



General
Presentation

Agenda

- Introduction
- Philosophy
- Equipment
- References
- After Sales Services
- References
- Overview

Introduction

History



History



1954:

- Founded by Mr. W.H.A. Cramm
- Mainly active in the dredging, agriculture, concrete construction, road works and fishing sectors

Early 1970's:

- Specializing in high-quality hydraulic systems for the yachting industry.

2005:

- Core business: custom-made hydraulic equipment for yachts above 25meter

Philosophy

Modular Equipment, Customer Focus



Modular Equipment

All equipment for yachts from 25mtr to 100m+. Provide a complete solution for the customer, from basic-delivery to a turn-key solution.

Equipment/ service-range:

- Basic Equipment
- Standard Equipment
- Full Custom Equipment
- Services from day-rates to turn-key

“Basic” equipment for approx. 80% standard, final 20% customised according to wishes of client. (Passerelle, ladders, cranes, etc.)

Standard Equipment - Delivery of Mooring equipment, thrusters, stabilizers, etc.

Full custom equipment - Together with the client a full-custom part of equipment will be designed.

Customer-focus

- Partner for all equipment
- Equipment for full range of yachts above 25 meter
- Equipment approved by different notified bodies
- Extended warranty for the equipment



Equipment

Passerelles, Boarding Ladders, Deck-cranes, Sliding Beam Cranes,
Door/ platforms, custom equipment



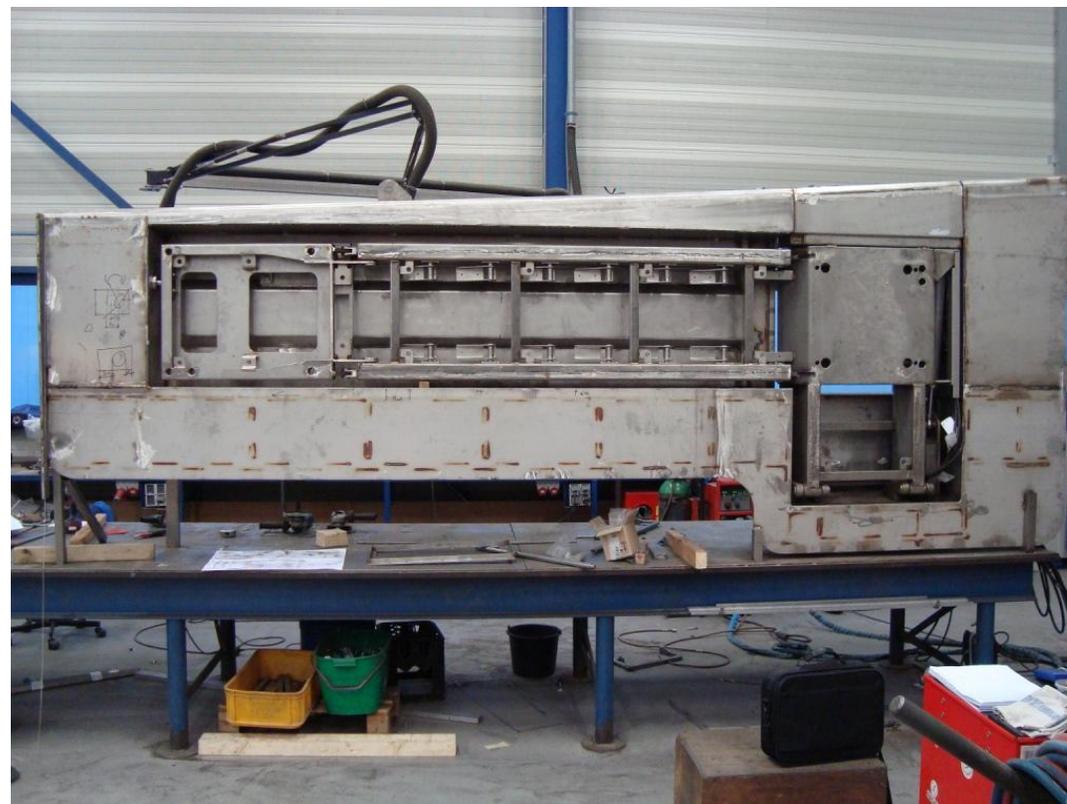
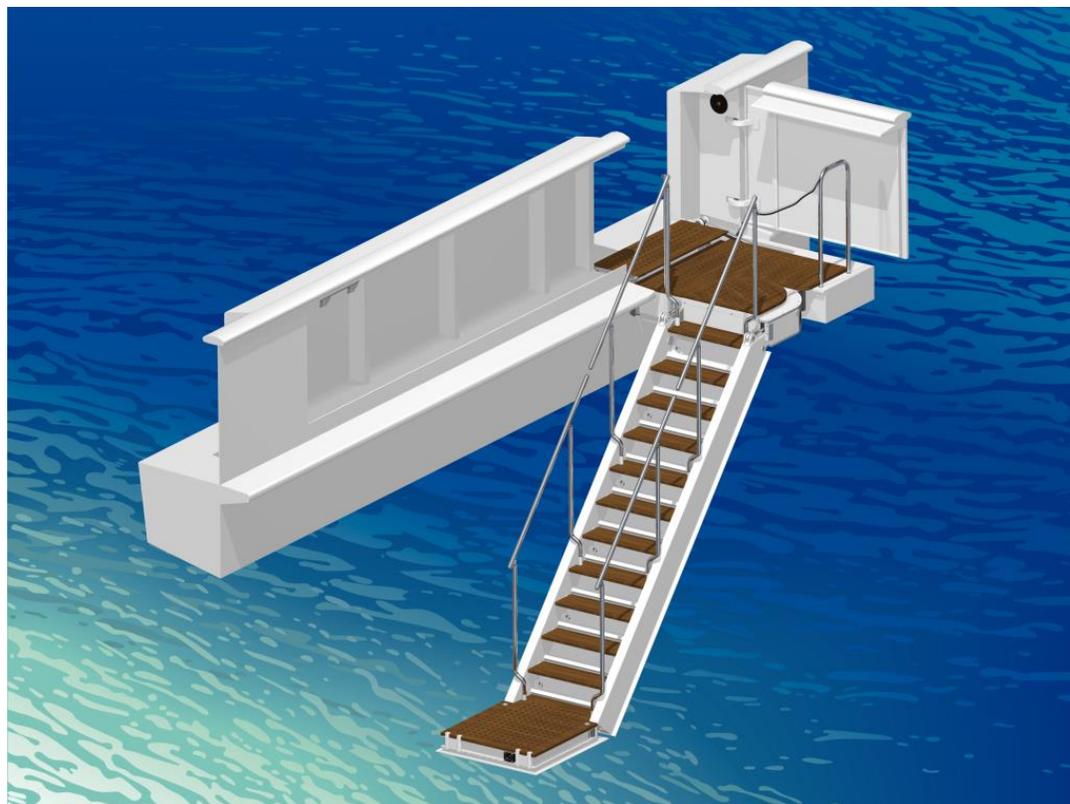
Equipment - Passarelles



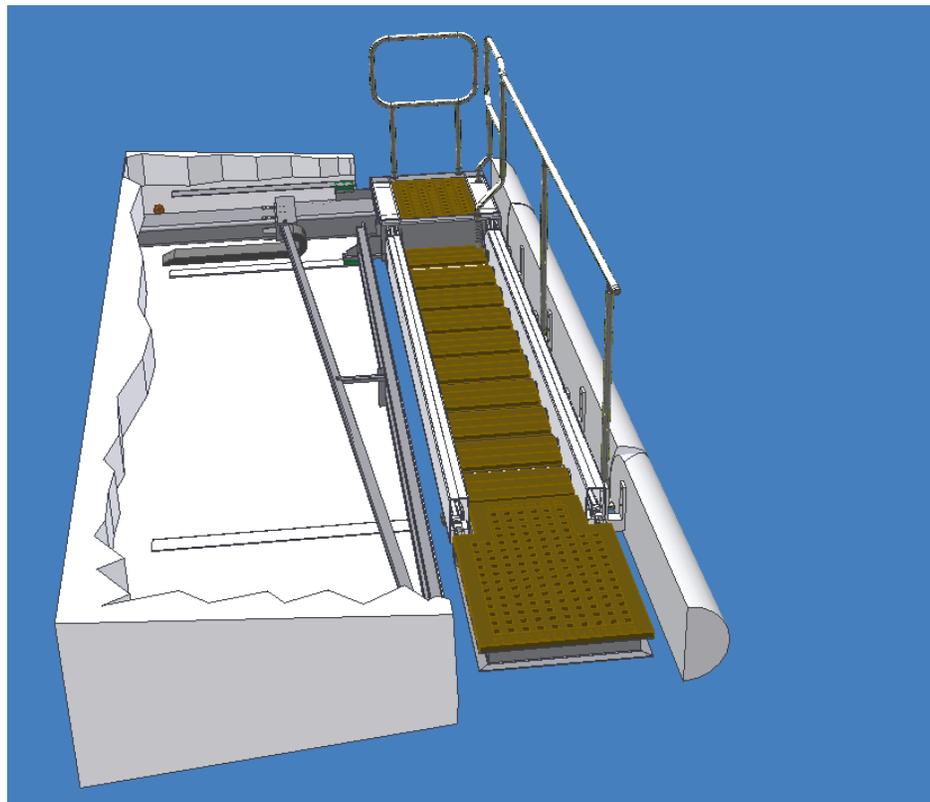
Equipment - Passarelles



Equipment – Boarding Ladders



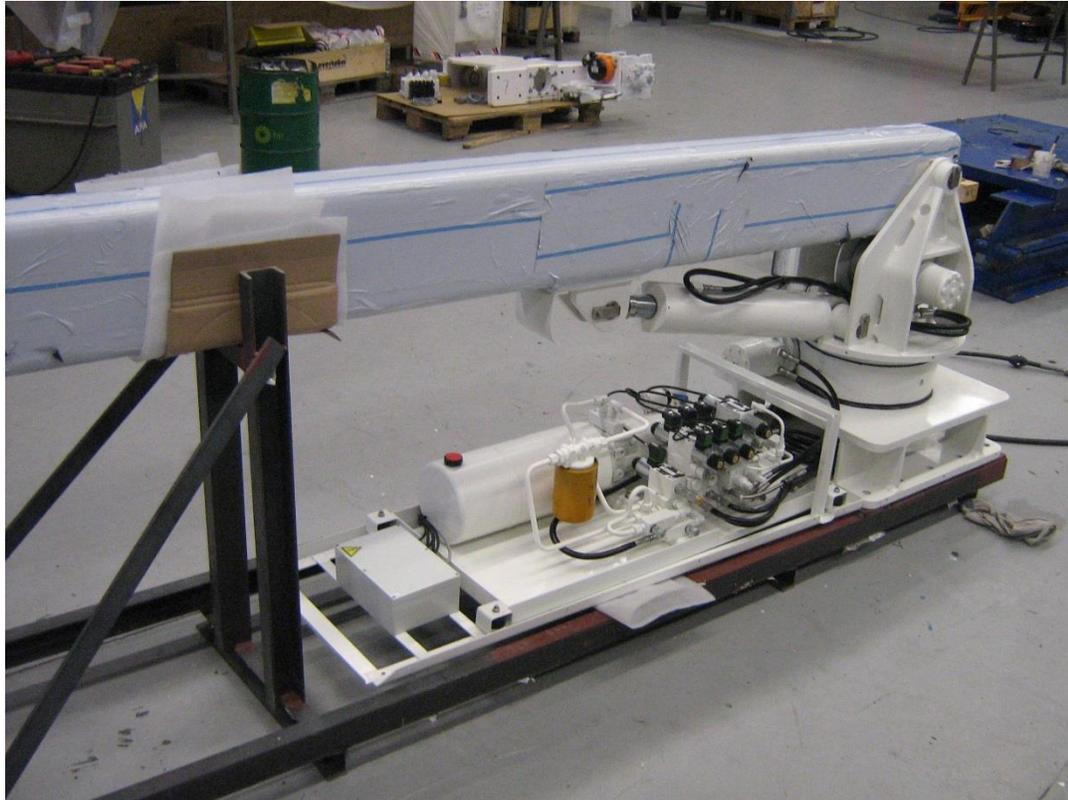
Equipment – Boarding Ladders



Equipment – Boarding Ladders



Equipment – Deck cranes



Equipment – Deck cranes



Equipment – Deck cranes



Equipment – Gantry cranes



Equipment – Gantry cranes



Equipment – Gantry cranes



Equipment – Doors / Platforms



Equipment – Doors / Platforms



Equipment – Additional Equipment



Equipment – Additional Equipment



Equipment – Additional Equipment



Equipment – Additional Equipment



References



References

Some customers:

- Amels
- Blohm + Voss
- Damen Shipyards
- Fincantieri Yachts
- Hakvoort
- Icon Yachts
- Kusch Yachts
- Lürssen
- Oceanco
- Royal Huisman
- Etc.





Amels



Damen Shipyards



Hakvoort



Fincantieri

After Sales Services



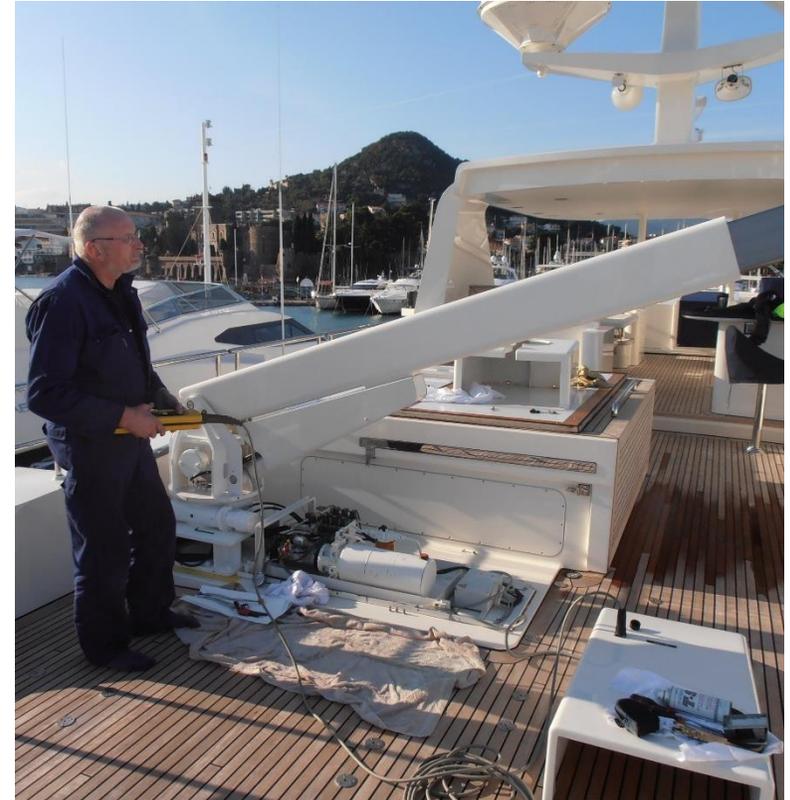
Services

For new-build and refit, Cramm can deliver different services:

- Visit service engineer
- Refit / Overhaul of equipment
- Spare-parts delivery



Visit service engineer



Refit / Overhaul of Equipment



Inspection

Remove / transport

Disassembly

Overhaul

Assembly

Transport

Installation/Testing



Inspection

Remove/
Transport

Disassembly

Overhaul

Assembly

Transport

Installation/Testing



Inspection

Remove /
transport

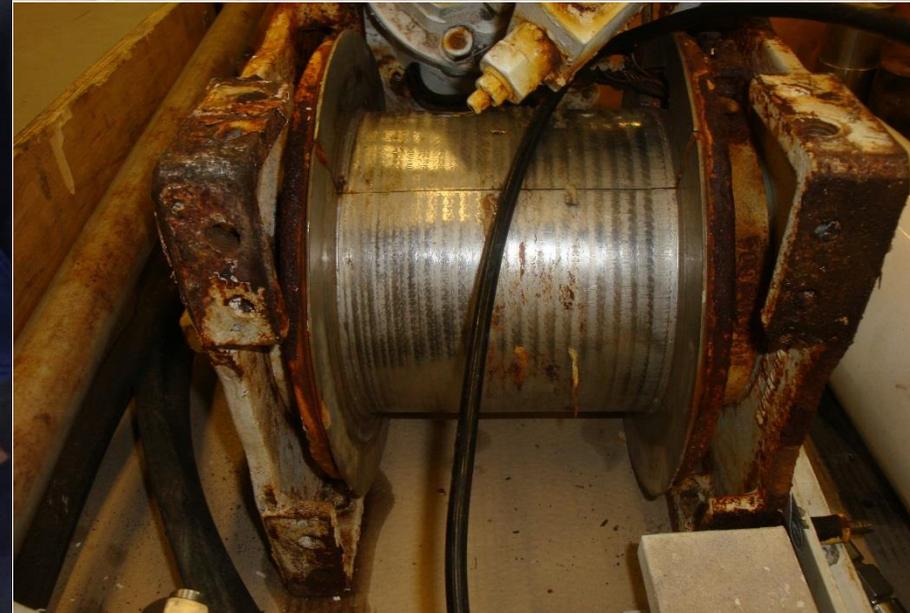
Disassembly

Overhaul

Assembly

Transport

Installation/Testing



Inspection

Remove /
transport

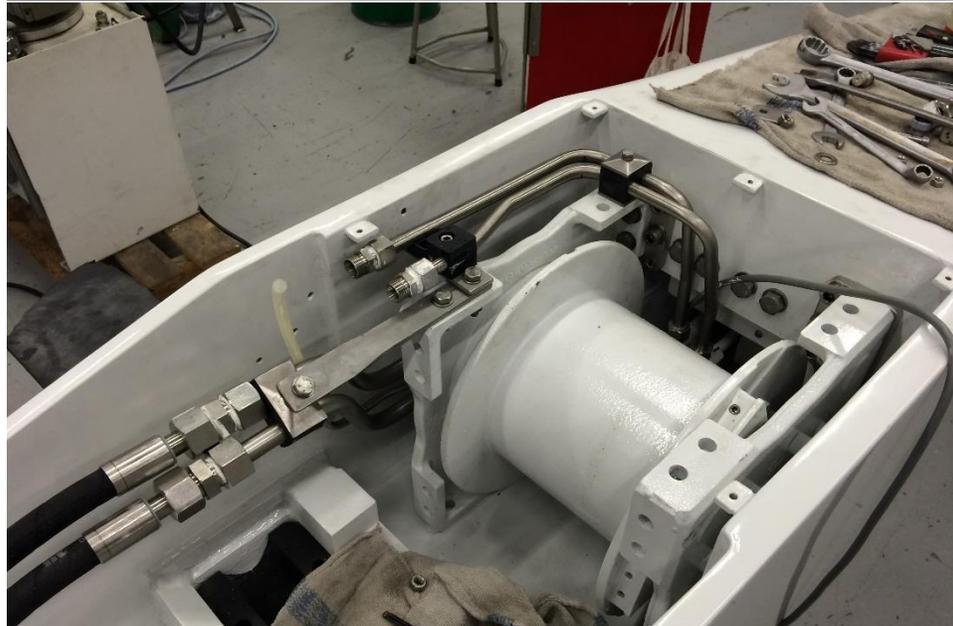
Disassembly

Overhaul

Assembly

Transport

Installation/Testing



● Inspection

● Remove /
transport

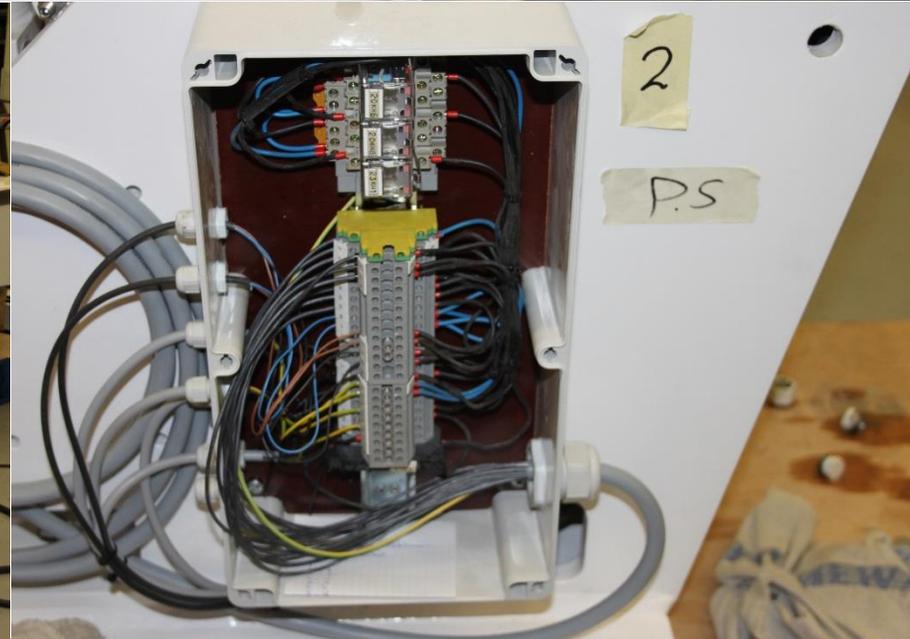
● Disassembly

● Overhaul

● Assembly

● Transport

● Installation/Testing



Inspection

Remove /
transport

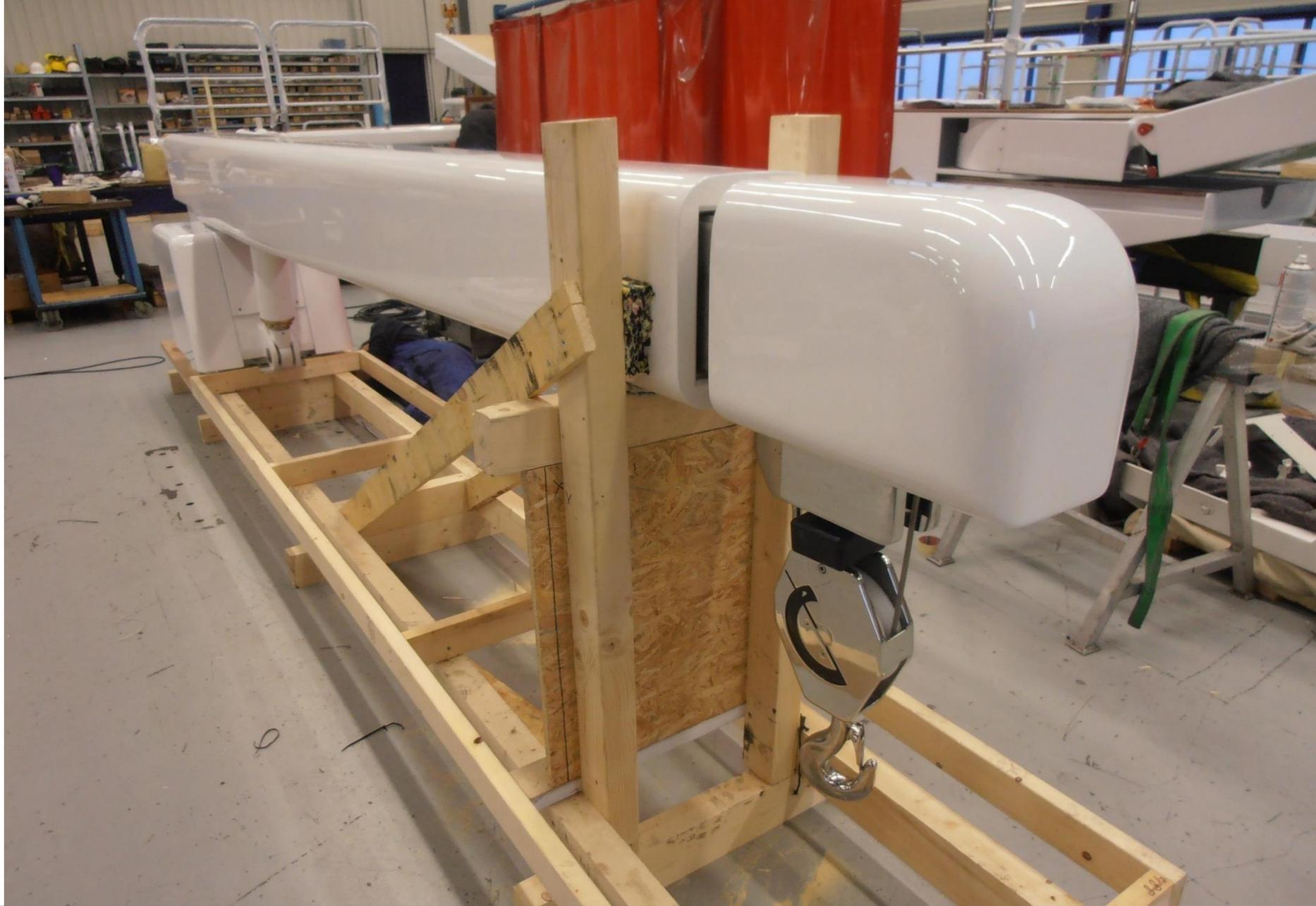
Disassembly

Overhaul

Assembly

Transport

Installation/Testing



● Inspection

● Remove /
transport

● Disassembly

● Overhaul

● Assembly

● Transport

● Installation/Testing



References - Refit

MY Alexandar V

MY Masquerade

MY Vagabondo

MY Trust Fund

MY Lazy Z

MY Octopus

MY Liberty

MY Amphitrite

MY Mosaique

MY Tatoosh

MY Skat

MY Kalizma

MY Mirab VI

MY Sea Falcon II

MY Lazy Z

MY Addiction

MY Titania

MY Achilles

MY Le Grand Bleu

MY Nimbus

MY Etoile 'dAzure

MY Blade

MY Prediction

MY Maryah

MY Jamaica Bay

MY Icon

MY Achilles

MY Serene

MY Hermitage

MY Maria

MY Solemar

MY Leander

MY Sunrise

MY Astrid Conroy

MY Tatoosh

MY Alfa Nero

MY Lady Duvera

MY Virginian

MY Boadicea



Overview

Cramm Yachting Systems:

- Partner for all equipment
- Equipment for full range of yachts above 25 meter
- Equipment approved by different notified bodies
- Extended warranty for the equipment
- Refit Assistance
- Long term hydraulic experience





Thank you for your
attention