

Rolls-Royce Marine

Arve Ottersen : Vice President Marketing
Leon Wang : Area Sales Manager



© 2013 Rolls-Royce plc

The information in this document is the property of Rolls-Royce plc and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of Rolls-Royce plc.

This information is given in good faith based upon the latest information available to Rolls-Royce plc, no warranty or representation is given concerning such information, which must not be taken as establishing any contractual or other commitment binding upon Rolls-Royce plc or any of its subsidiary or associated companies.

Trusted to deliver excellence



Rolls-Royce

Rolls-Royce 罗尔斯-罗伊斯

World leading supplier addressing four global markets:
面向多样化全球市场的领先供应商



Civil Aerospace
民用航空

- Aero engines
航空发动机
- Helicopter engines
直升机发动机



Defence Aerospace
军用航空

- Aero engines
航空发动机
- Helicopter engines
直升机发动机



Marine
船舶

- Ship Design
船舶设计
- Equipment systems
装备系统



Energy
能源

- Gas turbines
燃气透平

45 000 employees globally
全球45000员工



Rolls-Royce

Research and development 卓越的研究和开发能力

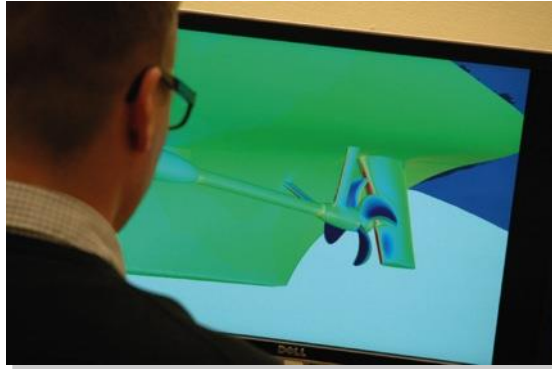
Extensive investments in product development
巨大的产品研发投入

Prediction 预估



- 80 years experience in propeller production
80年螺旋桨生产经验
- All relevant expertise available in-house
拥有所有相关的专业技术
- Close cooperation with customers ensures first hand feed back and identifying future operator needs
通过与客户密切的联系合作获得反馈并确定未来的发展方向
- Close cooperation with external research centres and universities
与其他研究机构和大学紧密合作

Simulation 模拟



- Sophisticated software used for simulation and testing of material and propulsion efficiency
用于模拟，测试材料推力和效率的复杂软件

Verification 试验



- Extensive testing of propeller at our own -and external hydrodynamic research centres to verify efficiency and to reduce cavitation
在公司内部以及和外部研究机构进行全面完善的推进器试验来验证效率减少涡流



Rolls-Royce

Equipment built and suitable for all conditions 为在极端和苛刻条件下运行而制造的设备



Rolls-Royce

A comprehensive range of products 最全面的船舶设备

- Focus on environmental friendly solutions based on the widest range of products in the marine industry
- 基于船舶行业最全面的产品提供专有益于保护环境的技术解决方案

船舶设计和系统集成



柴油和天然气发动机



推进系统



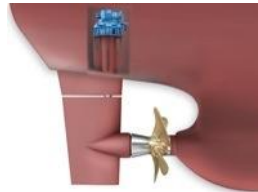
自动控制（动力定位）



舵机



转向控制



水下安装全回转推进器



全回转推进器



侧推



伸缩式推进器



海底和物探作业



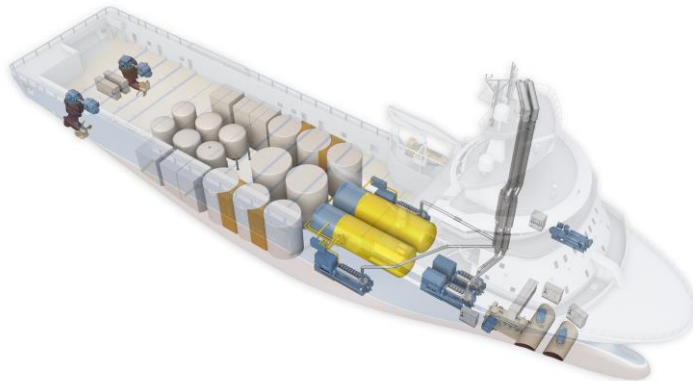
甲板机械



Rolls-Royce

Integrated systems capability 系统集成能力

- One Supplier
同一个供应商
- One Contract
同一个合同
- Single Point of Contact
单一联络
- Reduce Interface Risk
减少界面风险
- Synergy on cooperation through
the whole shipbuilding cycle
全造船周期的协同合作



Rolls-Royce

The future of ship operation work stations 面向未来的船舶控制工作中心

Human-centred design with focus on: 人性化的设计，专注于

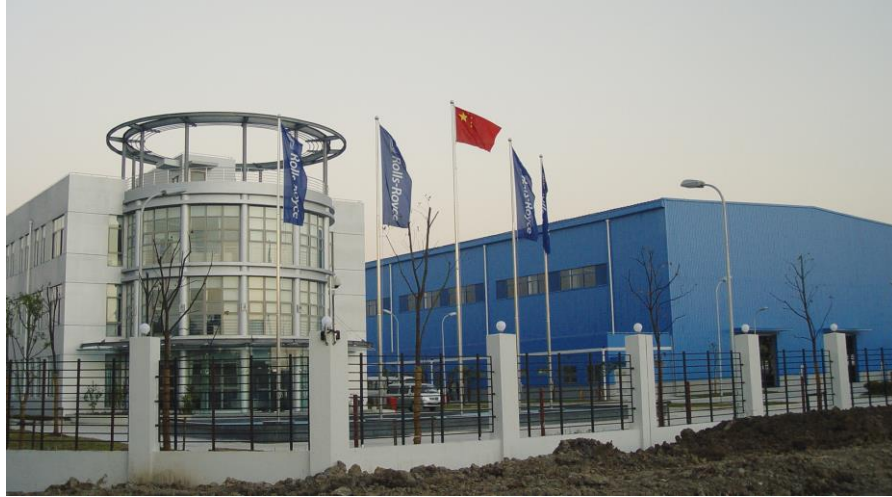
- Safety
安全
- Performance
性能
- Simplicity
简化
- and proximity
触手可及



Rolls-Royce

Rolls-Royce Marine in China

罗尔斯-罗伊斯船舶中国



Shanghai Factory and Service Workshop
上海工厂和服务车间

- 6000m² workshop
6000平方米的制造厂
- 200 factory workers
200多人的工人团队
- 50 experienced service engineer
50位经验丰富的服务工程师



Rolls-Royce

Guangzhou Service Workshop

罗尔斯-罗伊斯广州服务车间



Hongkong Service Workshop

罗尔斯-罗伊斯香港服务车间



Rolls/Royce sales and support Office : Shanghai, Dalian, Guangzhou and Hongkong

罗尔斯-罗伊斯销售和支持分支 : 上海, 大连, 广州, 香港



Rolls-Royce

Rolls-Royce Technology and Training Centre, Aalesund

罗尔斯-罗伊斯技术和培训中心 - 奥勒松

- Product training of all of our products
所有产品的培训
 - Customers and crews
顾客和船员
 - Rolls-Royce service engineers and other employees
罗尔斯-罗伊斯服务工程师和员工



Rolls-Royce

Worldwide support全球支持

- **The global Marine service network**
- **全球船舶服务网**
- 24 hour availability worldwide 全球24 小时开放
- 54 service centres in 32 countries 位于32个国家的54个服务中心
- More than 1.800 service personnel worldwide 全球1800名服务工程师



Rolls-Royce

Rolls-Royce Ship design in China 船舶设计中国供货记录



4 x UT771CDL

Shipyard : COSCO Guangdong

Shipowner : TDW



4 x UT771CDL

Shipyard : COSCO Zhoushan

Shipowner : East Sunrise



6 X UT755CD

Shipyard : Fujian South East

Shipowner : Nam Cheong



4 x UT755CD

Shipyard : PaxOcean in Zhuhai

Shipowner : POSH



2 x UT771 WP + 4 in option

Shipyard : COSCO Guangdong

Shipowner : Chellsea Offshore



Rolls-Royce

Key contracts in 2013 for AHTS and DSV



Sinopacific to build 4 x AHTS for FEMCO



CMHI to build DSV MT 6024 for Kreutz



Fujian Mawei to build 39 PSV MMC 887 for worldwide owners



Rolls-Royce

Deep cooperation with China E&P Shipyards

与中国海工船厂深入合作



Sevan

Sevan Driller & Sevan Brazil
Sevan 650
COSCO Shipyard
Rolls-Royce Delivery:
Engine, Thruster and Deck Machinery



MPI Offshore

MPI Discovery & MPI
MPI Design
COSCO Shipyard
Rolls-Royce Delivery:
Engine, Thruster, Electrical and A&C.



COSL Drilling

"Pioneer", "Innovator" & "Promoter"
GM4000
Yantai Raffles Shipyard
Rolls-Royce Delivery:
Deck Machinery



Saipem

Scarabeo 9
Frigstad D90
Yantai Raffles Shipyard
Rolls-Royce Delivery:
Deck Machinery



MARACC

Island Innovator
GM4000
COSCO Shipyard
Rolls-Royce Delivery:
Deck Machinery



Marine Assets Corporation

CSS Olympia & 4 more
STX Canada Compact Semi-submersible
Mawei Shipyard
Rolls-Royce Delivery:
Engine and Thruster



North Sea Rigs

North Dragon
GM4D
Yantai Raffles Shipyard
Rolls-Royce Delivery:
Engine and Thruster



COSL Drilling

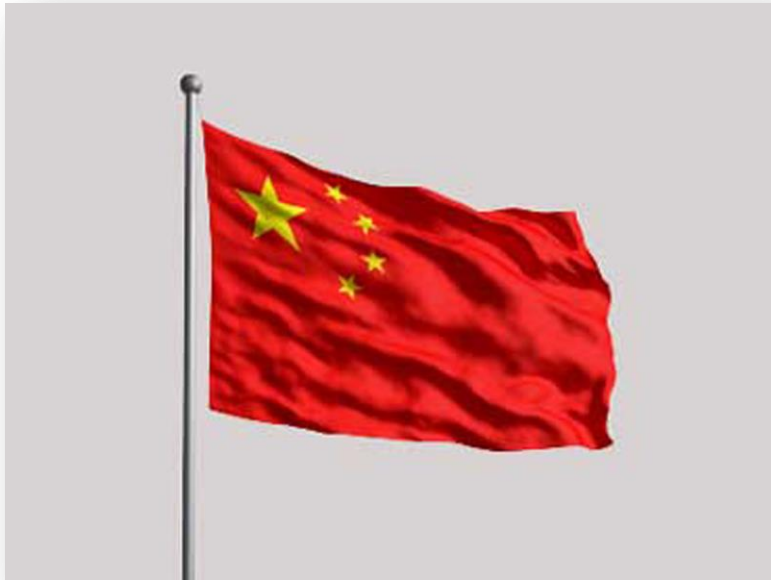
Prospector
GG5000
Yantai Raffles Shipyard
Rolls-Royce Delivery:
Engine and thruster



Rolls-Royce



Thanks for your attention
谢谢



Rolls-Royce