

# TECHCROSS NEWS

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*Providing Right Solutions For Your Ships*

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## News 01. Techcross Receives 100 Million Dollar Export Tower for Trade Day



▲ Mr. Lee (the second from the left) attended the ceremony for the 57th Trade Day

Techcross received a 100 Million Dollar Export Tower and Gold Tower Orders of Industrial Service Merit during the ceremony for the Fifty-Seventh Trade Day.

The event, sponsored by the Korean Ministry of Trade, Industry, and Energy and hosted by the Korea International Trade Association, was held in Coex in Seoul, Korea, on December 8. A total of 1,505 companies received Export Towers recognizing their export performance. In addition, 599 individuals were honored with government citations and awards, including five who received the Gold Tower Orders of Industrial Service Merit. Techcross received two orders of

merit on the day for its export performance, overseas market development, trade growth, and contributions to the national economy.

The ballast water management system provided by Techcross is a series of environmental devices that all marine vessels across the world are required to equip as per an International Maritime Organization regulation for the protection of marine environment. Techcross leads the world ballast water management system market using proprietary technology developed in Korea, which is a rare thing in the Korean shipbuilding industry. The company has deep ties to the international trade, as ninety percent of its revenue is generated outside of Korea. Following this trend, Techcross is engaged in a company-wide effort to expand its global service network to enhance its response to customer requirements. As a result of this endeavor, the company has established five overseas offices, as well as partnerships with forty companies in twenty-five countries.

Lee Dong-kurn, the CEO of Techcross who received the Gold Tower Orders of Industrial Service Merit, increased the company's revenue fifteen times in a decade, from 10 million dollars in 2010 when he acquired the company to 165 million dollars in 2019. Moreover, the company is expected to make 220 million dollars in revenue despite the unexpected global Covid-19 pandemic; the authorities evaluated Techcross's powerful performance highly in deciding to award the company with honors.

Mr. Lee, who received the awards on behalf of his company thanked his employees and executives for achieving amazing results during these difficult times. He also said that Techcross will aggressively invest in new business areas that will create a sustainable environment for the future, becoming a global leader in the environmental industry.

Meanwhile, Techcross is growing and expanding its presence into the marine environment industry, ground water treatment industry, energy, and reuse industry by acquiring Techcross Water & Energy and Techcross Environmental Services from LG Electronics in 2019.

**Event Schedule**

- 4 January, 2021 : Kick-off meeting for the new year

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### News 02. ECS will be Installed in Six of the World's Largest Vessels and Barges



▲ HMC H-851

Techcross and Heerema Marine Contractors, who owns the world's largest semi-submersible crane vessels in the offshore energy industry, have signed a contract to install Techcross' ECS in six special vessels and barges, after its delivery of two sets of ECS 6000B to the European largest HLV (Heavy Lift Vessel) in November. It is critical that Techcross and its products are strengthening advantage over large capacity vessels as well as the superior position in European market through successive orders from the three largest global offshore mega carriers, mainly in Northern Europe.

The contracted vessels are two semi-submersible crane vessels and four barges. These vessels are designed to transport, lift and install heavy cargo on various coasts distributed around the world. The Techcross products to be installed are each ECS 3000B, ECS 2000B, ECS 1000B in one set to two sets or four sets installed on a single vessel. One of these vessels applied 12,000 tons of capacity (maximum), showing Techcross' outstanding performance on large vessels. This project was carried out carefully enough to review manufacturers from the beginning of this year and Techcross ECS was selected as the final product. It means that ECS received credit for its easy installation, treatment performance in huge capacity, as well as convenient AS service network can be provided anytime, anywhere. The products contracted this time will be delivered sequentially from February next year and will be completed by November 2021.

"We are happy to win large orders ahead of the end of 2020. This project is expected to be a good promotion for shipping companies operating similar type of vessels in Europe in the future, as the largest special vessel carrier in Northern Europe chose Techcross," said a Techcross sales representative.

### News 03. Acquired USCG Type Approval for the World's First BWMS

It was found that ECS-A has been approved in addition to Techcross ECS in the updated approval status of USCG MSC (Marine Safety Center) on 16 October. This means that Techcross, which sells electrolysis-based ECS and ECS-HYCHLOR, has also obtained a new USCG type approval for ECS-A, which is the initial model of ECS.

ECS-A is a monumental product which received IMO basic approval the first in the world in 2006. Since then, as ECS-B has been developed with simplified design and



▲ ECS-A

expanded processing capacity range, ECS-A was no longer produced since 2012. However, since there are customers who have purchased ECS-A due to their interest in protecting the marine environment from early on, both ECS and ECS-A obtained USCG AMS in 2013, which allowed the free entry into the United States until 2018.

However, performing certification test of a discontinued product not only requires the need to produce a new test equipment, but also conduct a comparative verification test to investigate whether it is the same as the product at the time, which is causing problems of high cost and time. Despite the BWMS contract did not guarantee for acquiring USCG type approval, Techcross has obtained USCG approval for the convenience of existing customers and did not hesitate to bear all these burdens.

In consideration of the automobile and home appliance markets besides the shipbuilding and marine industry, it is common to induce customers to scrap the car/appliance or purchase new ones if the parts have been discontinued in production due to environmental regulations or product aging. In such case, customers should bear the extra costs that were not planned. Nevertheless, it is remarkable to view that Techcross takes risks at the company level in order to comply with environmental regulations and guarantees the use of product. Meanwhile, Techcross has been steady in taking orders thanks to contracts of existing fleets and additional orders from existing customers even though it struggled with the business due to the outbreak of COVID-19 this year.

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### News 04. Techcross, a Small but Promising Youth-Friendly Company

Techcross, located in Busan, Korea was selected as a Small but Promising Youth-Friendly Company for 2021 by the Korean Ministry of Employment and Labor. The ministry program has been in place since 2016 to promote small and medium enterprises (SMEs) and encourage young job-seekers to find employment in good companies.

A company must receive high scores in evaluations for wage, work-life balance, and employment stability to be selected as a Small but Promising Youth-Friendly Company. This year, the ministry raised the selection criteria to find companies offering safe and healthy workplace environments. The standard regarding a streak of no deaths from occupational hazard was raised from two years to three years, and companies with workplace harassment prevention training programs were given higher scores. After a stringent set of evaluations, the ministry selected 1,222 companies for the program. The Small but Promising Youth-Friendly Companies also outperform other companies in terms of wage and employment. Despite the Covid-19 pandemic during 2020, Techcross hired thirty-one new employees (14% of its entire workforce), which greatly contributed to employment stability of the local community by providing quality jobs.

### News 05. Techcross Serves the Local Community



Techcross demonstrated a charitable spirit by funding organizations that help lower income households in the local community. Located in Busan, Korea, Techcross maintains a close relationship with the local community, with its employees participating in various voluntary services year-round. As a part of the corporate service program, the employees raised funds during the year to be delivered to those in need in the community.

The unexpected Covid-19 pandemic during 2020 impacted companies and individuals alike. Techcross maintains a bond with the local community under the belief that a friend in need is a friend indeed. Although the previously planned charitable kimchi making event was cancelled, the employees were relieved that they were at least able to deliver the funds. At the fund delivery ceremony, a Techcross official said, "Although the physical

distance between people grew apart due to the pandemic, we hope that our employees' warm spirits can be felt by those in need. We hope that our small contributions will help the community get back on its feet."

### White Paper. Consideration between compliance of environmental regulations and saving the cost

It is well known that protecting the environment is essential for sustainable resource development and maintenance of daily life. However, the challenges faced by the industry to comply with the environmental regulations are more severe than expected because it means that a significant cost needs to be taken. In other words, in order to protect the environment while pursuing company's interest, comprehensive review of full costs is required beyond what has been done so far. Therefore, this white paper aims to provide insights in terms of cost, which is a major consideration for the ballast water management system to protect the marine environment.



■ [https://techcross.com/eng/media/news\\_view.asp?bd\\_idx=2517&sbdtype=0000400001&sgubun=&dp\\_cnt=&listview=Y](https://techcross.com/eng/media/news_view.asp?bd_idx=2517&sbdtype=0000400001&sgubun=&dp_cnt=&listview=Y)

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*Wishing you a Happy New Year  
with the hope that you will have  
many blessings in the year to come.*

**SAVE OPEX**  
**SAVE EARTH**

**SAVE OPEX**

**Low Power Consumption**  
Techcross' incomparable top technology based on electrodes provides reduced power consumption.

**Efficient Installation Cost**  
Compact footprint and its flexibility result in minimized structure change of vessels and help to save the installation cost.

**Economical Maintenance Cost**  
Optimal component configuration and improvement of its durability through total quality assurance program lead in decreased maintenance cost.

**SAVE EARTH**

**Save the Ocean by Strong Disinfection Efficacy**  
With no harmful effects on marine ecosystem, Techcross BWMS prevents microorganism from regrowing for over 120 days after treatment.

**Pioneer for Marine Environmental Protection**  
Techcross leads the environmental industry as Global No. 1 BWMS manufacturer.

**Strategic Environmental R&D**  
The company strives to be a comprehensive environmental company with its top technologies.

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