



## **MARINE EQUIPMENT**

A Zener Marine International Group Company

**OFFICIAL REPRESENTATION | AFTER-SALES | GLOBAL SUPPORT**

**WE SERVICE. WE SUPPLY. WE COMMIT.  
ALWAYS. EVERYWHERE.**

## Legal & Corporate Notice

Zener Marine International Group is the commercial name used to refer to the group of companies comprising Zener Marine Elevator Services S.L., Serviços em Elevadores Marítimos no Brasil LTDA, Zener Marine Elevator & HVAC Panamá S.A., and Azov International BV, as well as entities currently under formation in Mexico and China.

Zener Marine Elevator Services S.L., with Tax Identification Code (CIF) ES-B47761994, has its registered office at Calle Zanfona, number 14, 47012 Valladolid, Spain. The company is registered with the Commercial Registry of Valladolid under Volume 1512, Folio 135, Page VA-28726, Registration 2nd. Its commercial office is located at Calle Nabucco, number 2, 2nd floor, Office 13, 29006 Málaga, Spain. The company operates in accordance with the regulations of the European Union and the Government of Spain.

Serviços em Elevadores Marítimos no Brasil LTDA, with CPF/CNPJ 55.072.033/0001-39, has its registered office at Rua Dona Luiza Macuco, 156, Vila Matias, Santos – SP, 11015-060, Brazil. This Brazilian company is a subsidiary of the European company Zener Marine Elevator Services S.L. and operates in accordance with the regulations of the Federative Republic of Brazil.

Zener Marine Elevator & HVAC Panamá S.A., with RUC 155768736-2-2025, has its registered operational office at Calle Elvira Méndez, Vía España, Torre Delta, Panama City, Republic of Panama.

Azov International BV, with VAT number BE 0897.365.905, has its registered operational office at Leopold III laan 39, 2220 Hamme, Belgium.

Alfatec Internatinoal SA, with RUC 155659190-2-2017, has is registered operational office at Calle Ramón H. Jurado, Edif. RBS Tower, A901, Panama City, Republic of Panama.

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.Málaga (Spain), 2026

## COMPASS

# WHO IS AZOV INTERNATIONAL?

**AZOV International** is an independent marine & offshore equipment company, focused on the representation, distribution and technical support of selected manufacturers operating in regulated and high-risk environments.

### OUR MISSION

As part of Zener Marine International Group, AZOV International represents and supports marine & offshore equipment manufacturers through trusted technical services and compliant after-sales solutions.

### OUR VISION

To grow as a reliable, manufacturer-oriented representative, fully aligned with the Group's long-term vision and values.

### OUR VALUES

- Compliance without shortcuts
- Technical credibility
- Responsibility in offshore environments
- Long-term cooperation

Trust · Compliance · Reliability · Integrity · Competence · Partnership · Responsibility · Credibility · Accountability

# QUALITY & COMPLIANCE FRAMEWORK

Our internal management processes operate in full alignment with the **quality, safety and compliance standards of the Group**, which rigorously applies the management processes of its Bureau Veritas–certified parent company, ensuring a consistent, structured and reliable framework across all projects.

In addition, our operations are governed by:

- Manufacturers' technical standards and procedures for all represented products
- International maritime, offshore and environmental regulations
- Flag State and Class requirements, when applicable

Our governance framework is further supported by formally implemented corporate policies, including:

- Corporate Social Responsibility Policy
- Anti-Corruption Policy
- Ethical Code of Conduct

*Our approach goes beyond formal certification:  
it is based on technical discipline, traceability and responsibility.*



Compliance



Manufacturer  
standards



Class & Flag



Safety

# OUR ROLE

## AS MANUFACTURER REPRESENTATIVE:

**AZOV International** acts as a technical and commercial representative for selected marine and offshore equipment manufacturers, serving as a reliable interface between manufacturers and the maritime market.

Our role includes:

- Official representation in defined territories
- Technical coordination and after-sales support
- Spare parts management and logistics coordination
- Interface with shipowners, managers, shipyards and offshore operators
- Protection of manufacturers' procedures, standards and brand integrity

We do not replace manufacturers — we extend their reach and protect their interests.



# OUR BUSINESS MODEL

AZOV International operates under a manufacturer-oriented and service-driven business model, designed to protect manufacturers' interests while ensuring reliable support to the marine and offshore market.



Our model is based on:

- Official representation of selected manufacturers
- Clearly defined territories, scopes and responsibilities
- Strong focus on after-sales, spare parts and technical coordination
- Direct interface with shipowners, managers, shipyards and offshore operators
- Risk-aware approach aligned with regulated environments

**We do not compete with manufacturers.**

**We reinforce their presence, protect their standards  
and extend their after-sales capability.**

# MARINE & OFFSHORE EQUIPMENT SCOPE:

**AZOV International** operates as a manufacturer-oriented technical representative, supporting a broad range of marine and offshore equipment with high regulatory, operational and safety impact.

**Our scope covers regulated and mission-critical systems, typically including:**

- Environmental and compliance-related systems
- Monitoring, control and alarm equipment
- Safety-critical detection and protection systems
- Propulsion, manoeuvring and related auxiliary equipment
- Power generation, automation and control systems
- Marine HVAC, refrigeration and thermal systems
- Water treatment and utility systems
- Dynamic positioning and offshore control systems
- Marine & Offshore Elevators



**Our equipment scope is not limited to specific products or manufacturers and may expand depending on project requirements, regional needs and contractual arrangements.**

# OFFSHORE FOCUS & CERTIFIED CAPABILITY:

**AZOV International** operates in offshore and harsh environments supported by highly specialized and certified personnel, aligned with North Sea and international offshore standards.

## Certified teams & training

- OPITO BOSIET / FOET / STCW / NR33-35
- GWO (offshore & energy environments)
- Region-specific offshore certifications (Brazil, Norway, West Africa)
- Continuous technical and manufacturer-specific training

## Medical & fitness compliance

- OGUK Offshore Medical (formerly UKOOA)
- Country-specific offshore medical requirements when applicable

## Risk & insurance

- Marine & offshore insurance coverage for:
- Fixed & floating offshore units
- DP vessels
- Offshore platforms



Certified Teams  
& Trainings



Medical & Fitness  
Compliance



Risk &  
Insurance

# GEOGRAPHIC COVERAGE:

## REGIONAL PRESENCE · CONTROLLED GEOGRAPHIC SCOPE

**AZOV International** provides marine and offshore equipment support through a controlled geographic framework, fully aligned with manufacturers' territorial agreements and local regulatory requirements.

Our activities are carried out within:

- Defined territories and regions agreed with each manufacturer
- Approved scopes of representation and after-sales support
- Local regulations, flag and class requirements

Within these frameworks, AZOV combines central technical coordination with regional execution, ensuring consistency, compliance and reliability across projects.



Our experience covers key maritime and offshore regions, including:

- Europe
- Middle East
- Africa (West & North Africa)
- Americas
- Asia-Pacific

Geographic coverage is not about being everywhere — it is about being authorised, compliant and reliable where we operate.

# AFTER-SALES & TECHNICAL SUPPORT:

AZOV International **operates with a 24/7** after-sales mindset, ensuring continuous technical support and operational reliability for marine and offshore equipment throughout its lifecycle.

Our after-sales framework includes:

- 24/7 technical support availability, aligned with manufacturers' procedures
- Original spare parts management, including identification, sourcing and logistics coordination
- Full spare parts lifecycle control, from recommendation and supply to replacement planning
- Return, handling and coordination of defective, obsolete or superseded components, in close cooperation with manufacturers
- Strict recommendation to operate always under the manufacturer's technical and commercial framework, avoiding unapproved solutions

We actively protect manufacturers by:

- Preventing the use of non-original, counterfeit or unverified spare parts
- Ensuring confidentiality and discretion in all technical communications and documentation
- Acting as a trusted interface between manufacturer and end user, preserving brand integrity and technical credibility

Beyond after-sales, AZOV supports manufacturers' long-term market presence, facilitating the integration of their equipment into newbuildings and retrofit projects, supported by group-level commercial agreements with major shipyards, both in Asia and other strategic shipbuilding regions.

After-sales is not only support — it is brand protection and lifecycle control.

# WHY AZOV INTERNATIONAL

## INDEPENDENT AND NEUTRAL REPRESENTATION

- AZOV International operates as an independent and neutral representative, fully aligned with manufacturers' interests.
- We do not trade opportunistically — we protect procedures, pricing discipline and brand integrity.

## AFTER-SALES DRIVEN BY RESPONSIBILITY

- Our activity is built around after-sales and lifecycle control, ensuring that equipment remains compliant, reliable and properly supported throughout its operational life.
- We focus on original spare parts, approved solutions and long-term reliability, not short-term fixes.

## BACKED BY A SOLID MARINE & OFFSHORE GROUP

- As part of Zener Marine International Group, AZOV benefits from a structured technical organization, established marine experience and group-level governance.
- This provides stability, continuity and credibility to manufacturers and end users alike.

## OFFSHORE-READY BY DESIGN

- AZOV operates in offshore and high-risk environments through certified personnel, offshore training, medical compliance and appropriate marine & offshore insurance coverage.
- Offshore capability is treated as a qualification, not as an exception.

## LONG-TERM PARTNER APPROACH

- We work with manufacturers and clients on a long-term partnership basis, supporting market presence, new installations and lifecycle strategies.
- Our objective is not volume, but alignment, sustainability and mutual trust.

We are not looking for volume — we look for alignment.



# GROUP SYNERGIES:

**AZOV International is part of Zener Marine International Group** a specialized marine & offshore division within a Spanish business holding operating across multiple strategic sectors.

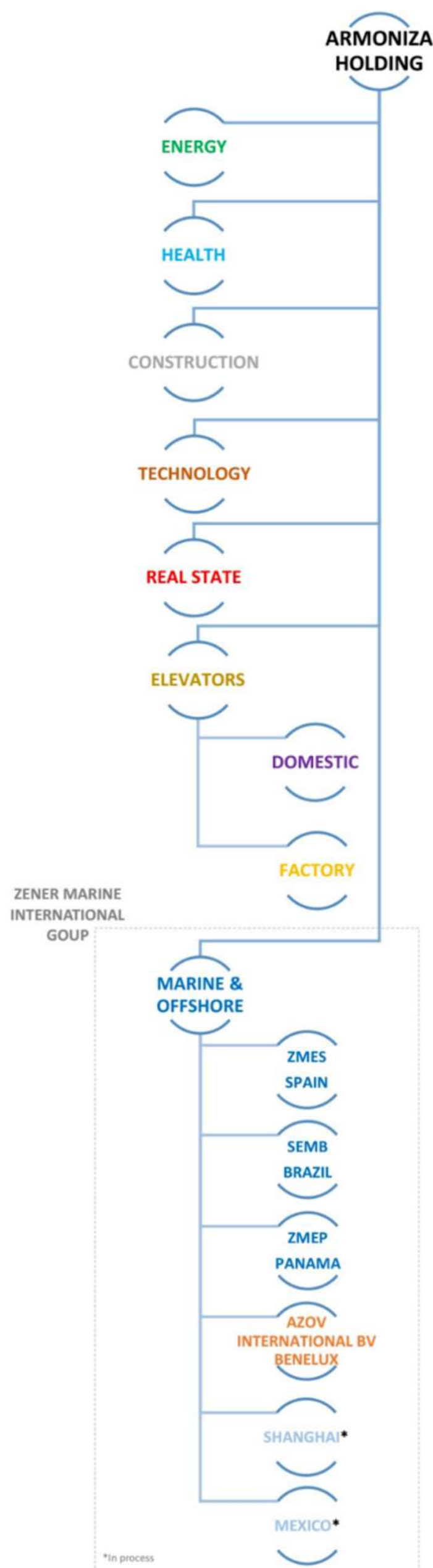
This group structure provides AZOV with financial stability, technical depth and long-term continuity, while preserving its independence and neutral role as a manufacturer representative.

Being part of the Group allows AZOV International to:

- Rely on a solid and diversified corporate backbone, reducing operational and financial risk
- Share technical resources, engineering expertise and best practices across group companies
- Support complex marine and offshore projects, including newbuildings, retrofits and international operations
- Leverage long-term commercial relationships with major shipyards, both in Asia and other global shipbuilding regions
- Offer manufacturers continuity and scalability, beyond the capabilities of a standalone agent

The Group's diversified presence across sectors such as energy, technology, construction, industry and marine & offshore reinforces AZOV's stability while allowing it to remain fully focused on marine and offshore equipment representation.

*Few representatives combine specialization with this level of corporate backing.*





## **MARINE EQUIPMENT**

A Zener Marine International Group Company

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