

CORPORATE OVERVIEW

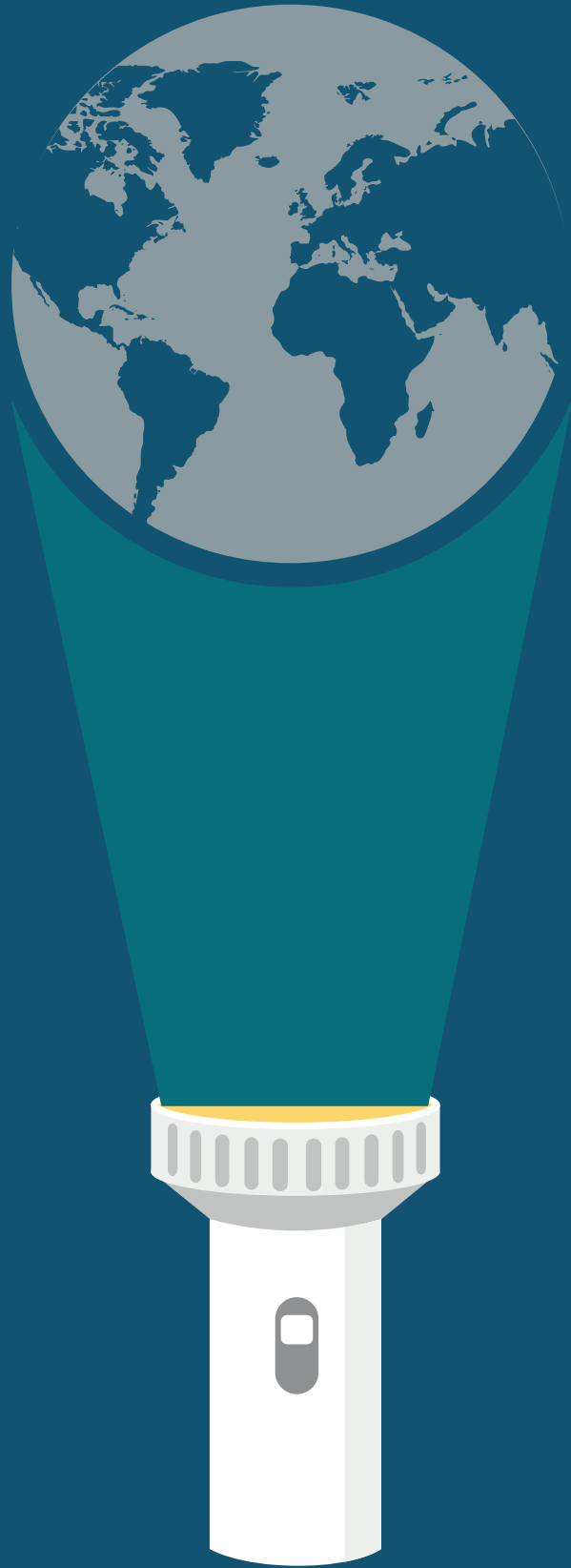


RINA

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SKILLS AND EXPERTISE

“

RINA is

a global player supporting clients in the development and management of initiatives through dedicated companies offering Consulting Engineering, Classification, Certification services, Testing and Inspections

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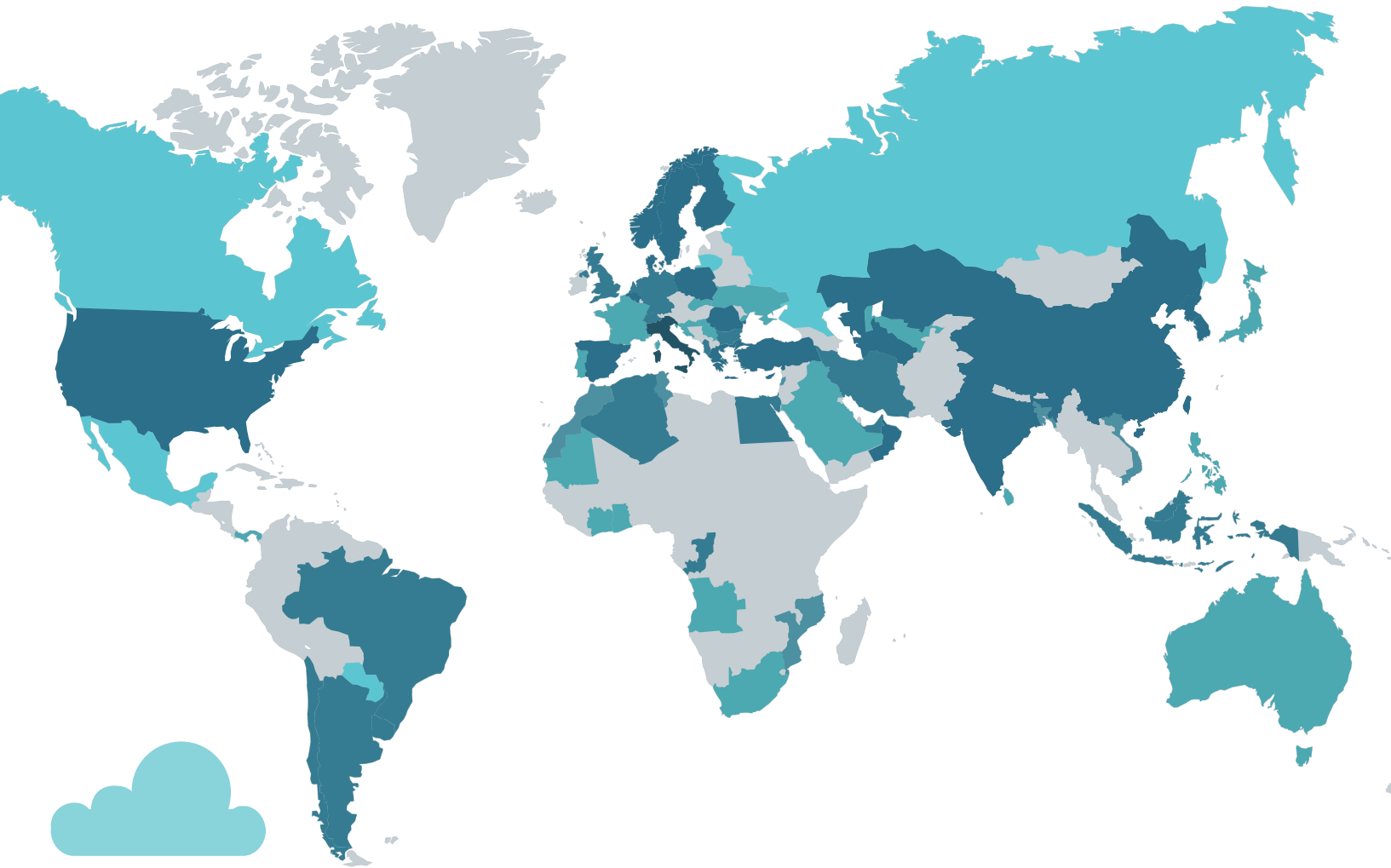
**OVER 150 YEARS
OF EXPERIENCE**

WHAT MAKES US DIFFERENT

- High technology integrated solutions to innovate client's product and process
- Among global leaders in providing added value services in the marine sector
- Top Technical, Environmental & Social Advisor for IFI'S and lenders group
- Top industrial participant in EU collaborative research and innovation projects
- First Italian certification body
- First Italian consulting engineering independent hub



WIDELY SPREAD AND CLOSE TO THE INDUSTRY



LEVEL OF RINA PRESENCE



3000+
Colleagues

41 years
Average Age

160+
Offices

60
Countries

A SPOTLIGHT ON INNOVATION

STRATEGIC RESEARCH & INNOVATION RECORDS

- **2nd top** industrial participant in FP7*
- **30% success rate**: 35 participations in H2020 projects in 2015
- **5000+ partners** in Innovation and Collaborative Research projects **
- Unique know how in high performance materials for 3D printing
- Technology transfer

10% turnover
Invested
in R&D

246,000+
h/y



* Final FP7 Monitoring Report
** www.researchranking.org

SPECIALIZED IN MATERIALS

FOCUS ON MATERIALS

- C steel and Special Steel, Light alloys (Ti and Al based), Ni and Co superalloys, Composites, Metal Matrix Composites

FOCUS ON TECHNOLOGIES

- Near net shape technologies, Additive Manufacturing, Thermo-mechanical processes, Advanced Coating, Joining & Welding

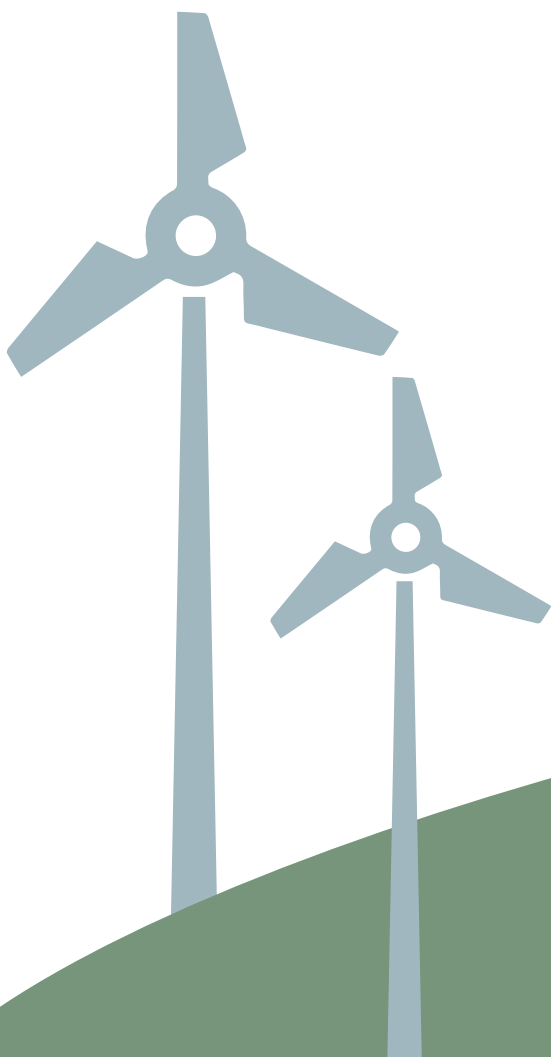


- 200 researchers in materials PRODUCT and PROCESS INNOVATION
- 25 laboratories
- 100 laboratory technicians
- 200 patents
- 2 Full scale Pilot Plants
- 300 collaborations
- 200 research reports/year on materials
- 50 publications/year

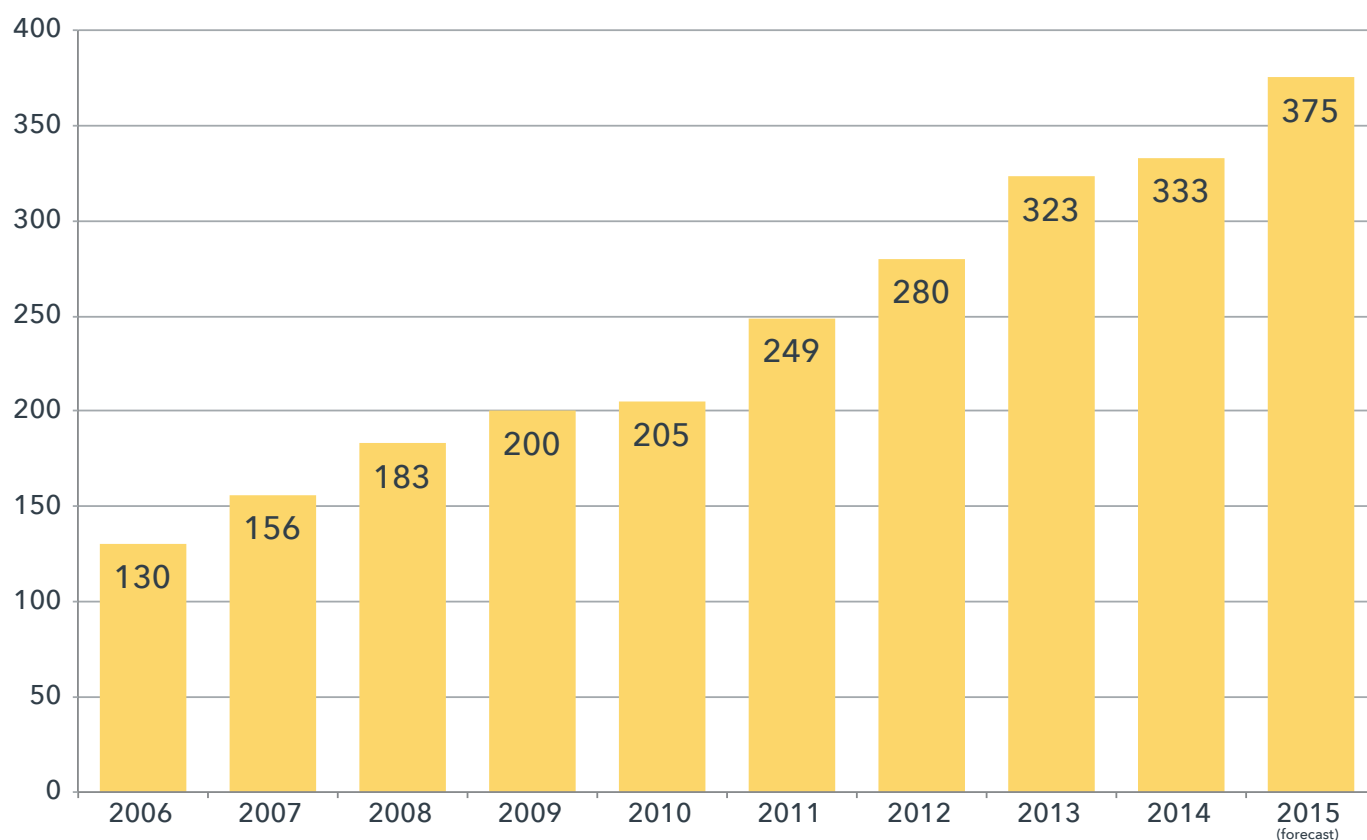
ENVIRONMENTAL PROTECTION AND SUSTAINABILITY

STRATEGIC RECORDS

- **50+** Certification schemes in sustainability, environment and climate change
- **100+** Environmental Impact Studies
- **100+** Environmental Due Diligence and Energy Audit
- Innovative technology on waste valorization patent protected (eg. Fluff, plasm torch)



REVENUES TURNOVER (millions of euro)



OUR SERVICES

T.I.C.*

C.E.**

Classification

Operation&Maintenance

Certification

Consulting Engineering

Testing

Project management

Inspection

Special studies

Training

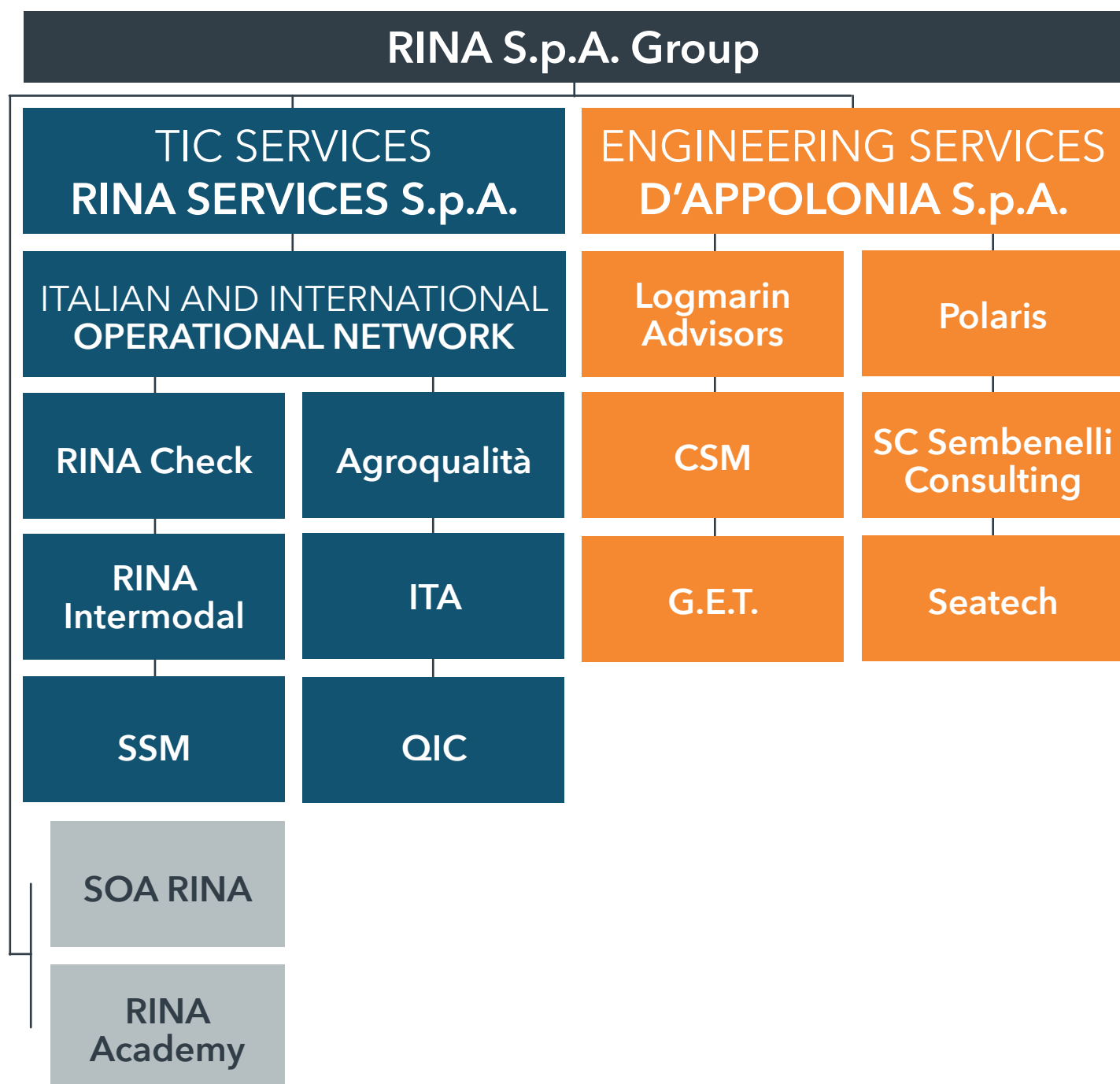
Design



* Testing, Inspection, Certification

** Consulting Engineering

ORGANIZATIONAL CHART



HAVING THE CUSTOMER IN OUR MIND



MARINE

ENERGY



**BUSINESS
ASSURANCE**

**TRANSPORT &
INFRASTRUCTURES**



**IFIs &
INVESTORS**



SERVING ALL TYPE OF INDUSTRIES

ENERGY

ENERGY

TESTING, INSPECTION, CERTIFICATION

TOP MARKET SERVICES

- QA/QC and Site Supervision
- Vendor Inspection
- Vendor Qualification and Auditing
- Asset Certification
- Offshore Classification Services
- Process, Corrosion and Risk Assessment Verification

ACHIEVEMENT

- 15,000+ Km of pipeline inspected/supervised
- 250+ Offshore Oil & Gas Platforms certified/requalified
- Experience with 100+ Power Plants
- Over 70% of activities performed abroad
- Around 1.4 Million Hours of Inspection activity per year
- 300+ marine operations

38% OPERATING REVENUES

- Onshore Oil & Gas Facilities
- Offshore platforms
- Subsea Installations & SURF
- Offshore Vessels
- Marine & Floating Terminals
- Pipelines & Sealines
- Petrochemical Plants & Refineries

ENERGY

CONSULTING ENGINEERING

TOP MARKET SERVICES

- Geosciences
- Environment, HSE & Permitting
- Logistics
- Advanced Numerical Simulation
- Pre-FEED, FEED & Detail Design
- Project Management Consulting
- Operation & Maintenance Engineering
- Asset Integrity Management
- Site Supervision
- Construction & Commissioning Management

ACHIEVEMENT

- 100+ Offshore geotechnical investigations
- 100+ Offshore platform structural analysis
- 100+ Seismic Hazard Analysis and 30+ Geohazard Analysis
- 100+ EIA for Power Plants
- 200+ Power plant design
- 150+ Debottlenecking & Logistic Optimisation
- 100+ Hazard Identification for Onshore/Offshore Plants
- 100+ Safety Reports and QRA
- 20+ O&M Projects

- LNG plants
- Fossil Fuel Power Plants
- Hydropower, Dams & Renewables
- Nuclear Power Plants



MARINE

MARINE

TESTING, INSPECTION, CERTIFICATION

TOP MARKET SERVICES

- Ship Classification and Statutory Services
- Marine Technical Advisory
- Certification of material and equipment
- Marine Product and Personnel Certification
- Container Certification

ACHIEVEMENT

- 35 M total GT of classed ships
- About 5450 classed ships
- 700+ new-building
- 1300 classed yachts
- 250 new yacht projects worldwide
- 650 classed Naval Units
- 250 classed Offshore Support Vessels
- "High performance level" in Paris MOU and Tokyo MOU
- Zero-point class rating since 2001 in USCG list
- Operating on behalf of 111 Flag Administrations
- N.1 World ranked for Ferries Classification
- N.3 World ranked for Cruise ship
- 116,000+ units certification of new general purpose and offshore containers

30% OPERATING REVENUES

- Merchant Ships
- Cruise Ships
- Ferries
- Yachts
- Naval Ships
- Floating Terminals
- Personnel
- LNG-CNG Ships
- Floating Installation



A person is holding a magnifying glass over a landscape reflected in water. The magnifying glass is held in the foreground, and the lens is focused on the reflection of a sunset or sunrise over a body of water. The background is a blurred landscape with trees and a sky with soft light. The overall tone is calm and focused.

BUSINESS ASSURANCE

ACCREDITATION AND AUTHORIZATION



SOCIALCARBON®



ISCC
International Sustainability
& Carbon Certification



BRITISH RETAIL CONSORTIUM
for successful and responsible retailing



United Nations
Framework Convention on
Climate Change

BUSINESS ASSURANCE

TESTING, INSPECTION, CERTIFICATION

TOP MARKET SERVICES

- System, Product and Personnel Certification
- Food and Fisheries Certification
- Laboratories and Testing
- Environment, Sustainability and Climate Change Certification
- Automotive
- Life Science Certification

ACHIEVEMENT

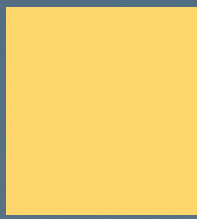
- 130+ certification schemes in portfolio
- 25,000+ Management System certificates
- 40,000+ Personnel & Processes certificates
- 30,000+ Product certificates
- 1400+ auditors worldwide
- 970+ certificates in food scheme
- 93 certificates in fish sustainability
- 160,000+ microbiological tests p/y
- 1,000+ GHG reduction projects completed or on-going worldwide
- 500+ certifications issue on Automotive scheme to Car Maker and TIER1 suppliers
- About 90 certificates in Health Sector

16% OPERATING REVENUES

- Maritime
- Oil&Gas and Petrochemicals
- Power Generation
- Infrastructure & Real Estate
- Transport & Logistics
- Mining & Heavy Industries
- Public Sector
- Manufacturing & Retail
- Agriculture & Food
- Aerospace & Defence
- Automotive
- Financial Institutions & Insurance



TRANSPORT & INFRASTRUCTURE



TRANSPORT&INFRASTRUCTURE

TESTING, INSPECTION, CERTIFICATION

TOP MARKET SERVICES

- Railway Certification & Testing
- Design Verification
- Site Supervision
- Technical Inspection on Buildings, Infrastructure & Railways
- Energy & Sustainability Audits in Real Estate
- Green Building Certification
- PPP - Public Private Partnership and PF - Project Finance Independent Verification

ACHIEVEMENT

- 700+ projects for railway lines, trains and metro for
- 100+ customers in about 20 countries in Europe and worldwide
- Third party services for 45 billion euros of capex of work
- 1000+ verified projects
- 3,000+ Energy Certifications issued
- 3 million sqm certified

16% OPERATING REVENUES

- Roads and Motorways
- Railways and Mass Transit
- Ports & Maritime Works
- Buildings & Real Estate
- Hospitals & Public Buildings
- Airports
- Defense Infrastructure
- Dams & Hydraulic

TRANSPORT & INFRASTRUCTURE

CONSULTING ENGINEERING

TOP MARKET SERVICES

- Studies, Conceptual Design & Feasibility
- Design Services
- PMC/Construction Supervision
- Technical Advisory
- Asset Integrity Management (AIM+)
- Environmental Impact Assessment
- Operation and Maintenance
- Decommissioning
- Logistics and Supply Chain advisory services and technical assistance

ACHIEVEMENT

- Technical Advisory/PMC Services on 25+ Mass Transit Systems in 12 Countries
- Technical Advisory/PMC Services on 11 Driverless Metro/LRT Systems
- Eng. Services for 2000+ km of High Speed Railway lines
- 25+ Feasibility and design services for Port Facilities
- 70+ Bridges and Viaducts Designs
- 500+ Industrial and Civil Buildings Designs
- 5 National Coastal and Land Border Control Systems Designs
- 50+ Urban Development and Mobility Projects
- 80+ designed and supervised dams
- 40+ projects in cement and steel industries

- Works
- Water & waste Treatment Plants
- Industrial Infrastructure
- Intermodal & Logistics





IFIS & INVESTORS

IFIS & INVESTORS

TESTING, INSPECTION, CERTIFICATION

TOP MARKET SERVICES

- Technical Due Diligence
- Financing of Investments aimed at improving Green performances
- Profitability Analysis
- Market Analysis

NICHE MARKET

- Activities requested by banks and investors, mainly in the marine field



ABOUT 4% GLOBAL TURNOVER ACROSS EACH SECTOR

- Petrolchemical Plants
- Public Institutions
- Refinery

IFIS & INVESTORS

CONSULTING ENGINEERING

TOP MARKET SERVICES

- Independent Advisory
- Specialized Studies
- Energy / Resource Audits and Sustainable Energy Financing Facilities
- Technical Assistance & Private Sector Development
- Institutional and Capacity Building
- Technical Due Diligence & Project Finance Advisory

ACHIEVEMENT

- 10+ projects > 5 billion USD investment in the Energy Sector
- 380+ Technical DD in Renewable Energy
- 20+ Technical DD in infrastructures
- 25+ awarded tenders for Donors-funded projects
- Projects in over 40 countries worldwide

ABOUT 4% GLOBAL TURNOVER ACROSS EACH SECTOR

- Regasification - LNG
- Oil & Gas Field Development
- Pipelines
- Renewable



TRAINING



TRAINING

TESTING, INSPECTION, CERTIFICATION

COURSES AREAS

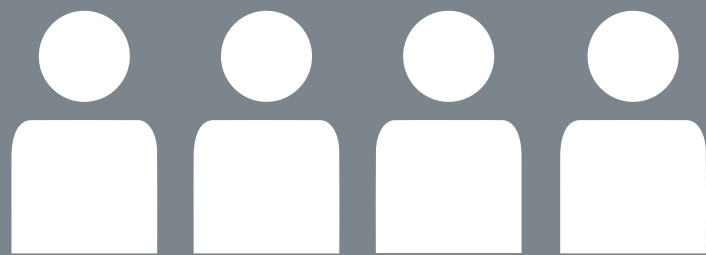
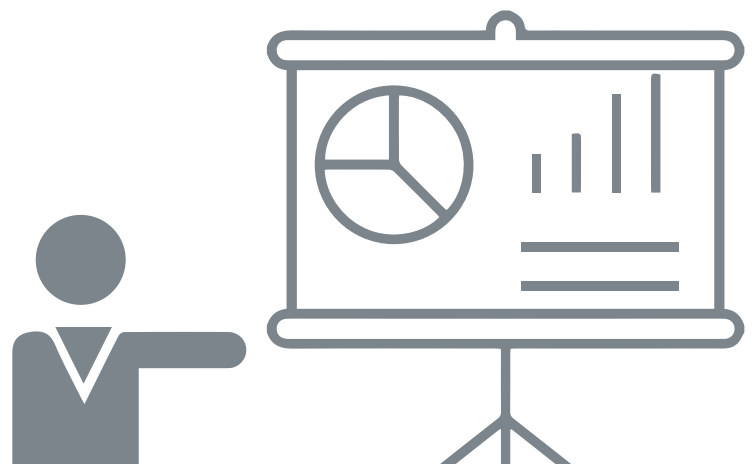
- Managerial Training & Development
- Maritime Office Training
- Maritime Crew Training
- Training on Management Systems

COURSES ADDRESSED TO:

- All strategic company fronts
- Governance bodies
- Human resource managers
- Heads of functions
- Operators of management systems
- Entrepreneurs, professionals and students

MARKETS

- Marine
- Transportation, Ports and Logistics
- Power Generation
- Oil and Gas
- Manufacturing
- Health and Food
- Public Institutions



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