

# TECHCROSS NEWS

www.techcross.com

*Providing Right Solutions For Your Ships*

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## News 01. Heightened Expectation for Exceeding Sales This Year

Since the start of this year, Techcross has been continuously winning mega orders from world's major shipping companies. It has seen product inquiries steadily increasing and with this trend reflected in the market, Techcross received the orders for 198 vessels as of the end of March.

These orders include 23 tankers and bulk carriers owned by Thenamaris Ship Management, 11 bulk carriers from Eastern Mediterranean Maritime, 19 bulk carriers from Marmaras Navigation, 10 bulk carriers from Laskaridis Shipping, all from Greece, 51 bulk carriers from Arklow Shipping in Ireland and 23 tankers from a ship owner based in UK. Especially, customers equipped with ECS in their newly built ships are highly satisfied with the stable operation and performance of the ECS and attempting to install ECS on their existing vessels, further raising expectations for exceeding the 2019 sales goal.

Although Techcross had difficult times in the past two or three years due to the lack of orders, it has continued the investments in R&D and recruiting and training talented employees with a long-term vision in preparation for the IMO regulations. With the volume orders already secured by March, Techcross is expecting steep growth in 2019.

## News 02. Techcross Established Gyeongin R&D Center

Since Techcross manufactures BWMS for ships, it established its product plants, sales operations, and the R&D center in Busan, which is rich in shipbuilding and marine infrastructure. However, as the company started the industrial-academic technology collaborations to improve the core technologies for product development, it decided to establish additional R&D center in Gyeongin to utilize the abundant infrastructure of the capital area.

The Techcross Gyeongin R&D Center, which will move into the Techno Valley in Hwasung, Gyeonggi-do, is finishing up the construction for the opening on April 8. The System Research Team and the Equipment Research Team, which will be relocated to the site, aim to obtain the

generation growth power by securing the land water treatment and hydrogen energy related technologies based on the accumulated electrolysis technology. In particular, it is hoped that it will be able to take advantage of the public institutions and research centers nearby to participate in major national R&D projects and secure core technologies necessary for the next generation technology businesses.



## Event Schedule

### Public Event

- April 9 ~ 11, 2019  
: Sea Asia 2019 / Singapore
- May 23 ~ 25, 2019  
: Bariship 2019 / Imabari, Japan
- June 4 ~ 7, 2019  
: Nor-Shipping 2019 / Oslo, Norway

### TEHCROSS Event

- April 8, 2019  
: Opening of Techcross Gyeongin (Seoul-Incheon) R&D Center
- May 25, 2019 : Foundation Day
- June 3, 2019 : Sales Workshop in Europe

## Providing Right Solutions For Your Ships

### News 03. HAZOP Workshop with BV Classification Successfully Concluded

Techcross successfully concluded the week-long HAZOP workshop with BV classification at the MISC headquarters in Kuala Lumpur, Malaysia last February. This workshop was part of the full turn-key contract for eight LNGC fleets of MISC awarded through the simultaneous bidding at the end of 2018.

This contract for 8 fleets was concluded after the turn-key contract for one 145K CBM vessel had been signed with Eagle Star Ship Management, a subsidiary of MISC last November. MISC preferred the full-pass type electrolytic treatment system without filters as the most suitable BWMS for its LNGC fleets. The previous contract gave them a high level of confidence in the experience and performance of turn-key projects carried out by Techcross, said MISC. Moreover, this contract is a full turn-key agreement that includes all the tasks of Signal interface, BWMP and HAZOP to provide the optimized services to ship owners, which is beyond the common turn-key contract in the industry.

Techcross, by successfully completing this HAZOP workshop, made an opportunity to be officially recognized for the technology and reliability of its products. Also, the client was very satisfied with the superior experience and technology that Techcross had provided.

### News 04. Additional Dispatch from the Korea HQ to Techcross Houston Office

Techcross, which had been providing AS services in Houston area since its establishments in 2016, sent the Vice President James Lee and the General Manager Ryu Hae-Young from the Korea headquarters on March 1 to respond to the surging inquiries from clients due to the BWMS management regulations of USCG in the US and VGP and set up a system that can provide immediate AS services in the event of problems with ships that have ECS installed.

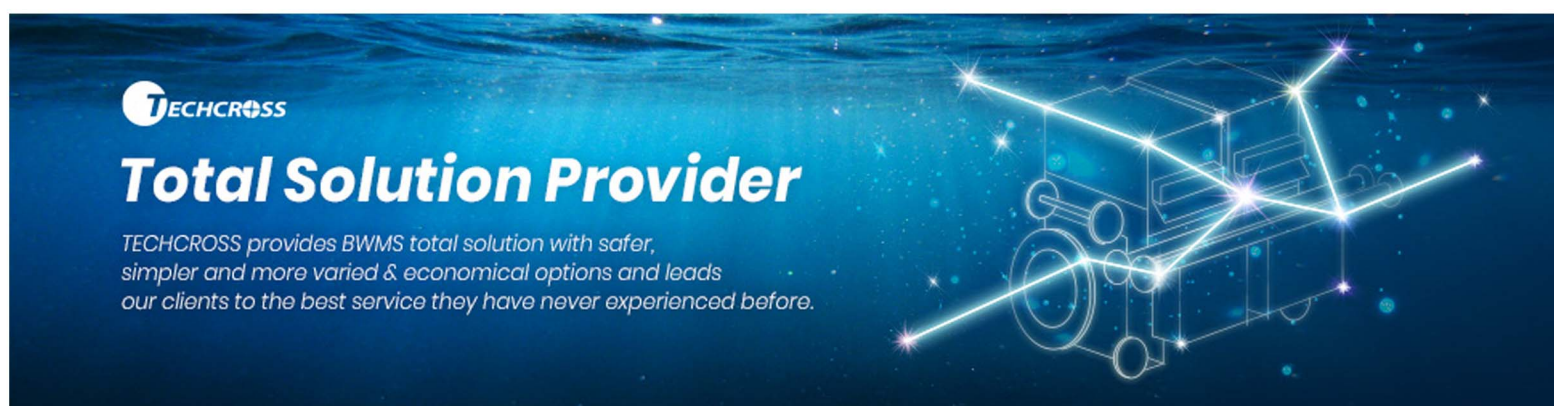
Mr. Ryu Hae-Young, who has extensive experience as an engineer from the initial ECS model, joins the AS services, which will introduce a higher level of services and stabilize the operations of the overseas offices. Techcross Houston Office is expected to become the center of the AS services in Americas, encompassing the US and other areas in North and South America.

### News 05. Techcross Opens Japan Office

With the surging inquiries from existing ships as the mandatory installation of BWMS after September 8 2019 is getting closer, Techcross has opened an office in Fukuyama in Hiroshima, Japan, one of the major sales regions to set off its operation from April 2019.

Fukuyama is a gateway to the Imabari area where ship owners are concentrated, and it also has a Shinkansen station which is convenient for inland travels to Hiroshima, Kobe and Yamaguchi and to visit customers in person. In particular, this area is emerging as a primary business destination as there are major Japanese shipping companies with more than 100 ships as well as hundreds of small shipping companies.

Techcross Japan Office will be jointly occupied by sales representatives of the local dealership and those dispatched from the headquarters. This office is expected to boost sales by actively visiting local customers while responding to their needs closely.



**TECHCROSS**

## Total Solution Provider

*TECHCROSS provides BWMS total solution with safer, simpler and more varied & economical options and leads our clients to the best service they have never experienced before.*