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# TURNING VISIONS INTO REALITY

AAKP 11 Jan 2018  
Ove Dimmen, Ulstein Design

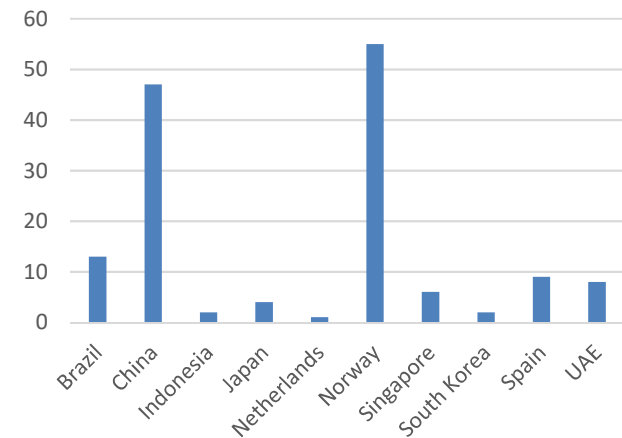


# COLLAPSE IN TRADITIONAL MARKET



- In 2015 Ulstein had a large portfolio of various vessel types **BUT ALL RELATED TO OIL AND GAS ACTIVITY**
- **Success in providing design and equipment packages to yard internationally**
- **Infrastructure and people in place for such activity**
- **Existing business relations with many yards**

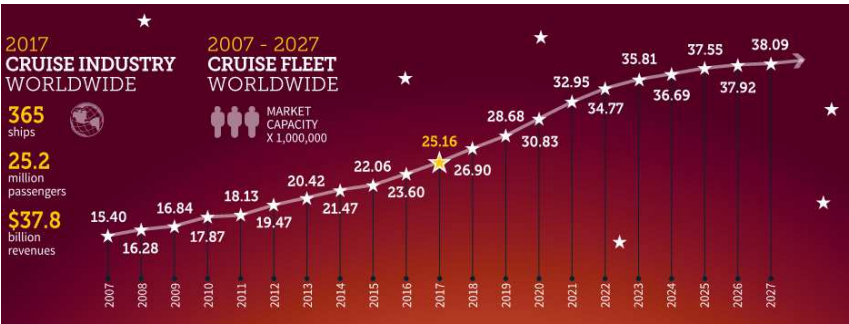
No of Ulstein vessels built per country





# WHY EXPLORATION CRUISE?

- General growth in the cruise market
- New regulations expected to boost new-build activity for Exploration Cruise Vessel
  
- Relevant Offshore experience
  - Energy efficiency
  - Noise and Vibrations
  - Harsh weather – vessel motions
  - High redundancy levels
  
- Potential for continued sale of design and equipment packages



# FROM “WORKHORSE” TO HOLIDAY DESTINATION

- Focus changed from technical solutions to creating an attractive holiday destination
- Providing the good experience and memories
- The ship can make a difference
  - Vessel movements
  - Noise and Vibrations
  - Interior layout

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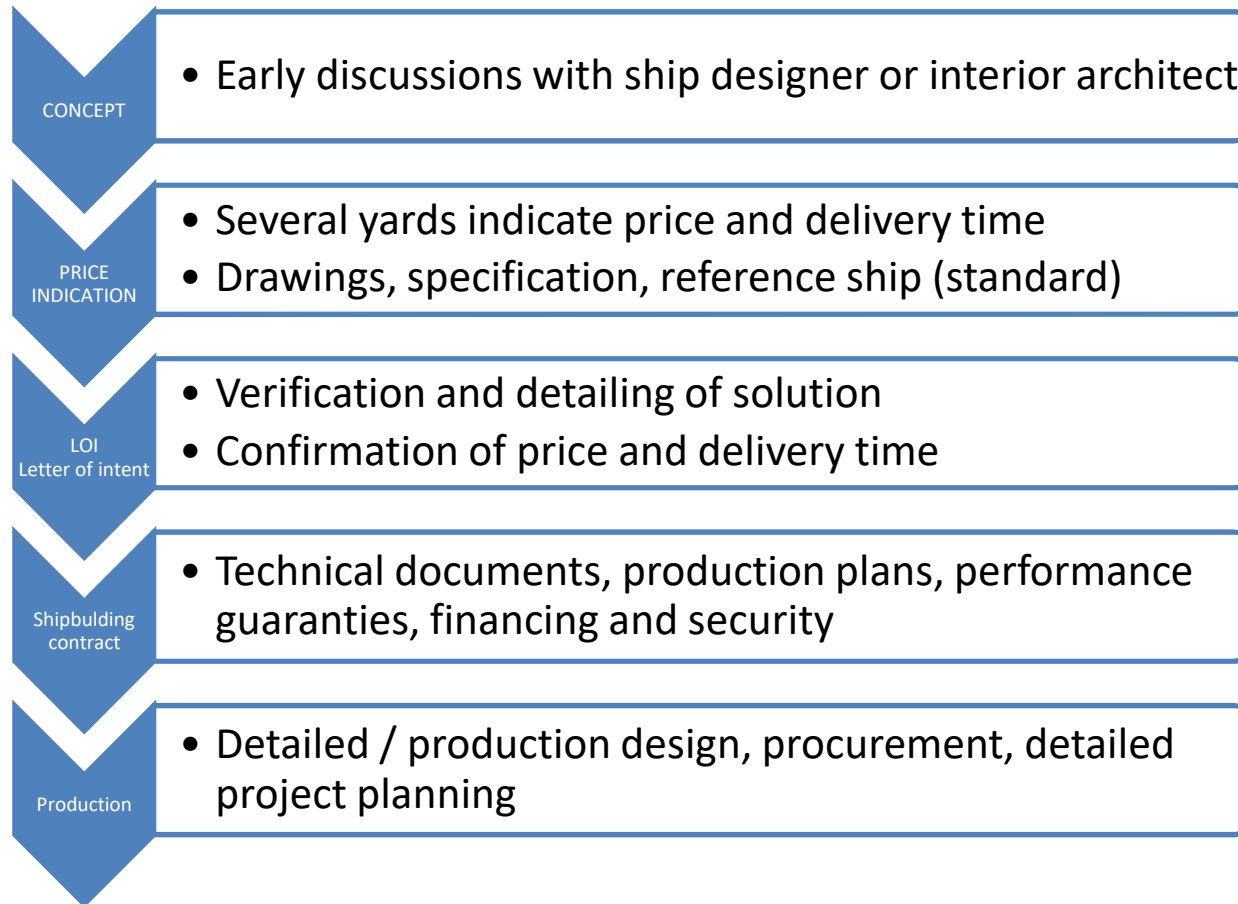
  
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## Typical Process



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# TYPICAL DESIGN CHALLENGE:

- **Owners brand profile**
- **Operation profile**
- **Accommodate 150 passengers and 130 crew in a safe and comfortable environment**
- **Exclusive hotel with 1 or more 5 star restaurant**
- **Polar expedition capability**
- **Strong environmental focus**
- **Optimizing operational cost**
- **Investment Budget**



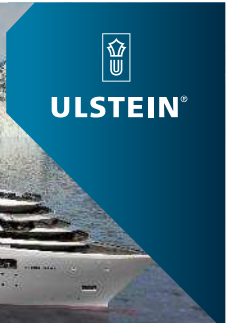
CX107



CX110



S192



CX103



CX110



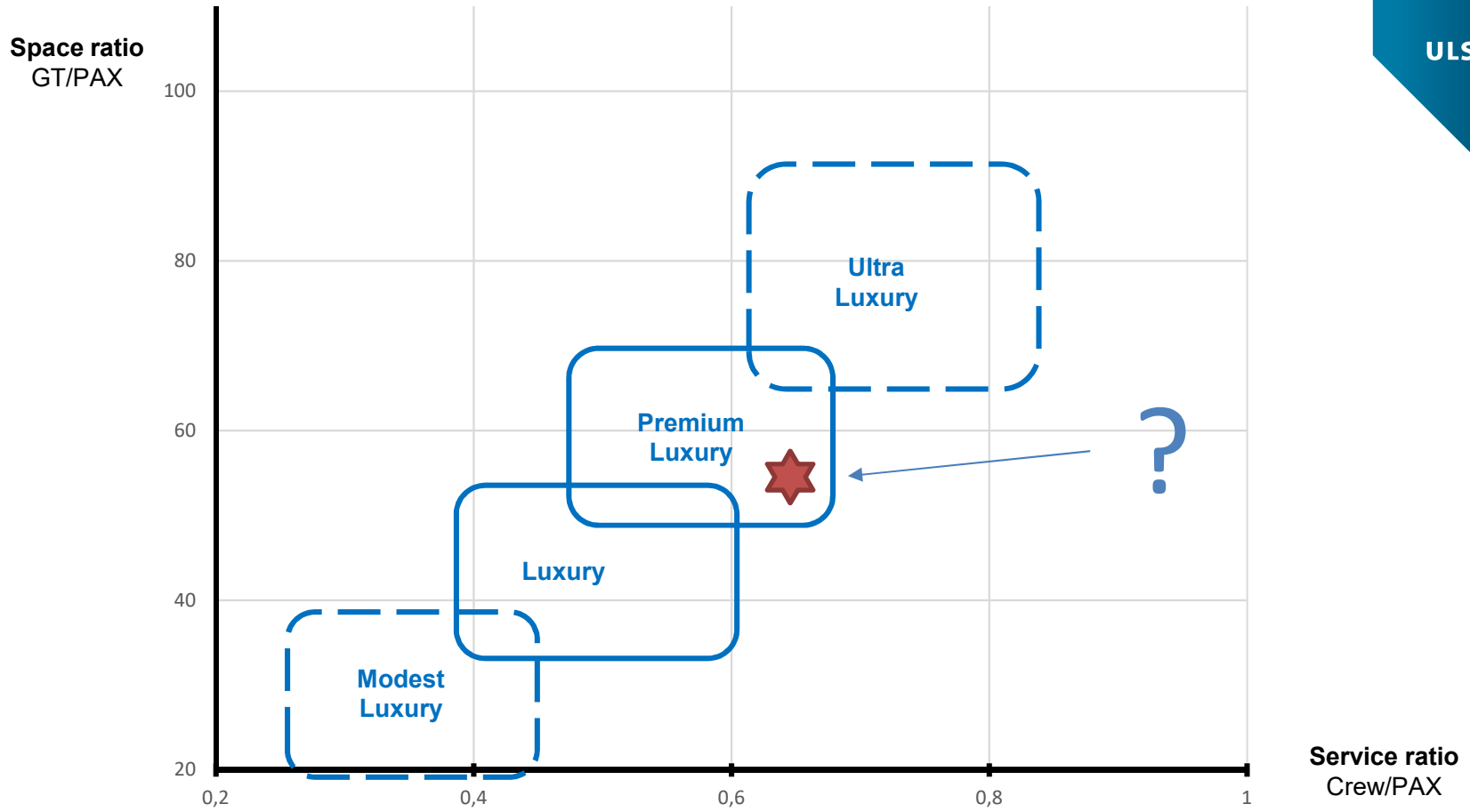
S18



CX106



CX104





# FAMILIAR DESIGN TASKS

- **General concept drawings**
- **Weight and Stability**
- **Vessel movements**
- **Operational redundancy (duplication of systems)**
- **Reduction of noise and vibrations**
- **Energy efficiency**
- **Endurance (fuel, provisions, etc.)**
- **Cost estimates**

# ON ORDER 1

**OWNER: SUNSTONE (USA)**

**YARD: CHINA MERCHAT HEAVY INDUSTRY**

**VESSELS: 1 + 9 OPTIONS**

**ULSTEIN DELIVERS:  
DESIGN AND MAIN MACHINERY**



# ON ORDER 2

**OWNER: LINDBLAD (NATIONAL GEOGRAPHIC EXPEDITIONS)**

**YARD: ULSTEIN VERFT**

**VESSELS: 1 + OPTIONS**





## INTERIOR

- ▶ **Cabins and Public spaces represent a major part of the project total value**
- ▶ **Food preparations, sewage, garbage, HVAC are mission critical systems**





# **PURCHASING STRATEGY INTERIOR OUTFITTING**

- To reduce risk we are using a few major suppliers taking system responsibility. (Engineering, materials and labour)**
- For future projects we will consider to purchase single elements from multiple suppliers**
- We consider to increase the package deliveries to also include interior outfitting, furniture, etc. for future projects at e.g. Chinese yards**



# LOCAL SUPPLIERS ARE WELCOME!

## ► Project specific **INDOORS**:

- Fixed and loose furniture
- Decorative wall elements
- Decorative ceilings
- Cabinets, counters, etc.



## ► **Project specific OUTDOORS:**

- Furniture
- Railings
- Decorative trim
- Expedition clothes and equipment
- Wooden deck coverings ?



# EQUIPMENT PACKAGES SUPPLIED TO FOREIGN YARDS

## ▶ Typical scope:

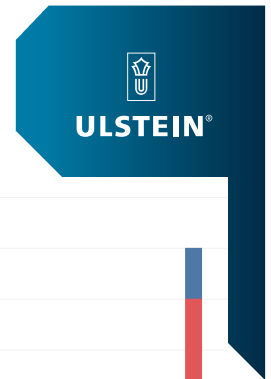
- Propulsion equipment
- Power generation
- Ship automation
- HVAC
- Waste treatment
- Design & Equipment Package from ULSTEIN ensures a reliable marine platform.  
(Owner will be involved in equipment selection prior to shipbuilding contract).
  
- Interior design
- Galley and provision and other USPH equipment
- Interior materials and installation, selected in cooperation with interior architect / owner.



## **ELEMENTS TO CONSIDER**

- Understand rules and regulations**
- Capability to be project specific and adapt to interior designers ideas**
- Weight control**
- Timely delivery!**

# ORDER ACTIVITY (50 – 750 PAX)



- ▶ On average, 3 small cruises (50 to 750 pax) were contracted per year since 1970
- ▶ 2016 and 2017 have shown an outstanding new-build order activity, with 14 and 9 vessels respectively
- ▶ 19 options and 3 letters of intent are pending of final contracting

