



THE JOINT VENTURE TO BUILD THE FUTURE

Knowledge - Capabilities - Facilities

FINCANTIERI
AL FATTAN SHIP INDUSTRY
MELARA MIDDLE EAST

ESB INCORPORATION

May 2010

Signature of "Shareholder Agreement" between

- Fincantieri
- AL Fattan shipyard
- Melara Middle East company

For a Joint Venture named Etihad Ship Building (LLC)

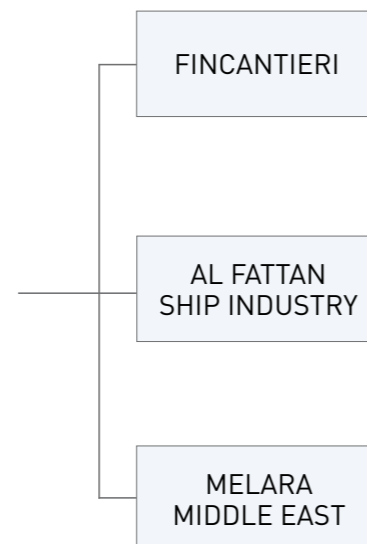
September 2010

Registration in Abu Dhabi of Etihad Ship Building (LLC)

The three partners decided to establish Etihad Ship Building (ESB) after Fincantieri was successfully awarded the Anti Submarine Warfare Vessel (Abu Dhabi Class) and the Stealth Vessels (Falaj 2) contracts by the UAE Navy. This JV created with relevant effort and spirit of cooperation by all the partners, is the synthesis of the wide naval 'culture and know how of Fincantieri, the Al Fattan Production capabilities and the Melara Middle East management and logistic support excellence. ESB sums up the capabilities, knowledge and experience of the shareholders, and can benefit from their facilities. ESB's target is to establish advanced process and to optimize a fully capable local shipyard with all related processes.

ESB PARTNERS

Fincantieri, Al Fattan and Melara Middle East have provided a big effort also in terms of facilities, layout improvement, organization and management, to realize the target of being an attractive production pole in the Gulf.



ESB TARGET

The objective is:

- To manage as Prime Contractor the sale and the production of different types of ships mainly considering Naval Light Boats in Aluminum and Inshore Patrol Vessels in steel
- To facilitate the Transfer of Technology for production of additional Ships in UAE
- To create a modern and innovative maintenance and repair centre for marine Engines so to support the relevant commercial market in the Area as alternative to the local Suppliers.
- To penetrate in the Gas and Oil market also considering the Fincantieri experience in the Supply vessels constructions
- To Consolidate the partnership with UAE Navy with the development of a training centre for both naval surface and submarines
- To manage as Prime contractor the refitting and maintenance of Military and Merchant Vessels operating in the Gulf
- To provide Logistic support up to the End of Life to Navies in the Gulf.

ESB MARKET OVERVIEW AND OPPORTUNITIES

With the aim of increasing the product portfolio of ESB and trying to catch the opportunities in the region, ESB is working on a market plan mainly addressed on the following product segments:

- Inshore patrol Vessel for Navy
- Catamarans
- Aluminium Boats (25 - 40 meters)
- Landing Crafts
- Supply Vessels
- Middle size Yacht
- Refitting for Merchant and Military Ships
- Completion of Combatant Vessel

ESB ACTIVITIES FORECAST: MILITARY VESSELS

LIGHT ALLOY BOATS



Light Alloy Boat
LOA ab. 25 m



Light Alloy Boat
LOA ab. 32-38 m

STEEL CONSTRUCTIONS



Patrol vessel-Diciotti class type for IT Cost Guard
LOA ab. 53 m
Leight Weight ab. 320 Tonn.



Saettia Stealth
LOA ab. 56 m
Leight Weight ab. 450 Tonn.

ESB ACTIVITIES FORECAST

With the aim of increasing the product portfolio of ESB and trying to catch the opportunities in the region, ESB is working on a market plan mainly addressed on the following product segments:

Maintenance and Logistic Support of:

- Naval vessels operating in the Gulf Area
- Main engines, generators and components through a new Service Center

Refitting of :

- Naval vessels for export
- Naval vessels for UAE Armed Forces
- Merchant Vessel

ESB ACTIVITIES

“END OF GUARANTEE” WORKS AND IN SERVICE SUPPORT



Saettia Mark IV

COMBAT SYSTEM INSTALLATION AND FUNCTIONAL INTEGRATION ON COMBATANT VESSELS

> ASW VESSEL “ABU DHABI” CLASS



MAIN CHARACTERISTICS	
Length overall	abt 88.40 m
Length b.p.	80.00 m
Moulded breadth	12.20 m
Moulded depth	8.20 m
Full load displacement	1,650 t
Max speed at 95% MCR	above 25 kn
Cruising speed	14 kn
Range at 14 knots	over 3,000 nm
Endurance	20 days
Accommodation	70+1

> SAETTIA STEALTH “FALAJ 2”



MAIN CHARACTERISTICS	
Length overall	abt 55.70 m
Moulded breadth	abt 8.80 m
Displacement at full load	550 t
Diesel Engines MTU 16V 4000 M90	2
Diesel Generators MTU S60	4
Propellers of controllable pitch type	2
Max continuous speed	> 20 kn
Range at trial displacement at 14 knots	over 1,500 nm
Crew	28

TRAINING CENTRE AND RELATIONSHIP WITH UNIVERSITIES, RESEARCH CENTRES AND NAVAL ACADEMY IN CLOSE COOPERATION WITH UAE NAVY

- Applied Research
- Consultancy and Services
- Development of Tools and Methodologies to help Ship Design and Shipping Operations and for technology know-how transfer
- Training, dissemination (technical seminars, conference NAV...)
- Transfer of technology and methodologies to the shipbuilding and maritime industry
- Support to design and realisation of Training Centre

BRIDGE between the academic world and the industry



TRAINING MODE AND TRANSFER OF TECHNOLOGY

- Training in Abu Dhabi related to
- Transfer of Technology
 - Production process improvement
 - Quality Assurance
 - Set up technical engineering dept.

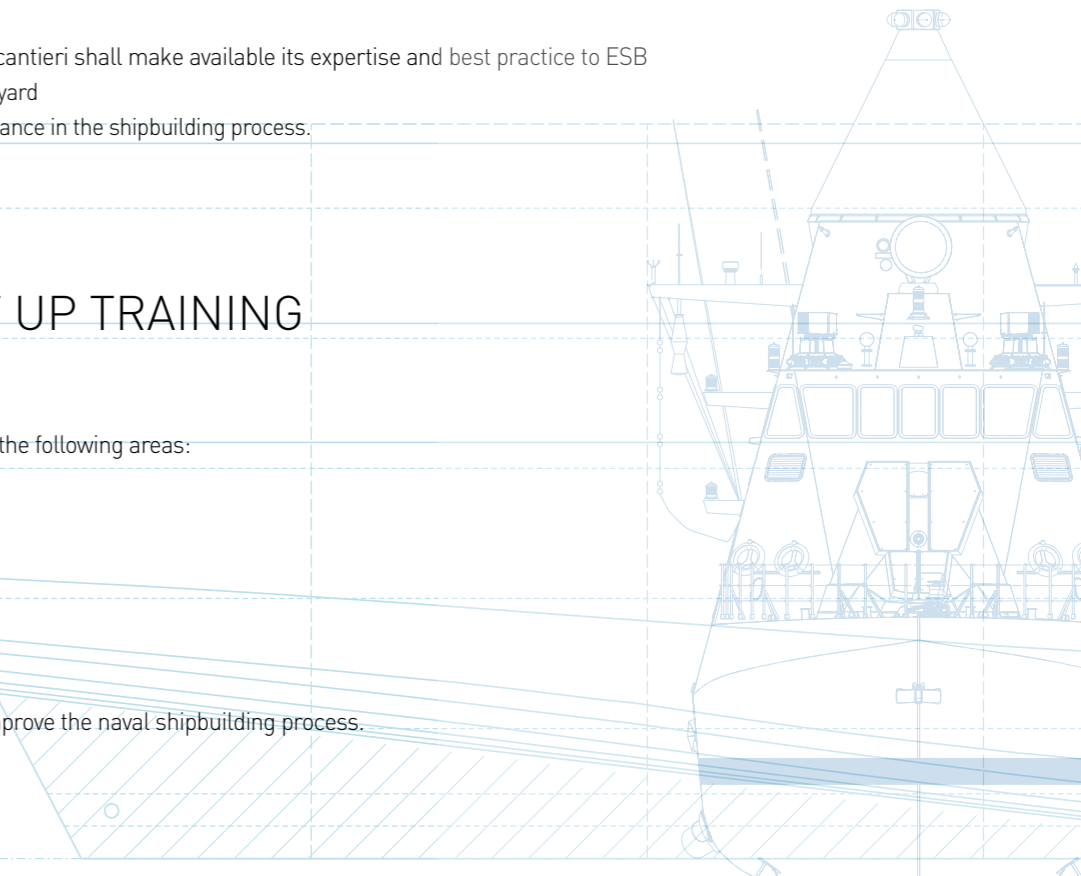
- With the aim of support the strategy, Fincantieri shall make available its expertise and best practice to ESB
- to perform the upgrading of Local Shipyard
 - to perform training activities and assistance in the shipbuilding process.

AIM OF THE START UP TRAINING

To transfer Fincantieri “methodology” in the following areas:

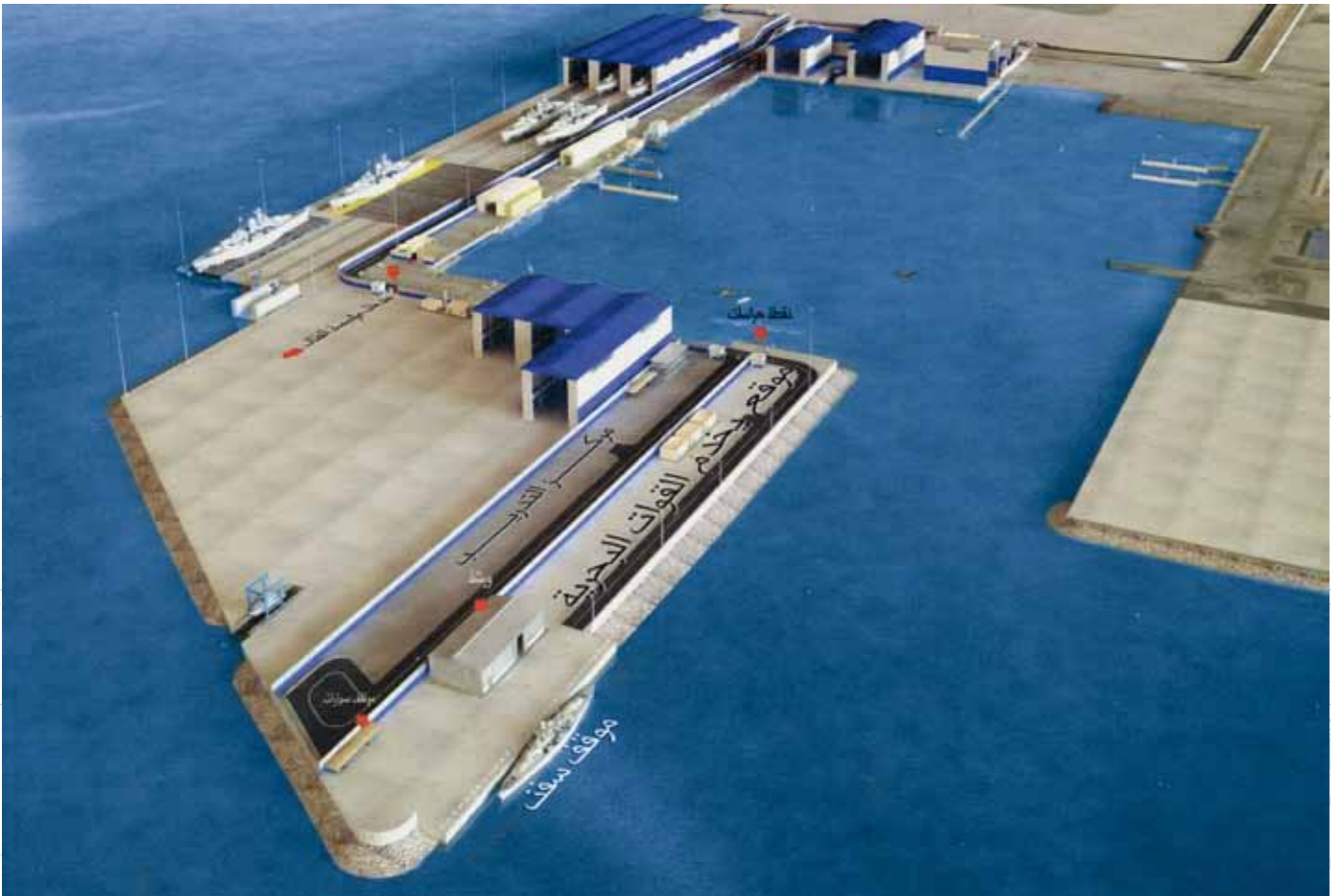
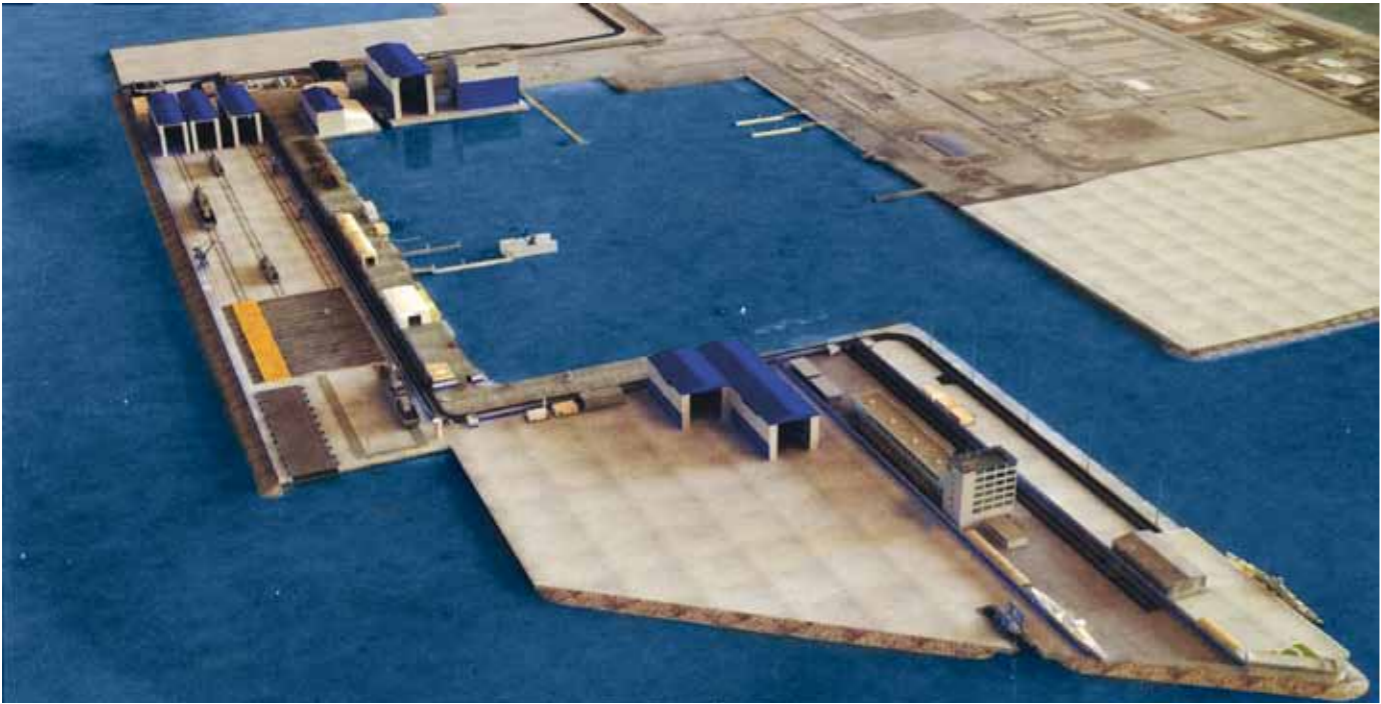
- Project Management
- Design
- Procurement
- Production
- Commissioning

To consolidate the necessary ability to improve the naval shipbuilding process.



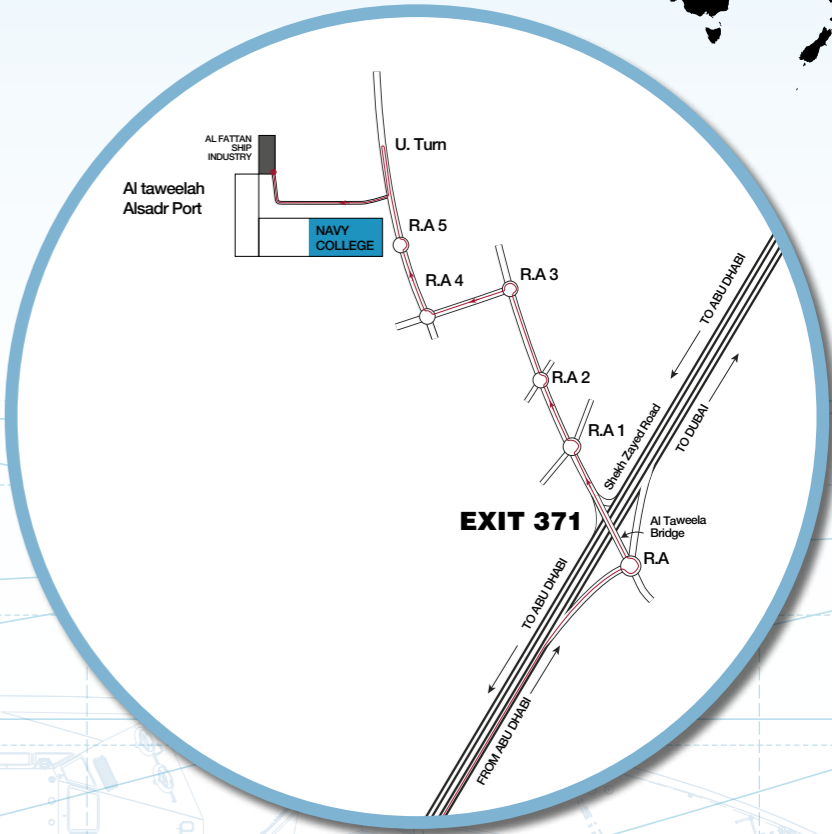
ESB SHIPYARD LAYOUT

NEW YARD LAYOUT PROPOSAL



LOCATION MAP GUIDE

24° 70.305 NORTH
54°66.035 EST





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