 %
Kasvattajarahasto Ky	16 904	9,0 %
Aksoni Oy	12 381	6,6 %
Rauma Marine Constructions Oy	4 000	2,1 %
Kaiku HR Oy	3 095	1,7 %
Harri Putro	250	0,1 %
	187 438	100,0 %

Presentation of RMC management

Mikko Niini, COB



- M.Sc., Naval Architect and Marine Engineer, 1970
- COB Navidom Oy (NESA representative)
- MOB ESL Shipping Oy
- CEO, Aker Arctic, until 2014
- RMC COB since Dec. 2017
- RMC MOB since 2015

Jyrki Heinimaa, CEO



- LL.M, 1991
- President & CEO, Rauma Marine Constructions Oy, 2017 -
- President & CEO, Hollming Group, 2012 – 2017
- In management positions STX Finland / Aker Yards / Finnyards 1996 – 2012
- Shipbuilding career started in Rauma shipyard 1996

Timo Suistio, COO



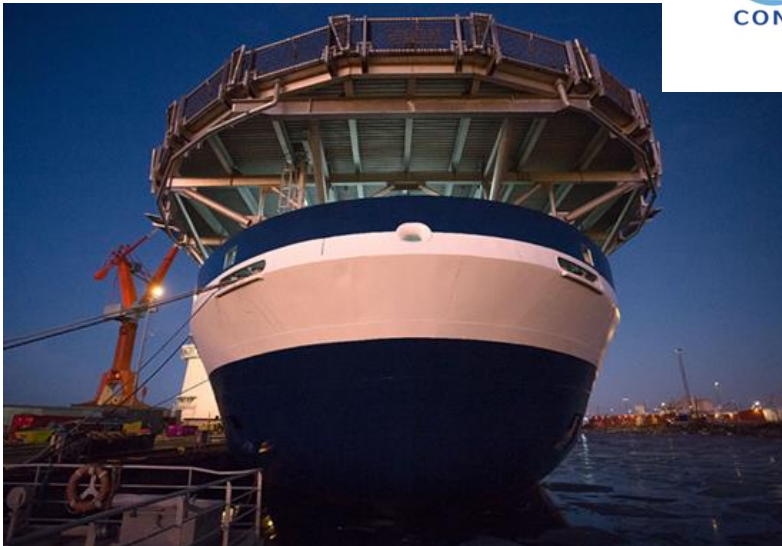
- M.Sc., Naval Architect and Marine Engineer, 1982
- Executive Vice President , COO, Rauma Marine Constructions Oy, 2018 -
- President & CEO, BMH Technology Oy, 2013 – 2018
- In management positions STX Finland / Aker Yards / Finnyards 2007 – 2013
- Shipbuilding career started in Rauma shipyard 1981

Kai Nordman, CFO



- M.Sc. Industrial economics, 1990
- CFO, Rauma Marine Constructions Oy, 2016 -
- SVP (Business Control) Hollming Oy, 2014 – 2016
- SVP (strategy) STX Finland Oy, 2011 – 2014
- VP (Business Control) STX Europe in Norway, 2007 – 2011
- Shipbuilding career started in Rauma shipyard 1990

RMC's current projects



NB6001 Hammershus

Passenger and car ferry for Molslinjen



Length	158 m
Breadth, max	24.5 m
Breadth, wl	23.5 m
Draught	5.7 m
Service Speed	17.7 kn
Gross tonnage	18 000
Route	Køge - Rønne
Flag	Danish
Propulsion power	9760 kW
Passenger capacity	720
Lane meters	1500 m

R/V Aranda - life upgrade

- During the conversion, the ship was lengthened from existing 60m to 65 metres.
- Brand new, 5.4-metre-long section was added in the middle of the vessel.
- The vessel's rear and quarter deck was also reshaped and slightly lengthened.
- Due to the additional metres, it was possible to enlarge the research and laboratory rooms.
- Propulsion and battery systems were updated. All year use of bio DO has been made possible.
- When the renovation is finished, the environmental impact of the vessel will be further reduced and the lifecycle increased up to 2030's.



Squadron 2020

- LOI 2016
- Design contract 2017

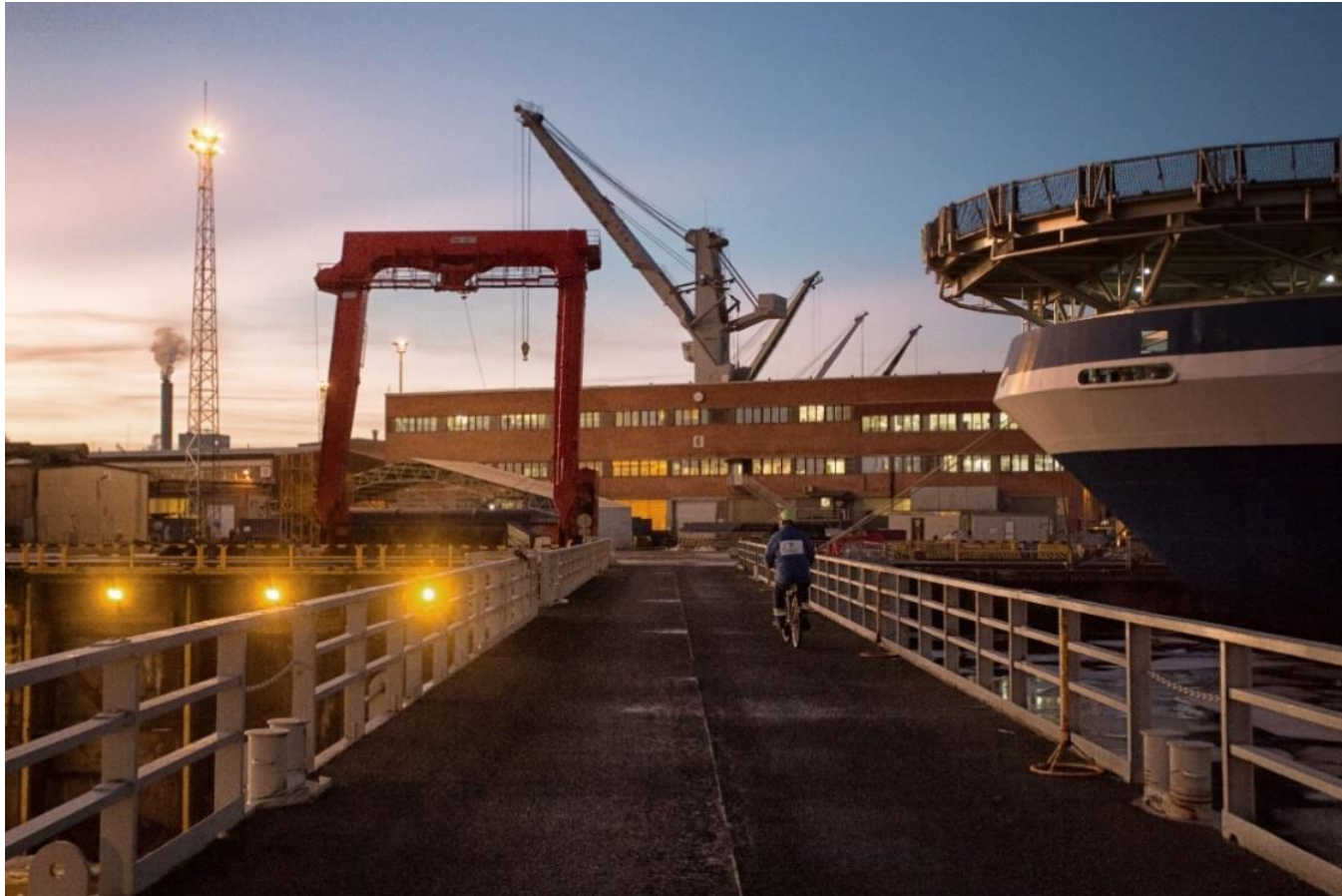


Life-cycle services

- In addition to shipbuilding, Rauma Marine Constructions offers comprehensive life-cycle services, including maintenance and repair operations.
- For instance, the company has an agreement with Arctia Oy on the maintenance of the multi-purpose icebreakers Nordica and Fennica



Thank you!



Jyrki Heinimaa, CEO

