DNV GL –
a global leader in the making

A presentation of the new organization

2013-11-13
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The rationale
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Safer, smarter and greener future

I am delighted that the DNV GL merger is formally closed. We look forward to offering the best capabilities of our respective organisations to further advance the industries we serve and make a global impact for a safe and sustainable future – a safer, smarter and greener future for our customers and society at large.

Henrik O. Madsen
DNV GL Group CEO
Two complementary players joining forces

- DNV GL Group
  - Global companies with strong heritage as ship classification societies
  - Complimentary market segments in maritime, oil and gas and energy markets
  - Shared ambition for quality and innovation
  - Common values
  - Complementary skills
The New DNV GL Group structure

DNV Foundation
Headquarter: Høvik, Norway
Group CEO: Henrik O. Madsen

Mayfair

63.5% → 36.5%

DNV GL Group

Maritime
Headquartered in Hamburg, Germany
Approx. 5500 employees

Oil & Gas
Headquartered in Høvik, Norway
Approx. 4500 employees

Energy
Headquartered in Arnhem, Netherlands
Approx. 3000 employees

Business Assurance
Headquartered in Milan, Italy
Approx. 2000 employees

Global Shared Services
Approx. 1000 employees

Software
Expanded international network

- Europe / Africa / Middle East: 9,000 staff
- Americas: 3,000 staff
- Asia / Oceania: 4,000 staff

- 2,500 Mill. EURO (2012)
- 100 countries
- 16,000 employees
Creating a global leader

**Maritime**
The world’s leading classification society and maritime advisory provider

**Oil & Gas**
A leading provider of risk management services to the oil and gas industry

**Energy**
An energy powerhouse, supporting customers across the energy value chain

**Business Assurance**
One of the world’s leading management system and product certifiers

Total revenue 2012 all business units
~2,500 € mill.
DNV GL – a leading Classification society

Network
A world leading classification society with a dense station network across more than 80 countries

Expertise
Combined leading technological expertise across all ship segments

Innovation
High dedication to, and investment in, research & development

Service
Wider and deeper service offering across all ship segments
Global network - major benefits from DNV GL

- 5,500 maritime staff worldwide
- Denser network of offices enhancing local service delivery
- Strengthened technical hubs and approval centres in Hamburg, Oslo, Busan and Shanghai
- Expanded key support centres in Piraeus and Singapore
- A unique network of Customer Service Managers
- Closer, and more local, collaboration with the maritime industry
Expertise across all ship segments – major benefits from DNV GL

- A broader competence base across all ship shipments
- More technical experts being available locally
- Customers supported by highly educated and experienced DNV GL personnel
Offshore units for all environments – world leading expertise

- State-of-the-art rules, standards and practices
- In-depth knowledge of maritime and coastal state safety regimes
- Highly qualified surveyors and engineers with extensive knowledge within all disciplines
- Tailored follow-up of units through individually adapted survey programs and dedicated rig-coordinators to streamline operations
- Adaptation to modern maintenance and inspection techniques contributing to increased flexibility and reduced down-time
- Local service provided in all major E&P locations
Innovation with customers – major benefits from DNV GL

- DNV GL focuses R&D on increased ship and offshore safety, cost effective and reliable operations as well as smart solutions
- DNV GL will use its competence to identify, explore and qualify new technologies and offer positions to the industry.
- Research and innovation will be done in close cooperation with the maritime industry partners through joint industry and joint development projects.
- Our high dedication to research and innovation is documented with 5% of revenue invested.
Wider and deeper service offering - major benefits from DNV GL

- Comprehensive service offering to the maritime industry
- Strengthened personal customer relationship in more locations
- Technical support close to the customer
- 24/7 technical help desks
## Wide and deep service offering

<table>
<thead>
<tr>
<th>Service</th>
<th>DNV GL classification services</th>
<th>Additional classification related services</th>
<th>Maritime advisory services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Safe and compliant operations</td>
<td>• Class Approval</td>
<td>• Emergency response services</td>
<td>• Energy Efficiency, fuel management</td>
</tr>
<tr>
<td></td>
<td>• Survey/audit reports</td>
<td>• EEDI certification</td>
<td>• Maintenance strategies</td>
</tr>
<tr>
<td></td>
<td>• Incident support</td>
<td>• Additional class notations</td>
<td>• Safety performance</td>
</tr>
<tr>
<td></td>
<td>• 24/7 help desk</td>
<td>• Support for statutory compliance</td>
<td>• Environmental performance</td>
</tr>
<tr>
<td>Cost-effectiveness</td>
<td>• Regulatory foresight</td>
<td>• Condition assessments</td>
<td>• Advanced hull, machinery calculations</td>
</tr>
<tr>
<td></td>
<td>• Daily contact &amp; support</td>
<td></td>
<td>• Vessel management solutions</td>
</tr>
<tr>
<td>Ship availability</td>
<td></td>
<td></td>
<td>• Competence development</td>
</tr>
</tbody>
</table>
### Strong combined position in Ship Classification

#### Side by Side analysis of estimated shares (by GT)

<table>
<thead>
<tr>
<th>Vessel type</th>
<th>DNV share</th>
<th>GL share</th>
<th>DNV GL share</th>
<th>DNV GL world ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Container</td>
<td>5%</td>
<td>42%</td>
<td>47%</td>
<td>1</td>
</tr>
<tr>
<td>Dry cargo</td>
<td>11%</td>
<td>17%</td>
<td>28%</td>
<td>1</td>
</tr>
<tr>
<td>Pass./Ferry</td>
<td>22%</td>
<td>5%</td>
<td>27%</td>
<td>2</td>
</tr>
<tr>
<td>Oil, product and chemical tankers</td>
<td>22%</td>
<td>3%</td>
<td>24%</td>
<td>2</td>
</tr>
<tr>
<td>LNG and LPG tankers</td>
<td>18%</td>
<td>2%</td>
<td>20%</td>
<td>2</td>
</tr>
<tr>
<td>RoRo</td>
<td>23%</td>
<td>3%</td>
<td>26%</td>
<td>2</td>
</tr>
<tr>
<td>Offshore</td>
<td>31%</td>
<td>1%</td>
<td>32%</td>
<td>2</td>
</tr>
<tr>
<td>Bulker</td>
<td>8%</td>
<td>3%</td>
<td>11%</td>
<td>2-4</td>
</tr>
<tr>
<td><strong>Grand total</strong></td>
<td><strong>14%</strong></td>
<td><strong>10%</strong></td>
<td><strong>24%</strong></td>
<td><strong>1</strong></td>
</tr>
</tbody>
</table>

Source: IHS Fairplay, 2013-08-01, GT/Seagoing fleet.
..and a leader in world floating offshore market

DNV GL has some 260 offshore E&P units in class, and with current new buildings, about **40%** of the world floating market (figures in number of units):

<table>
<thead>
<tr>
<th>Vessel type</th>
<th>DNV GL units</th>
<th>DNV GL Share (# of units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drillship</td>
<td>35</td>
<td>37%</td>
</tr>
<tr>
<td>FPSO</td>
<td>59</td>
<td>31%</td>
</tr>
<tr>
<td>Semi Submersible Mobile Offshore Drilling Unit</td>
<td>81</td>
<td>30%</td>
</tr>
</tbody>
</table>

Source: Clarkson/DNV internal, 2012 existing fleet (not order book), number of units
DNV GL - A leading Classification Society - committed to the maritime industry

DNV GL will take a leading position in driving the maritime industry forward by addressing key industry challenges through rules and regulatory developments, innovation and collaboration with our customers and other stakeholders.
Contribute to shape the regulatory landscape
- In close collaboration with the maritime industry

DNV GL will:

• Contribute to shape the regulatory landscape promoting an equal ‘playing field’ focusing on safe, environmental friendly and cost efficient operations

• Contribute actively in IMO through IACS and Flag States

• Actively use customer interaction, national and technical committees for discussion on coming regulations

• Provide relevant information on consequences on new and coming regulations

• Continue collaboration and learn from other relevant industries
Practical implications for our customers
Day-to-day support

• Your local contact persons stay the same
• Your technical support persons stay the same
• DNV’s DATE and GL’s 24/7 will continue
• DNV Exchange and GL Fleet Online continue
• Surveys ordered as before
• Newbuilding projects will continue with the same personnel
• Surveyors at more stations
Rules, certificates, and statutory services

- All Classification and statutory certificates are still valid
- DNV and GL Rules are kept until a merged Rule set is completed
- Authorisation from flag administrations remain as per today in DNV and GL until DNV GL have taken over authorisations
- As part of preparing a new DNV GL set of Classification Rules we will actively engage with industrial stakeholders
Contracts and commercial issues

- All current contracts are still valid and define the Rules to be applied
- For new contracts DNV or GL Rules may be selected until the merged DNV GL Rules are completed
- The merger with DNV GL will give us scale and global reach to offer competitive Classification and advisory services
Maritime Advisory Services

- Extensive global network of advisory offices
- Leading range and depth of capabilities to serve the industry around structural mechanics, fluid engineering, noise & vibrations, risk, safety & reliability, life cycle management, mechanical engineering and others
- Unique solutions for energy efficiency as well as other technological challenges like LNG fuelled vessels, artic shipping, ...
Questions ?