



**One safety solution.
One global partner.**

VIKING LIFE-SAVING EQUIPMENT
- Protecting people and business

One safety solution. One global partner.

Safety products

- Liferrafts and accessories
- Lifeboats, hooks and davits
- Personal protective equipment
- Marine fire equipment

Global Servicing

- Fixed price agreements
- Servicing throughout the network



Management

- VIKING Managed Service
- Notification service
- Certificate management
- Reporting and service planning
- Vessel and fleet management

Finance

- Replacement option
- Buy back option
- Liferaft replacement insurance

The VIKING advantage:

Protecting people and business

A global safety solution tailored to your business

New situations call for a new strategy

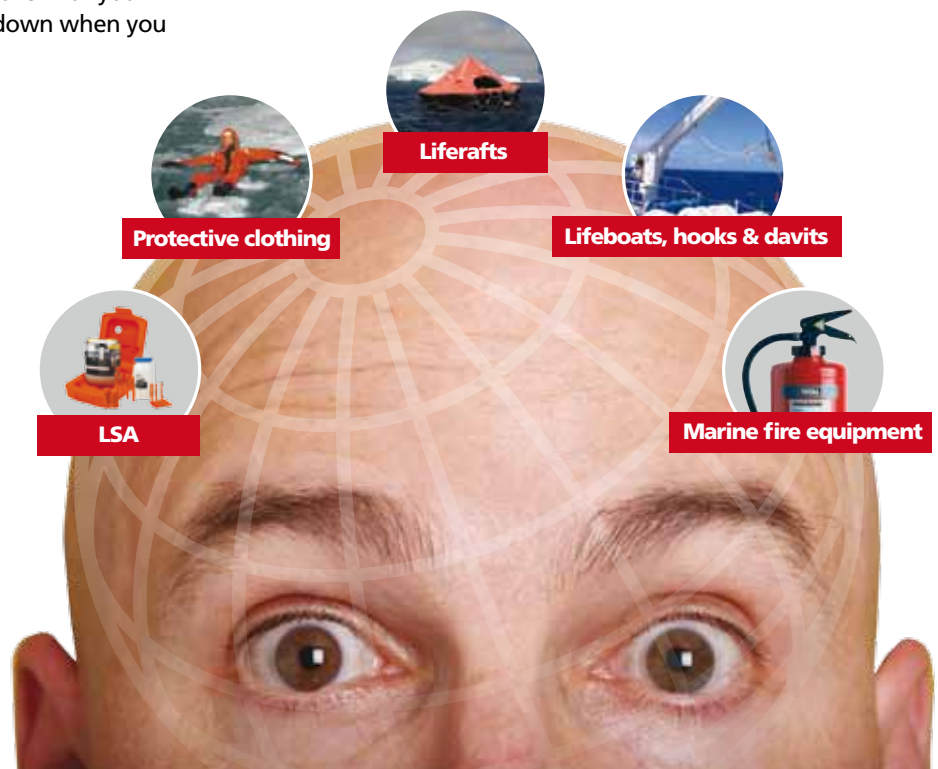
Fluctuating world trade volumes, an excess of shipping capacity, sliding freight rates, piracy, and increasingly complex international and flag state regulations have become everyday realities for the shipping industry.

As a result, cost savings and predictability have become more important than ever. Decision-makers need to proceed with care to avoid being locked into an inflexible solution in a rapidly changing market.

That's why VIKING has developed a wide range of flexible safety solutions that can move with your business – and that won't pin you down when you need to make changes.

Re-thinking your marine safety strategy?

Discuss the pros and cons with the experts. Contact your local VIKING office.



- Predictable costs for better forecasting
- Tested and proven service offerings
- We don't lock you in – choose the options that fit your business



The VIKING advantage:

Protecting people and business

Shipowner Agreement - the flexibility you need

How VIKING can help you protect your business

A VIKING Shipowner Agreement is a uniquely customizable concept that incorporates safety products, global servicing, single-source management, and financing in a variety of fixed price structures.

This exciting new concept is designed to help you focus on your business. You can choose among its many options to free your mind from worries about service due dates, multiple vendor planning, fluctuating servicing costs and other administrative tasks. And get added peace of mind with a single point of contact for your servicing needs across the globe.

Talk to the experts

Our experts are ready to help you evaluate, select and combine options until your VIKING Shipowner Agreement exactly fits your needs. But no matter which choices you make, you'll get transparent, predictable costs and competitive prices with the well-known VIKING hallmark of quality. And of course, with decades of experience in marine safety equipment production and servicing, VIKING is the global safety partner you can depend on to protect both your people and your business.

- *Predictable costs and budgeting*
- *More effective use of internal resources*
- *Local specialist managing global servicing*



Fixed price service agreement

Fixed price on liferaft service

- Transparency
- Full ownership

See page 6-7

Fixed price liferaft exchange

Exchanging liferafts at a fixed price

- Fast turnaround time
- Cost predictability

See page 8-9

VIKING Managed Service

Managing all servicing of safety equipment

- Local service booking
- Multi-brand servicing

See page 10-11

From fluctuating costs to a predictable fixed price agreement

Shipowner Advantages

- Competitive, truly fixed prices without hidden add-ons
- A range of options to fit your operation
- Reduced administration
- Flexible fleet management
- Flexible notification or planning options

The VIKING advantage:

Protecting people and business

Fixed price service agreement

All the benefits of ownership - with predictable costs

Fluctuating servicing costs for liferaft equipment make budget forecasting more difficult than it needs to be. In addition to the servicing fees it's the unexpected expenses for transportation and overtime at local servicing stations as well as all the hidden costs of the resources used to find and select servicing locations, make bookings, and handle administration and follow-up.

With the world's largest maritime safety servicing network, VIKING can help you get the most of your safety equipment portfolio. We offer long-term solutions that feature clear and truly fixed prices – yet with extra flexibility during the contract period.

Buy back option

For those with older liferaft portfolios or where there are other brands than VIKING on board, it may be an advantage to replace them with new VIKING liferafts through a buy back option. Newer, same-brand liferafts make planning and servicing easier, and can reduce transportation costs.

If you need to replace a significant number of liferafts, you can pay a one-time fee at the start of the contract, or distribute the costs throughout the contract period.



- Truly fixed prices without hidden costs
- Transportation, overtime and HRU replacement included
- Transparent pricing and simplified invoicing



The VIKING advantage:

Protecting people and business

Fixed price liferaft exchange

When fast turnaround is essential

Is it better to own or rent liferafts? Actually, there's a third alternative that brings you the best of both worlds. It's called Liferaft Exchange and combines a fixed annual fee with complete peace-of-mind services.

Liferaft Exchange can be suitable for operators who need a fast turnaround time and can supply timely notification. In addition, it can reduce transportation costs, for example in connection with barge transportation. For your convenience, we exchange liferafts at the pier or warehouse.

How it works

At the start of the contract, existing VIKING liferafts are added to an exchange pool, and any non-VIKING liferafts are replaced to ensure simplified, cost-efficient servicing. To replace the liferafts you can choose to:

- Purchase new liferafts or
- Pay an annual fee for VIKING-owned liferafts

Pricing of our five-year contracts is based on the number and type of liferafts on board. The newer they are and the more you have, the lower the price.

When the contract expires after 5 years, you own the original number of liferafts you brought into the exchange pool and can choose among the following options:

- Renew the contract for another 5 years
- Purchase the VIKING-owned liferafts on board
- Return the VIKING-owned liferafts on board



If two five-year terms have passed, you own all the liferafts without further costs.

Of course, it's a VIKING solution. So we've built in flexible options to give you extra freedom during the contract period and upon expiry.

- *Quality manufacturer with control over the entire process*
- *Dedicated network of servicing stations stocked with spare parts*
- *Proven track record in the marine safety industry*



Let VIKING's experts manage your service

Service booking

- Find appropriate station
- Book service
- Coordinate service with multiple partners
- Keep focus on ship schedule

Follow up

- Evaluate performance
- Monitor invoices

Station monitoring

- Rate servicing station performance
- Inspect stations

The VIKING advantage:

Protecting people and business

VIKING Managed Service

Global safety servicing of *all products* and brands from a local point of contact

VIKING's unique network makes it possible for us to cover all your servicing needs from a single point of contact at your local VIKING branch office. Servicing is carried out at a VIKING servicing station or at one of our carefully selected partners.

- Liferrafts
- Lifeboats, hooks and davits
- Immersion suits and lifejackets
- Marine fire equipment
 - Fire extinguisher
 - Fixed systems
 - Gas detection
 - EEBD
 - Breathing apparatus

Convenient servicing of your safety equipment

VIKING offers several options to suit any fleet's particular needs including special global agreements to help manage fleet servicing needs effectively.

Right quality, right price

Our dedicated planners arrange and book service at any location for consolidated servicing of your multi-brand safety equipment on board. We also perform service visits and monitor subsequent invoices to ensure that you get quality servicing at the right price.

- *Dedicated service planners*
- *Multi-brand servicing*
- *Invoice control*



**Carola Adamson, VIKING Germany
Sales & Service Coordinator**

Consistent service

"My German customers are totally focussed on consistent quality with no hassle. I manage their portfolio and handle planning and notification. And most importantly, make sure that the service is up to standard and that the customers are not being overcharged."



**Christian Kromann, VIKING Denmark
Executive Service Planner**

Proven track record

"My global customers can reach me 24/7. They let me handle everything for them because they know they can trust me to do it. I have so much contact with the servicing stations that I even get lots of direct orders that don't need quotations."



**Carolina Ramirez, VIKING Americas
Service Coordinator**

Smooth routine

"My North American customers love that they don't have to worry about managing their safety equipment service because they know that I am keeping an eye on things. I let them know when it's time to have equipment serviced and suggest the most convenient and cost-efficient way to consolidate servicing."



The source for maritime safety solutions



The VIKING catalogue

VIKING's Maritime Safety Catalogue serves as a guide with important information on relevant products and regulations.

We can put together the optimal package for liferafts and lifeboats, life-saving appliances, fire-fighting equipment, signs and personal protective equipment. VIKING offers one local point of contact for all your safety equipment needs. Because when it comes to commercial vessels, a global service network is just as important as the safety equipment on board.

Order your free copy at: www.VIKING-life.com or contact your local VIKING office.

VIKING LIFE-SAVING EQUIPMENT A/S

Saedding Ringvej 13 · DK-6710 Esbjerg V · Denmark
Tel +45 76 11 81 00 · Fax +45 76 11 81 01 · www.VIKING-life.com