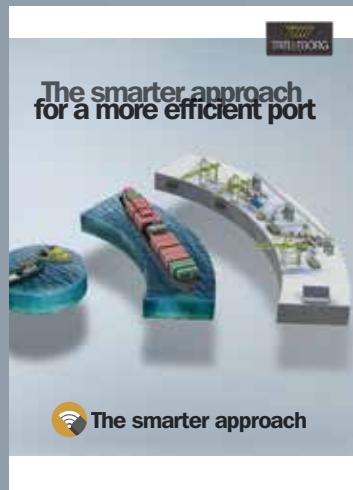


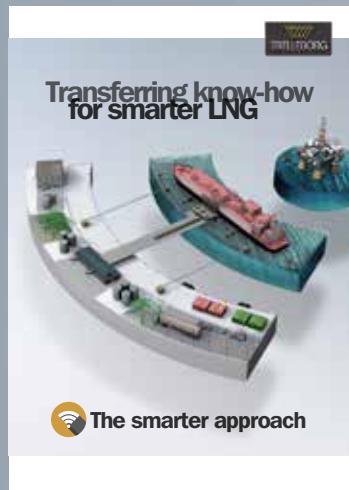
Corporate Overview



The Smarter Approach



 The smarter approach



 The smarter approach



 The smarter approach

Connect with The Smarter Approach

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The demanding nature of commercial ports and terminals means you need partnership that provides much more than technically superior products and technologies. You need to work with a partner that combines best practice expertise gained through worldwide experience with a deep understanding of local requirements and regulations. At Trelleborg, we call this the Smarter Approach.

Our Smarter Approach combines global reach with feet-on-the-ground local presence, delivering solutions that continually enhance your operations.

Smart technologies are at the forefront of improving operational efficiencies. Trelleborg's innovative SmartPort offering deploys the latest in marine technology applications to help ports and terminals optimize their operations.

Connect with a partner that combines smart solutions, proven product capability and industry expertise to maintain and enhance port and vessel performance.

Take a Smarter Approach, with Trelleborg Marine Systems.

A Smarter Approach across all product lines

Even as we evolve our product offering to support the most progressive ports, now and in the future, we stay true to the principles of customer service and product innovation that founded Trelleborg Marine Systems over 40 years ago.

From conceptual design to after sales service, we ensure that the right support is in place.

FENDER SYSTEMS

We provide bespoke solutions for the largest and most complex fendering requirements in the world, we provide the best design and materials to ensure a long, low maintenance service life, no matter how demanding the working and environmental conditions of your project. All our fenders are supplied fully tested and in compliance with all relevant industry guidelines.

DOCKING AND MOORING

We design and manufacture docking and mooring equipment for jetties, docks and offshore applications, with a particular focus on LNG terminals. In-house design ensures systems are perfectly configured to client requirements and includes the capability to design products for hazardous areas. Our engineers bring a wealth of experience to each project, providing bespoke solutions with a foundation in field-proven technologies. Our team supplies full project management, including engineering design, quality assurance and documentation management.

SHIP-SHORE LINKS

Trelleborg is the world leader in Ship-Shore Link (SSL) and Emergency Shut Down (ESD) technology for the LNG Industry. From LNG carriers, floating storage regasification units to LNG terminals, our Trelleborg SSL system has been an industry standard for nearly 20 years. Our market leading Universal Safety Link (USL) addresses the emerging LNG small-scale transfer and fuelling applications.

SHIP PERFORMANCE MONITORING

Fuel is the single largest operational cost of running a vessel and costs are rising dramatically. The world leading Trelleborg ship performance product range helps you monitor and optimize vessel performance, providing huge fuel savings.

NAVIGATION AND PILOTING

Trelleborg is a world leader in the design and manufacture of advanced, high accuracy piloting and navigation solutions for offshore and pilotage applications. Our solutions, such as the innovative SafePilot, guarantee the highest levels of reliability and safety.

SMARTPORT

SmartPort by Trelleborg uses the latest smart technologies to power the marine world to a new level. SmartPort is a collection of data powered marine technology (MarinTech) product applications that operate both on a standalone or integrated basis.

Connecting ships and terminals, analysing data and delivering real-time insights into operation critical applications to enable better day-to-day decisions and identify areas of optimization for ports and terminals.

SERVICE AND SUPPORT

We pride ourselves on delivering a truly end-to-end service to our customers, providing regulatory expertise, commercial and technical support throughout the lifetime of your project. Our entire process is managed in-house and all our equipment is subjected to rigorous testing. Our aftersales service includes training, spare parts, on-site rapid response, 24/7 worldwide service, and tailored maintenance programs.

Innovative products unrivalled service



We work with you to determine the best solution to suit your demands and supply a fully integrated product. Our end-to-end service and comprehensive solutions meet your needs, enhancing safety and improving efficiency in all marine environments.

Whatever equipment you are specifying, in-house design with manufacturing and installation expertise ensures performance is maximized and maintenance is minimized. Trelleborg Marine Systems' global engineering offices and factories, including a state-of-the-art engineering and design center in India, offer an innovative product range and an unrivalled service.

When you connect with Trelleborg, your expectations are met and exceeded by truly end-to-end service – retaining vigilance and full control from conception to completion and beyond.

CONNECTIVITY FROM FIVE MILES OUT

Employing the latest marine technologies, SmartPort products deliver terminal and vessel efficiency and connectivity from five miles out, through approach, berthing, transfer and departure. By improving communication between all stakeholders, ports, terminals and vessel operators are able to access live data and perform real-time decision-making that delivers tangible operational efficiencies. As a true end-to-end provider, Trelleborg provides solutions that meet the needs of the different stakeholders across the industry.

We work with:

- Port owners and operators
- Ship owners and operators
- Consulting engineers
- Construction companies and contractors
- Shipyard operators
- Maritime pilots
- Other stakeholders in the port and maritime sector

A Smarter Approach at every stage



A smarter approach to... Consultation

Consultation from the earliest project phase to ensure the optimum fender systems and marine technology solutions are specified, with full technical support from our global offices.

A smarter approach to... Concepts

Conceptual design in your local office – with full knowledge of local standards and regulations, delivered in your language – for optimized port and vessel solutions.

A smarter approach to... Design

Concepts are taken to our Engineering Center of Excellence in India where our team generates 3D CAD designs, application-engineering drawings, a bill of materials, finite engineering analysis and calculations for both our fender systems and marine technology solutions.

A smarter approach to... Manufacture

Our entire product range is manufactured in-house, meaning we have full control over the design and quality of everything we produce. Our strategically located, state-of-the-art facilities ensure our global, industry leading manufacturing capability.

A smarter approach to... Testing

Across our entire product range, stringent testing comes as standard at every step in our in-house manufacturing process. We ensure that life-cycle and performance of our entire product range meets your specifications, and more.

A smarter approach to... Installation

Dedicated project management, from solution design right the way through to on site installation support. We design products and solutions that always consider ease of installation and future maintenance requirements.

A smarter approach to... Support

Local support on a truly global scale, with customer support teams all over the world. And this service doesn't stop after a product is installed. You have our full support throughout the entire lifetime of your project, including customized training programs, maintenance and on-site service and support.

A smarter approach to... the future

Deploying the latest in smart technologies to enable fully-automated, data-driven decision making that optimizes port and terminal efficiency. At Trelleborg, we're constantly evolving to provide the digital infrastructure our industry increasingly needs.

SmartPort by Trelleborg

We're evolving too, constantly investigating ways to develop our current portfolio, while innovating to provide the most value to customers now and in the future. Development in areas such as data extraction, storage and analysis is a focus. This has led to SmartPort, the framework for our future portfolio.

SmartPort by Trelleborg is a collection of data powered marine technology (MarinTech) product applications that operate standalone, or can be integrated. Product architecture powered by the SmartPort Engine is open, scalable and securely hosted within a cloud-based architecture.



A LOOK AT THE LAYERS

The core framework consists of two layers.

The cloud layer manages intelligent data collection, transfer and storage. It includes cloud connectors that enable data to be collected from remote devices, installed on specific SmartPort enabled products or assets such as fenders. In addition to data collected through such devices, an API provides access to an open architecture that enables third party partner or client systems and data to be integrated with the Trelleborg data cloud.

The application layer provides access to unique product functionality and data insights from within the cloud. It delivers specific product functionality and business logic, to enable data to be easily accessed and visualised, and real-time decisions to be made. Dedicated Apps ensure easy deployment and provide remote access via connected tablet and mobile devices.

As the SmartPort enabled product portfolio expands, individual products and data clouds can be integrated to provide a connected view of all port operations: unlocking even greater efficiencies and delivering operational excellence.



The global engineering offices and factories that make up Trelleborg Marine Systems provide a vast resource pool. Our customers benefit from our unrivalled knowledge, broad product range and the most advanced solutions available in the marketplace.

These are the values we hold and aspire to.



Transformative

For over 40 years, we have been a world leader in developing new and innovative systems for marine environments. We continue to build on our reputation for tailored solutions by consistently finding new ways to meet exacting project requirements.

Reliable

We put all our mission critical solutions to the test with in-house lab and full-scale testing capabilities, and we ensure you get the maintenance, operational and training support you need after installation, wherever and whenever you need us.

Efficient

Every project is different. That's why we work closely with you to understand your needs and deliver an optimized solution for every individual development. By designing and constructing bespoke systems, we can fit your project requirements perfectly.

Supportive

We are committed to providing local expert support, whenever and wherever you need us. With staffed offices around the world, working to local time zones and speaking local languages, you will never struggle to get in touch with us.

Responsible

Our entire portfolio is engineered to the highest standards and in line with industry best practices, local and international regulations. From design to manufacture, to testing and beyond, our solutions meet and exceed your project specifications: adding value and optimizing operational efficiencies at every stage.



Trelleborg is a world leader in engineered polymer solutions that seal, damp and protect critical applications in demanding environments. Its innovative solutions accelerate performance for customers in a sustainable way.

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