Introduction

Market presence
Key strengths
Products & systems
Service
Training
Solutions
Partners
Key clients
Project references
INTRODUCTION

- Founded by Bill Hardman & Kuldip Grewal in 1969 in Dubai
- Shareholders:
  - Saif Abdullah Ali Saif Al Shafar / Emirati
  - Kuldip Singh Grewal / Indian
  - Mike Hardman / British
  - William Hardman / British
  - Keith Hardman / British
- Associated companies & subsidiaries
  - Gulf Development Systems LLC (UAE)
  - Navicom Technologies FZCO (UAE)
  - Navicom Technology International Pvt. Ltd. (India)
INTRODUCTION

Established in Dubai to repair and service marine navigation & communication equipment.

Leading turnkey marine solutions provider and systems integrator in the Middle East, and one of the largest in the world.
Elcome House lobby
CONTENT

- Introduction
- Market presence
  - Key strengths
  - Products & systems
  - Service
  - Training
  - Solutions
  - Partners
  - Key clients
  - Project references
CONTENT

- Introduction
- Market presence
- Key strengths
  - Products & systems
  - Service
  - Training
  - Solutions
  - Partners
  - Key clients
  - Project references
KEY STRENGTHS

- Turnkey solutions
- OHSAS 18001:2007
- worldwide electrical marine navigation
- Switchboards and switchboard solutions
- First-time-fix-rate
- Spare parts
- Trained Engineers
- Dubai Training Center
- Command and Control solutions
- International partners
- Safety Communications
- ISO 14001:2004
- High employees
- Offshore industry
- Maritime
- Collaborative partners
- re-engineering
KEY STRENGTHS

- Turnkey solutions for marine electronics, electrical, and safety systems
- Training center in partnership with Maersk Training
- Over 250 employees across the Middle East and India, including nearly 100 trained engineers and technicians
- Headquarters in Dubai, with 100,000 sq. ft. space for office, warehouse, service and training
- Warehouse in Jebel Ali Free Zone – free trade zone that connects to all major ports worldwide
KEY STRENGTHS

- Spare parts holding of US$ 12 Million, of all leading brands including legacy systems
- Servicing over 600 vessels every month
- High first-time-fix rate of 96%
- In-house assembly line of marine switchboards
- PCB repair and re-engineering facilities
Elcome House in Dubai
Introduction

Market presence

Key strengths

Products & systems

Service

Training

Solutions

Partners

Key clients

Project references
PRODUCTS & SYSTEMS

- Navigation
- Communication
- Marine automation
- Shore based systems
- Safety
- Nautical charts & publications
Navigation solutions
Marine communications
Automation solutions
Safety solutions
Elcome Paper Products Division
CONTENT

- Introduction
- Market presence
- Key strengths
- Products & systems
- Service
  - Training
  - Solutions
  - Partners
  - Key clients
  - Project references
We offer unparalleled service support and quickest turnaround time to our customers in G.C.C. and Indian subcontinent.

Our service engineers regularly fly to major shipping ports worldwide to repair key navigation, communication, automation, and safety systems on request of leading manufacturers.

Exceptional field level expertise and knowledge facilitate our riding team to carry out service while the ship is sailing.
SERVICE

- 24/7 service
- Call out service at all leading ports worldwide
- Service during sailing between ports
- First time fix rate: Avg. of 96%
- Factory trained engineers (UAE: 42; Branches: 15)
- Comprehensive stock of spares for all represented brands. Approximate value US$ 12 Million
Service reach by ports
Maersk Training Elcome – Simulation facility
State-of-the-art training center located in Dubai to provide training to officers and crew on ECDIS and Dynamic Positioning systems. We are the only provider of turnkey ECDIS solutions in the world, offering: ECDIS hardware & software, communications equipment, airtime, paper & electronic charts, installation, training & certification, and maintenance.
TRAINING – PARTNERSHIPS

- Joint venture with global leader in maritime training – Maersk Training, Denmark (2011)
- Partnership with ETC (ECDIS Training Consortium) to act as its local partner (2012)
TRAINING – COURSES

- Courses accepted & certified by The Nautical Institute, London.
- Dynamic Positioning: Basic and Advanced
- ECDIS: Type specific and Generic
- Other courses custom-made for navy, coastguard, offshore, oil & gas:
  - Operator training for military communication
  - Operator training for radar systems
CONTENT

- Introduction
- Market presence
- Key strengths
- Products & systems
- Service
- Training

Solutions
- Partners
- Key clients
- Project references
SOLUTIONS

- Airtime solutions
- Chart folio management solutions
- New build solutions
- Retrofit solutions
- Safety solutions
PARTNERS – LIST OF KEY BRANDS

World-class and global leading manufacturers of innovative systems and solutions.

- Admiralty
- Koden
- Northrop Grumman Sperry Marine
- Praxis Automation Technology
- RFD Beaufort
- SAAB TransponderTech
- Thrane & Thrane
- Transas
- Yokogawa
- Vingtor
<table>
<thead>
<tr>
<th></th>
<th>PARTNERS – LIST OF BRANDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Amec</td>
</tr>
<tr>
<td>2</td>
<td>Algae-X</td>
</tr>
<tr>
<td>3</td>
<td>Astel Marine</td>
</tr>
<tr>
<td>4</td>
<td>Autronica</td>
</tr>
<tr>
<td>5</td>
<td>BKM</td>
</tr>
<tr>
<td>6</td>
<td>Blackwater</td>
</tr>
<tr>
<td>7</td>
<td>Boning</td>
</tr>
<tr>
<td>8</td>
<td>Catef Marine Fire</td>
</tr>
<tr>
<td>9</td>
<td>Chemring Marine</td>
</tr>
<tr>
<td>10</td>
<td>CHL</td>
</tr>
<tr>
<td>11</td>
<td>Comar</td>
</tr>
<tr>
<td>12</td>
<td>Cosalt</td>
</tr>
<tr>
<td>13</td>
<td>Coursemaster Autopilots</td>
</tr>
<tr>
<td>14</td>
<td>Daeyang</td>
</tr>
<tr>
<td>15</td>
<td>Danelac</td>
</tr>
<tr>
<td>16</td>
<td>Daniamant</td>
</tr>
<tr>
<td>17</td>
<td>Denbridge</td>
</tr>
<tr>
<td>18</td>
<td>Entel</td>
</tr>
<tr>
<td>19</td>
<td>Farsounder</td>
</tr>
<tr>
<td>20</td>
<td>Flir</td>
</tr>
<tr>
<td>21</td>
<td>Francis Search Lights</td>
</tr>
<tr>
<td>22</td>
<td>Globe Wireless</td>
</tr>
<tr>
<td>23</td>
<td>Gobius</td>
</tr>
<tr>
<td>24</td>
<td>GWK Electronics Ltd</td>
</tr>
<tr>
<td>25</td>
<td>Hatteland</td>
</tr>
<tr>
<td>26</td>
<td>Holland Marine Parts</td>
</tr>
<tr>
<td>27</td>
<td>Honeywell Tank System</td>
</tr>
<tr>
<td></td>
<td>Brand Name</td>
</tr>
<tr>
<td>---</td>
<td>------------------------------------</td>
</tr>
<tr>
<td>28</td>
<td>Hoppe Bordmesstechnik</td>
</tr>
<tr>
<td>29</td>
<td>HyDrive</td>
</tr>
<tr>
<td>30</td>
<td>IMO</td>
</tr>
<tr>
<td>31</td>
<td>Inelteh</td>
</tr>
<tr>
<td>32</td>
<td>Inmarsat</td>
</tr>
<tr>
<td>33</td>
<td>Interspiro</td>
</tr>
<tr>
<td>34</td>
<td>ITU</td>
</tr>
<tr>
<td>35</td>
<td>Itur Bombas</td>
</tr>
<tr>
<td>36</td>
<td>JMC</td>
</tr>
<tr>
<td>37</td>
<td>Koden</td>
</tr>
<tr>
<td>38</td>
<td>Lilley &amp; Gillie</td>
</tr>
<tr>
<td>39</td>
<td>LRAD</td>
</tr>
<tr>
<td>40</td>
<td>Lyngsoe Marine</td>
</tr>
<tr>
<td>41</td>
<td>Maersk Training</td>
</tr>
<tr>
<td>42</td>
<td>Maretron</td>
</tr>
<tr>
<td>43</td>
<td>Marine Technologies</td>
</tr>
<tr>
<td>44</td>
<td>MarineTrack</td>
</tr>
<tr>
<td>45</td>
<td>McMurdo</td>
</tr>
<tr>
<td>46</td>
<td>Modern Security Solutions</td>
</tr>
<tr>
<td>47</td>
<td>Miros</td>
</tr>
<tr>
<td>48</td>
<td>MVS</td>
</tr>
<tr>
<td>49</td>
<td>Navitronics</td>
</tr>
<tr>
<td>50</td>
<td>Nautel</td>
</tr>
<tr>
<td>51</td>
<td>NetLogic</td>
</tr>
<tr>
<td>52</td>
<td>NetWave Marine</td>
</tr>
<tr>
<td>53</td>
<td>Nobeltec</td>
</tr>
<tr>
<td>54</td>
<td>Northrop Grumman Sperry Marine</td>
</tr>
</tbody>
</table>
PARTNERS – LIST OF BRANDS

55. Orlaco
56. PainsWessex
57. Panasia
58. PC Maritime
59. Peters+Bey
60. Plastimo
61. Powertec
62. Praxis Automation Technology
63. QPS
64. RFD
65. Ritchie Navigation
66. RM Young
67. Rvision Inc
68. Saab TransponderTech
69. Sam Electronics
70. Samsung Heavy Industries
71. Sealite
72. SeaTel Cobham
73. Skipper
74. Stratos Inmarsat Solutions
75. Tamaya
76. Thrane & Thrane
77. Transas
78. UKHO (Admiralty)
79. Vingtor (Zenitel)
80. Walke Marine Instruments
81. Wempe
82. Wesmar
83. Yokogawa
Introduction
Market presence
Key strengths
Products & systems
Service
Training
Solutions
Partners
Key clients
Project references
Customers by country
KEY CLIENTS

- ADNATCO
- ADSB
- Al Hilal
- Ali & Sons Marine Engineering Factory
- Al Jazeera
- ASRY
- Bernard Schulte
- Boskalis
- DSBE
- Dubai Drydocks
- Dynacom
- E-Marine
- ETA
- Ethiopian Shipping
- Fujairah Marine
- GMS
- Grandweld
- Gulf Agency Co.
- Gulf Glory Marine Services
- Gulf Ship Chandlers
- Halul Offshore
- Inchcape
- IRSHAD
- ITM
- Jan De Nul
- KOC
- KOTC
- Kuwait Coast Guard
- Kuwait Navy
- Lamprell
- Maersk
- McMdermott
- MSML
- Mubarak Marine
- NGSCO
- NICO
- NPCC
- Platinum Yachts
- Qatar Armed Forces
- Qatar Petroleum
- Qatar Navigation
- QNTTC
- Saifee
- Saudi Navy
- Seacor Offshore
- Secunda Marine
- Seven Seas
- Sharjah Ports Authority
- Swire Pacific
- Tanker Pacific
- Telemar
- Topaz Marine
- Classified Coast Guard
- Classified Navy
- UASC
- Unitor
- Van Ooord
- Vela International
- V-Ships
- Wallem Ship
- Wilhelmsen
- Zakher Marine
- Zamil
WHAT MAKES ELCOME AS A RELIABLE PARTNER?

E-Marine

- Period: 2013-14
- Cable-laying vessel
- Turnkey project
- Newbuild
- Value: $2.5 Million

- Navigation
- Communication
- Automation
- Safety
- Electrical solutions
Nature: Newbuild of cable-laying Vessel, certified to RINA Class (98m)

Scope: Supply, installation, cable pulling, commissioning of turnkey solutions

Components: Dynamic Positioning II system, Integrated Bridge System, Wind speed, Gyrocompass, TVRO, GMDSS, Sound power telephone, PA system, Intercom, fire detection, light & light fittings, MV switchboard systems, search lights, charts & nautical inventories,

Partners: Marine Technologies LLC, NG Sperry Marine, Admiralty, Hatteland, Cobham SATCOM, MRC, Autronica, Daeyang, ELSYS, Francis, Panasia
What makes ELCOME as a reliable partner?

- Period: 2010-11
- Training vessel
- Turnkey project
- Retrofit
- Value: $1 Million

- Navigation
- Communication
- Automation
- Safety
- Charts solutions
Nature: Conversion of landing craft to training vessel, certified to Class by LR (71m)

Scope: Supply, installation, cable pulling, commissioning of turnkey solutions

Components: Radar, ECDIS, Wind speed, Gyrocompass, TVRO, GMDSS, Sound power telephone, PA system, Intercom, Interactive smart board, fire detection, Sewage treatment plant, life rafts, light & light fittings, LV switchboard systems, marine generators, HVAC, search lights, charts & nautical inventories,

Partners: NG Sperry Marine, Admiralty, Hatteland, SeaTel Cobham, Thrane Sailor, Zenitel Vingtor, RFD, Autronica, Daeyang, ELSYS, Francis
**Al Shareeah 71**

- **Period:** 2010-11
- **OSV**
- **Turnkey project**
- **Newbuild**
- **Value:** $3 Million

- **Navigation**
- **Communication**
- **Automation**
- **Safety**
- **Charts solutions**
AL SHAREEAH L71

- **Nature:** New build of OSV, certified to Class by LR (75m)
- **Scope:** Turnkey solution of system design, engineering, supply, installation, cable pulling, commissioning, and seatrials
- **Components:** Naval radar, ECDIS, Echosounder, Speedlog, Wind speed, Fibre optic gyrocompass, TVRO, GMDSS, Sound power telephone, PA system, Intercom, AIS, DGPS, CCTV, helideck refueling system, helideck foam system, helideck monitoring system, helicopter starting system, alarm monitoring system, power management system, gas detection system, main & emergency switchboard with DB, wheelhouse & ECR consoles, battery & battery chargers, FM200 system, Tank gauging, fire detection, life rafts, marine pumps, light & light fittings, charts & nautical inventories, searchlights, cable trays, cables, cable sleeves, cable accessories, window wiper system, safety inventories.
- **Partners:** NG Sperry Marine, Admiralty, Hatteland, SeaTel Cobham, Thrane Sailor, Zenitel Vingtor, RFD, Autronica, Daeyang, ELSYS, Alfons Haars, Orga, Catef, Praxis, Transas, Saab TransponderTech, Peters+Bey, Walker, Panasia, Remitite, Francis, Hepworth, TQPLC, Schneider Electric, SMC
Dubai Star

- Period: 2010-11
- 64m AHOSV DP2
- Turnkey project
- Newbuild
- Value: $1.5 Million

- Navigation
- Communication
- Automation
- Safety
- Charts solutions
Nature: New build of AHOSV, certified to Class by LR (64m)

Scope: Turnkey solution of system design, engineering, supply, installation, commissioning, and seatrials

Components: Radar, ECDIS, Echosounder, Speedlog, Wind speed, Fibre optic gyrocompass, TVRO, GMDSS, Sound power telephone, PA system, Intercom, AIS, DGPS, alarm monitoring system, main & emergency switchboard with DB, Tank gauging, fire detection, marine pumps & valves, navigation light & light panel, charts & nautical inventories, searchlights, Dynamic Positioning system – DPII with reference system, safety inventories.

Partners: Marine Technologies, NG Sperry Marine, Admiralty, Hatteland, SeaTel Cobham, Thrane Sailor, Zenitel Vingtor, Autronica, ELSYS, Praxis, Saab TransponderTech, Peters+Bey, Panasia, Francis, Schneider Electric, SMC, CyScan,
WHAT MAKES ELCOME AS A RELIABLE PARTNER?

NSCSA - Bahri

- Period: 2010-13
- VLCC fleet
- Turnkey project
- Retrofit
- Value: $200,000/vsl
- Navigation
- Automation
- Charts solutions
NSCSA VLCC

- Nature: Retrofit onboard VLCC, certified to Class by DNV and LR
- Gross tonnage: 163,882 each
- Number of vessels: 5
- Scope: retrofit of existing cargo monitoring & valve control system while sailing
- Replacement of old equipment: Mitsubishi super cargo system
- Components: Cargo monitoring & control with 3870 I/Os interfaced to tank gauging, loading computer, inert gas plant, cargo pump turbines, and ballast tank level datic system
- Partners: Praxis Automation, Netherlands
NSCSA VLCC

- Nature: Retrofit onboard VLCC, certified to Class by DNV and LR
- FY 2011-12
- Gross tonnage: 160,782 each
- Number of vessels: 11
- Project value per vessel: US$ 20,000
- Scope: New installation of
- Components: Bunker tank high-high level alarm system
- Partners: Panasia, South Korea
WHAT MAKES ELCOME AS A RELIABLE PARTNER?

NSCSA - Bahri

- Period: 2010-13
- VLCC fleet
- Turnkey project
- Retrofit

- Value: $1.6 Million
- Navigation
- Charts solutions
Nature: Retrofit onboard VLCC, certified to Class by DNV and LR
FY 2011-13
Gross tonnage: 160,000+ each
Number of vessels: 4+8
Project value per vessel:
- US$ 165,800 (IBS – 8 vessels)
- US$ 75,000 (Dual ECDIS – 4 vessels)
Scope: New installation of integrated bridge system
Components: MFD based dual ECDIS, Conning and Radar
Partners: Northrop Grumman Sperry Marine, Admiralty
WHAT MAKES ELCOME AS A RELIABLE PARTNER?

Maersk California

- Period: 2013
- Container carrier
- Turnkey project
- Retrofit
- Value: $170,000
- Automation
MAERSK CALIFORNIA

- Nature: Retrofit onboard CC, certified to Class by ABS
- FY 2013
- Gross tonnage: 18,979
- Number of vessels: 1
- Project value per vessel: US$ 170,000
- Scope: Supply, installation and commissioning of alarm monitoring system
- Partners: Praxis Automation, Netherlands