

# Fact Sheet: Marine Systems

(February 2011)

## Overview

Business Area:

**Marine Systems**

2009/10 sales in million €, not consolidated  
Employees as of September 30, 2010

Sales: 1,211  
Employees: 5,488

Operating Units:

**Naval**

Sales: 751  
Employees: 3,853

**Shipyards & Services**

Sales: 476  
Employees: 1,606

Employees Other Entities: 40

**Future structure of Marine Systems:** Marine Systems will focus on naval shipbuilding. 100 % of the HDW-Group (submarines) will be retained, while the BVN-Group (naval surface vessels), after having sold the production facilities in Emden to SIAG Schaaf Industrie AG, will be transformed into a 50/50 Joint venture with Abu Dhabi MAR.

Marine Systems will reduce its stake in civil shipbuilding. It is planned to transfer 100% of Blohm + Voss Shipyards (mega yacht construction business) to Abu Dhabi MAR.

## Products & Locations

### Products

### Locations

Submarines (HDW/KAB)	Kiel (Germany) Malmö/Karlskrona (Sweden)
Naval Surface Vessels (BVN/KAB)	Emden/Hamburg (Germany) Malmö/Karlskrona (Sweden)
Mega Yachts, Service, Components (BVSS)	Hamburg (Germany)

## Key strategic elements

- World market leadership and more than 50 years of experience in non-nuclear submarines and naval surface vessels
- Technology leadership (fuel cell technology, MEKO design concept, Stealth technology)
- High technological standards
- Future strategic partnership for naval surface vessels with Abu Dhabi MAR to benefit from growth in MENA region

## Key figures

(in million €)

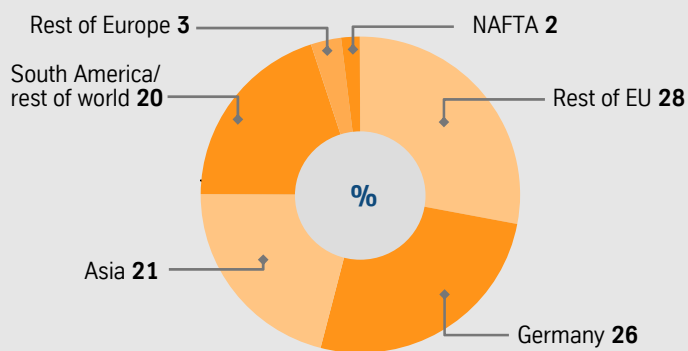
2008/09                      2009/10

Order intake	870	531
Sales	1,594	1,211
EBITDA	-319	179*
EBIT	-543	145*
EBT	-554	38
Capital Employed	379	1,174*

\* Modified definition

## Sales by region

(fiscal year 2009/10)



## Main competitors

### • Submarines:

DCNS (FRA), Navantia (ESP), Admiralty (RUS)

### • Naval surface vessels:

DCNS (FRA), Fincantieri (ITA), Lürssen (GER), Navantia (ESP), BVT (GBR), Damen (NED)

### • Megayachts:

Lürssen (GER), Fincantieri (ITA)

## Sales by product

(fiscal year 2009/10)

