

ALL IN ONE IS BETTER

**FINCANTIERI** **Si**  
evolving integration





# THE MISSION OF FINCANTIERI SI

IS TO SUPPLY FULL ELECTRIC POWER CONTROL AND AUTOMATION SYSTEMS WITHIN THE MARINE AND HEAVY INDUSTRY SEGMENTS, ACTING AS COMPONENTS INTEGRATOR AS WELL AS MANUFACTURER OF KEY ELEMENTS OR COMPLETE SYSTEMS ON A TURNKEY BASIS ALSO PROVIDING LIFECYCLE SERVICES.

## A NEW COMPANY WITH SOLID CAPABILITIES

**Fincantieri SI** activities are focused on the design, production and supply of innovative and integrated electrical, electronic and electromechanical systems.

Thanks to this new company, the Fincantieri Group takes advantage of a stronger integration between its mechanical, electrical and electronic capabilities.

**Fincantieri SI** has been established to further widen Fincantieri Group presence both in the shipbuilding segment value chain and in other industrial segments.



# A GLOBAL PARTNER FOR MARINE AND HEAVY INDUSTRIES

THE FOCUS IS ON SHIPBUILDING BUT ALSO ON POWER  
GENERATION AND STORAGE, STEEL AND OTHER AREAS,  
WITH SOLUTIONS FOR **NAVIGATION**, FOR **INDUSTRIAL**  
AND FOR **SMART POWER MANAGEMENT**



## MARINE AND NAVY SOLUTIONS

EQUIPMENT AND SYSTEMS FOR PASSENGER VESSELS,  
CARGO VESSELS, NAVY SHIPS (NATO CODE NCAGE AQ247),  
FERRIES, SPECIAL VESSELS, OFF-SHORE VESSELS,  
TRAWLERS, TUGBOATS, MEGA-YACHTS

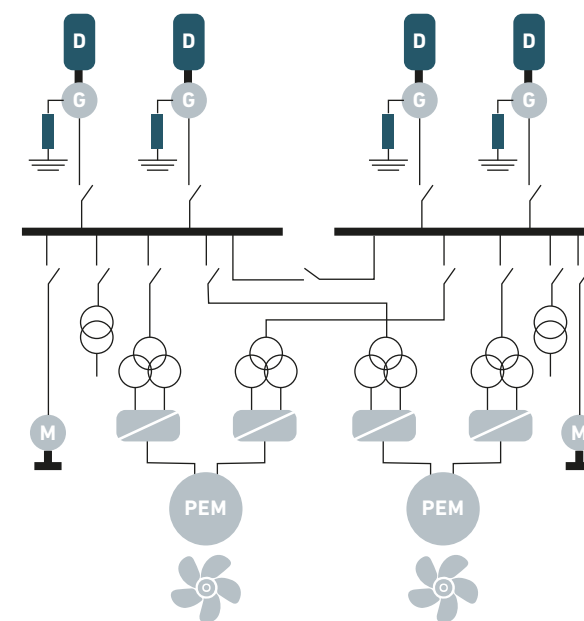
### Electric generation and propulsion

For all kind of ships and vessels,

**Fincantieri SI** provides:

- Project management
- Electric system integration
- Grid analysis (THD, short-circuit)
- Diesel gensets

- LV & MV electric distribution
- Distribution transformers
- Power transformers
- Variable frequency drives
- Thruster motors
- Propulsion motors



### Full integrated electrical supplier

**Fincantieri SI** handles the entire integrated electric and electronic package, offering to its customers a turnkey product spanning the most sophisticated propulsion systems and the on-board electrical auxiliaries, delivering project management, project engineering, construction and commissioning, key hardware and software components, and life-cycle service.

### Innovation toward the smart vessel solutions

**Fincantieri SI** innovates by pursuing the idea of the "smart vessel". This new, highly developed type of ship incorporates advanced technology that brings energy-efficiency savings with reduced environmental impact and greater comfort, both in navigation and in port.

### Complete life-cycle service

**Fincantieri SI's** operating model is highly integrated, with an exchange of expertise to support Clients throughout the entire ship's life-cycle. Service and maintenance activities, also supported by remote control and monitoring, cover electrical and automation systems, as well as key components.





# LAND SOLUTIONS

EQUIPMENT AND SYSTEMS FOR LAND APPLICATIONS INCLUDING EQUIPMENT FOR SHIPYARDS, MODULAR POWER PLANTS AND OTHER SYSTEMS

## Ship-lift & transfer system



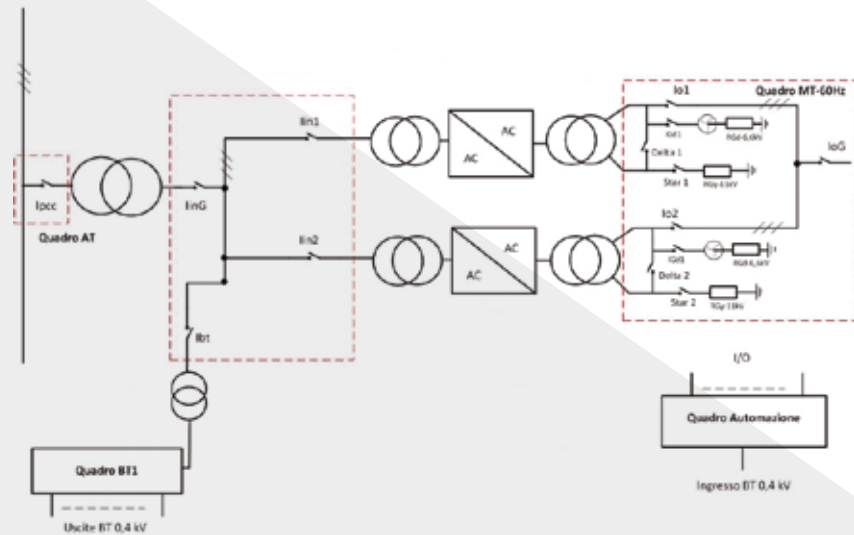
With the acquisition of the Intellectual Property Rights and the staff of the Schiess Defries, WETEC Systems offers the latest solutions in the field of ship lift technology, with over 100 years of tradition. Pomini Tenova (a company of Techint Group) provides its contribution as very well experienced company as mechanical manufacturer for the equipment to be integrated in the ship lift systems.



## Ship-to-shore power system

The expertise of **Fincantieri SI** related to electric systems and machinery allows to provide turn-key solutions for delivering power to ships at the harbours turning off engines and emissions in accordance to present regulations and protection of the environment.

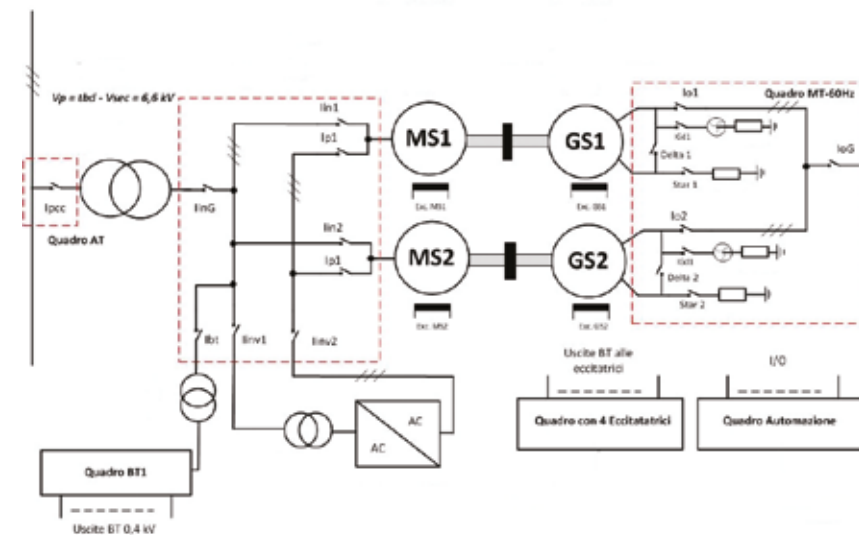
- Project management
- System definition
- Power supply control & protection



## General systems for shipyards

**Fincantieri SI** can provide particular solutions for shipyards within the experience and know-how of the Group.

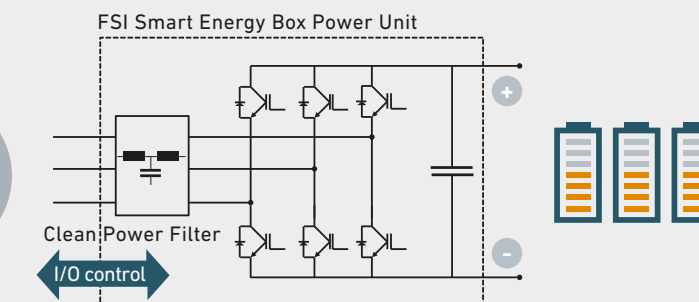
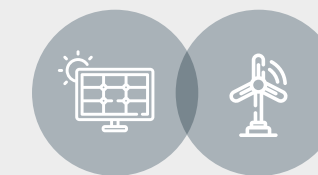
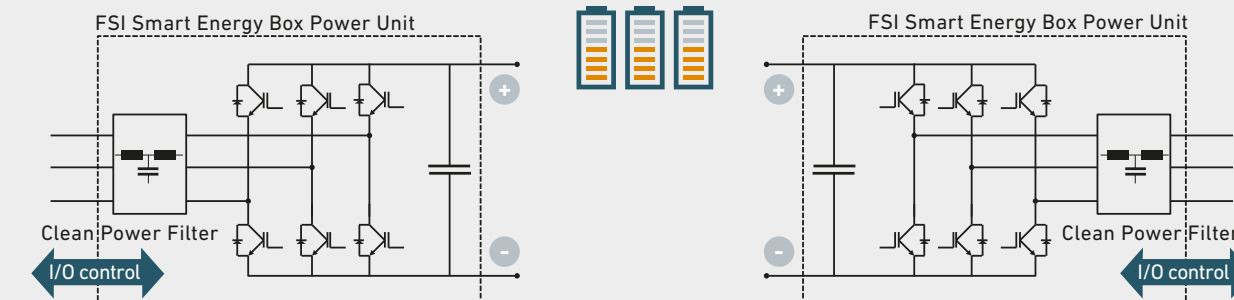
- Sandblasting and painting systems
- Dry-docks pumping systems





# SMART SOLUTIONS

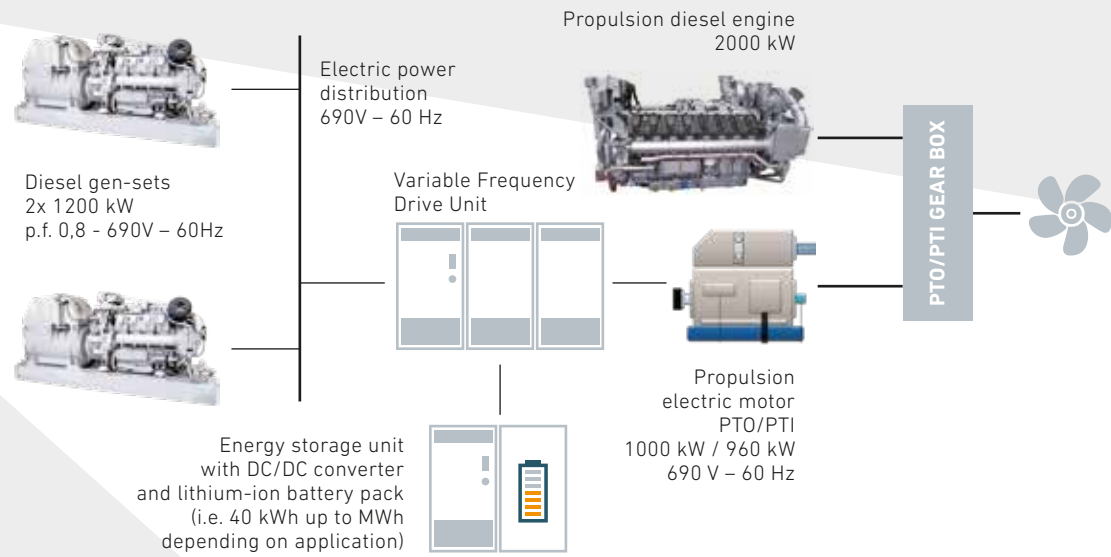
EQUIPMENT AND SYSTEMS  
FOR SMART POWER MANAGEMENT  
AND ENERGY STORAGE.



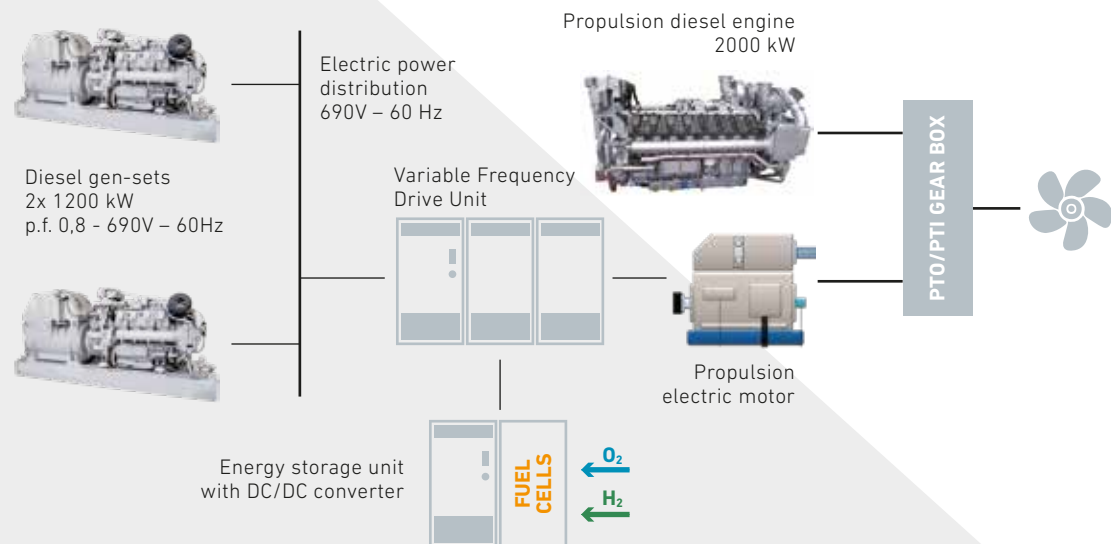
**FINCANTIERI SI CAN PROVIDE  
INNOVATIVE SMART POWER SOLUTIONS  
BASED ON POWER ELECTRONICS  
AND DEDICATED AUTOMATION PLATFORMS.**



## ENERGY STORAGE



## FUEL CELLS



## MARINE

### ITALIAN NAVY, LSS AND PPA



HULL NUMBER: 6259



HULL NUMBER: 6261, 6262, 6263, 6264, 6265, 6266, 6267

Hybrid propulsion system for navy vessel including propulsion motors, variable frequency drives, power and distribution transformers, low voltage switchboard.

### ITALIAN NAVY, LHD



HULL NUMBER: 6260

Hybrid propulsion system for navy vessel including generators, propulsion motors, variable frequency drives, power and distribution transformers and medium voltage switchboards.

### ITALIAN NAVY, LSS



HULL NUMBER: 6259

50Hz / 60Hz Rotating converter package for combat system Stanag network.

## LAND

### MONFALCONE SHIPYARD



Complete facility for sandblasting and painting inside the shipyard including civil works and all related equipment.

# OPERATING MODEL

## WHAT MAKES FINCANTIERI SI SPECIAL



**As main contractor,**  
**Fincantieri SI** holds directly key activities such as project management, procurement execution (included supply chain management) and cost controlling.

The **relationship with the most recognized universities** provides top technology and innovation for up-to-date technical solutions within the market.

**Fincantieri SI** can propose to the market the top level expertise of the Group in activities as:

- **System integrator** (technical project management, technical coordination with suppliers, design & engineering, programming);
- **Erection supervisor** (HAT/SAT/FAT, construction supervision, Commissioning supervision).

A well established network of suppliers allow to satisfy any requirement.

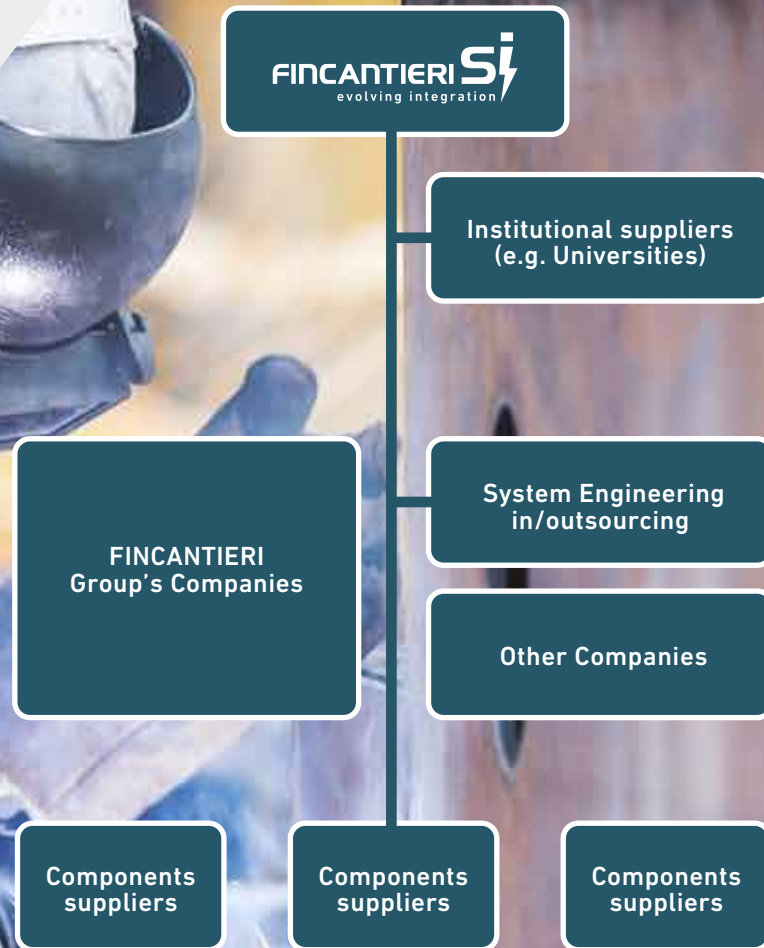
REFERENCES



The **integrated approach** along the value chain, together with being part of the Fincantieri Group, assures multiple advantages to our Customers as:

- access to engineering, erection and services from **a single supplier with one sole responsibility**;
- focus on **energy efficiency** through the optimization of solutions based on the integration between **experience and innovation**;
- **proficiency into the project execution** thanks to the integration between the engineering and the erection activities;
- better performances of the systems in operation, thanks to the integration down to **life-cycle support services**.

**OPERATING MODEL >>**



# CERTIFIED QUALITY

## PRODUCT AND PROCESSES THAT MEET THE HIGHEST STANDARDS



# THE FINCANTIERI PLANET

Fincantieri is one of the world's largest shipbuilding groups and number one for diversification and innovation. It is leader in cruise ship design and construction and a reference player in all high-tech shipbuilding industry sectors, from naval to offshore vessels, from high-complexity special vessels and ferries to mega yachts, as well as in ship repairs and conversions, production of systems and mechanical and electrical component equipment and after-sales services. With over 230 years of history and more than 7,000 vessels built, Fincantieri has always kept its management offices, as well as all the engineering and production skills, in Italy. With over 8,400 employees in Italy and a supplier network that employs nearly 50,000 people, Fincantieri has enhanced a fragmented production capacity over several shipyards into a strength, acquiring the widest portfolio of clients and products in the cruise segment. To hold its own in relation to competition and assert itself at global level, Fincantieri has broadened its product portfolio becoming world leader in the sectors in which it operates. With globalization, the Group has around 20 shipyards in 4 continents, over 19,000 employees and is the leading Western shipbuilder. It has among its clients the world's major cruise operators, the Italian and the US Navy, in addition to several foreign navies, and it is partner of some of the main European defense companies within supranational programs. Fincantieri's business is widely diversified by end markets, geographical exposure and by client base, with revenue mainly generated from cruise ship, naval and offshore vessel construction. Compared with less diversified players, such diversification allows it to mitigate the effects of any fluctuations in demand on the end markets served.

## SHIPYARDS AND DOCKS

### EUROPE

#### ITALY

TRIESTE  
MONFALCONE  
MARGHERA  
SESTRI PONENTE  
GENOA  
RIVA TRIGOSO-MUGGIANO  
ANCONA  
CASTELLAMMARE DÍ STABIA  
PALERMO

#### NORWAY

AUKRA  
BRATTVAAG  
BREVIK  
LANGSTEN  
SØVIKNES

#### ROMANIA

BRAILA  
TULCEA

### ASIA

#### VIETNAM

VUNG TAU

### AMERICAS

#### USA

GREEN BAY  
MARINETTE  
STURGEON BAY

#### BRAZIL

SUAPE



## SUBSIDIARIES

### EUROPE

#### ITALY

FINCANTIERI S.p.A. (Headquarter)  
Orizzonte Sistemi Navali  
Cetena  
Delfi  
Seastema  
Isotta Fraschini Motori  
Fincantieri Oil&Gas  
Seaf  
Marine Interiors  
Fincantieri Infrastructure  
Fincantieri SI

#### NORWAY

Vard Group (Headquarter)  
Vard Design  
Vard Piping  
Vard Electro  
Vard Accommodation  
Vard Trading  
Vard Offshore Brevik  
Vard Engineering Brevik  
Seaonics

#### SWEDEN

Fincantieri Sweden

#### POLAND

Seaonics Polska

### ASIA

#### CHINA

Fincantieri (Shanghai) Trading

#### INDIA

Fincantieri India  
Vard Electrical Installation  
and Engineering (India)

#### BAHRAIN

FMSNA

#### UAE

Etihad Ship Building

#### SINGAPORE

Vard Holdings  
Vard Shipholding Singapore

#### JAPAN

FMSNA YK

### AMERICAS

#### USA

Fincantieri Marine Group  
Fincantieri Marine Systems North America  
Fincantieri USA  
Vard Marine US

#### CANADA

Vard Marine

#### BRAZIL

Fincantieri do Brasil Participações

### OCEANIA

#### AUSTRALIA

Fincantieri Australia

Over  
**19,000** EMPLOYEES  
**20** SHIPYARDS  
**4** CONTINENTS





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a **FINCANTIERI** company