



**One safety solution.
One global partner.**

Complexity

It's the reason safety compliance can be so costly, time-consuming and, let's face it: a risk to your ability to operate.

And it will only get worse.





Simplified

A VIKING Shipowner Agreement offers everything you need to say goodbye to complexity forever.

Put it in place. Then add to it what you need, when you need it.

Your business is changing

The last thing you need is a rigid safety servicing contract that either can't be changed, or costs too much to adjust.





We change with you

Now just one agreement can gradually be expanded to cover all of your evolving safety equipment and servicing needs.

Start with a comprehensive VIKING Shipowner Agreement or simply add vessels and safety products as needed.

It's a uniquely customizable concept that covers almost all products and brands in a variety of predictable, fixed-price structures. And it ensures you know exactly:

- What you get
- How much it will cost
- How you can change your contract underway

Instant advantages

- **Simplify** with one set of terms and conditions, and add new services to the agreement as needed.
- **Reduce** in-port logistics via a single point of servicing.
- **Cut** time and administration with top-notch compliance and documentation, supporting your ability to operate.
- **Optimize** cash flow with contracts that don't start charging you until the first products or services are delivered, not from the moment you sign.
- **Avoid** risk with extra contract flexibility to meet new challenges or opportunities as your business changes.

Why choose **VIKING** as your global safety partner?





1 The Most Trusted Supplier

98% of VIKING customers buy VIKING again.
More than 8 out of 10 actively recommend us.

2 The world's best-made products

Our insistence on quality makes a difference to safety, durability and the costs of servicing.

3 An integrated servicing network

We won't show you long lists of service stations, many of which can't provide what you need. Instead, VIKING-owned service stations around the world offer fully equipped, fully-integrated capabilities.

4 Unbeatable product and service packages

We have a solution for everyone. We have all the products you'll need – and we can deliver them reliably and cost-effectively.

5 This isn't just another business

VIKING is a family-owned company. We're not driven by short-term gains or investor priorities. Instead, we do everything we can to promote safety and strengthen your business for years to come. And that's good for everyone.

95%

- renew their
Shipowner Agreement.

8/10

- of shipowners
recommend VIKING.

70%

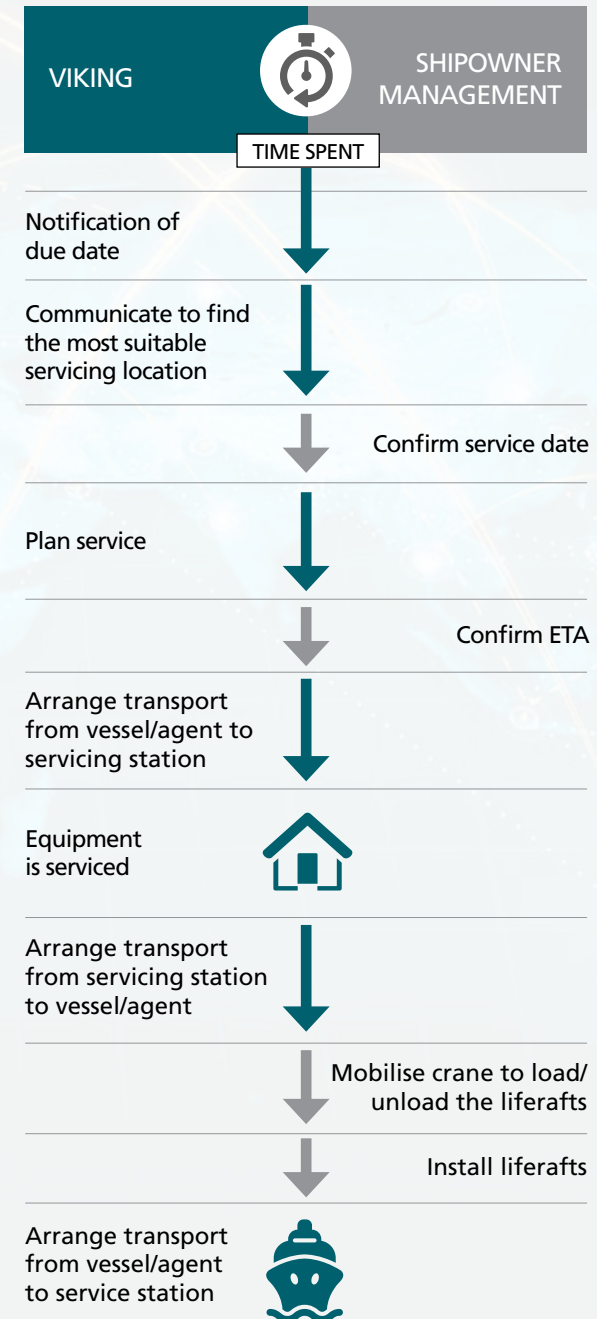
- expand their Shipowner
Agreement during its first
two years.

9/10

- of customers rate VIKING
as professional and service-
minded.



Move 70% of your service coordination to VIKING!



Nothing works as **smoothly and efficiently** as the VIKING network

Supporting your efficiency

Looking for a quick, efficient port turnaround? Then the last thing you want is to discover your supplier's list of service stations can't live up to its promises.

260 VIKING-certified and owned service stations around the world offer fully equipped, fully integrated capabilities.

Local planners with state-of-the-art tools

An expert planner who knows your business will be your dedicated contact person for servicing bookings and follow-up.



There's extra peace of mind, too, in knowing they'll be using the most advanced global service booking and monitoring system in the industry with flexible notification terms.

Smarter logistics

- **Minimize** administration with a single, local point of contact available 24/7 - direct from VIKING.
- **Ensure** smooth service notifications with VIKING's cutting edge booking system.
- **Avoid** unexpected costs via fixed-price supply and/or service agreements.
- **Save** on extra transportation costs via VIKING's integrated service stations and worldwide stock points.



Safe to sail?

Need to service your standard or extended service interval liferafts at the next port of call?

Save time and money by simultaneously servicing other safety equipment while you're there – all under one agreement.



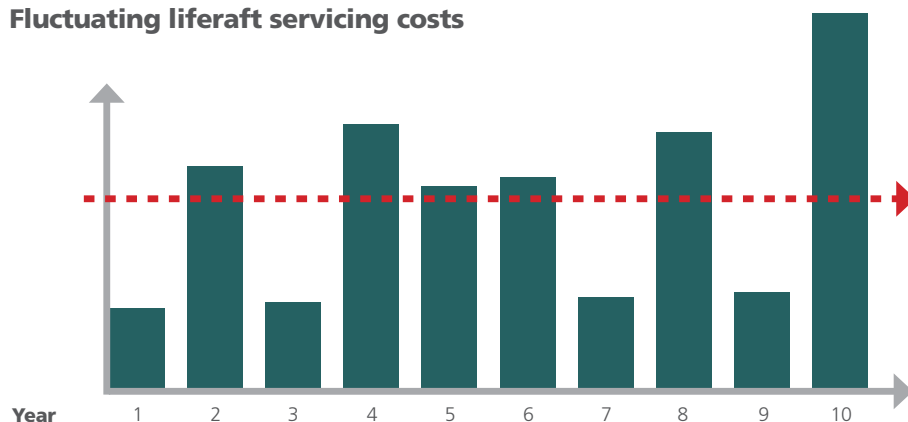
More choices than ever

- If you prefer, simply choose among our many **Fixed Price** options, either renting or owning your liferafts, to make worries about service due dates, multiple vendor planning and fluctuating servicing costs a thing of the past.
- **VIKING Exchange** combines a fixed annual fee with instant turnaround. Liferafts due for servicing are picked

up at the pier, and ready-serviced products are delivered from an exchange pool in a single, time-saving transaction.

- Alternatively, **VIKING Managed Service** covers all your multi-brand servicing needs from a single, local point of contact - at competitive day-to-day pricing.

Fluctuating liferaft servicing costs



A VIKING Shipowner Agreement smooths out the bumps and removes unwanted surprises from liferaft supply and service, ensuring reliable delivery at predictable costs.

Instant advantages

- **Consolidate** standard and extended service interval (VIKING S30) liferafts under one contract.
- **Save** time and costs via streamlined supply and service agreement options.
- **Speed** up port servicing turnaround with VIKING Exchange.
- **Retain** the freedom to change contract terms whenever you need to.
- **Receive** 99% of all orders within 5 working days – anywhere in the world and with no hidden transportation costs.
- **Ensure** full control of invoiced service costs.

	Liferafts
Fixed Price Service	✓
Fixed Price Exchange	✓
Managed Service at day-to-day prices	✓



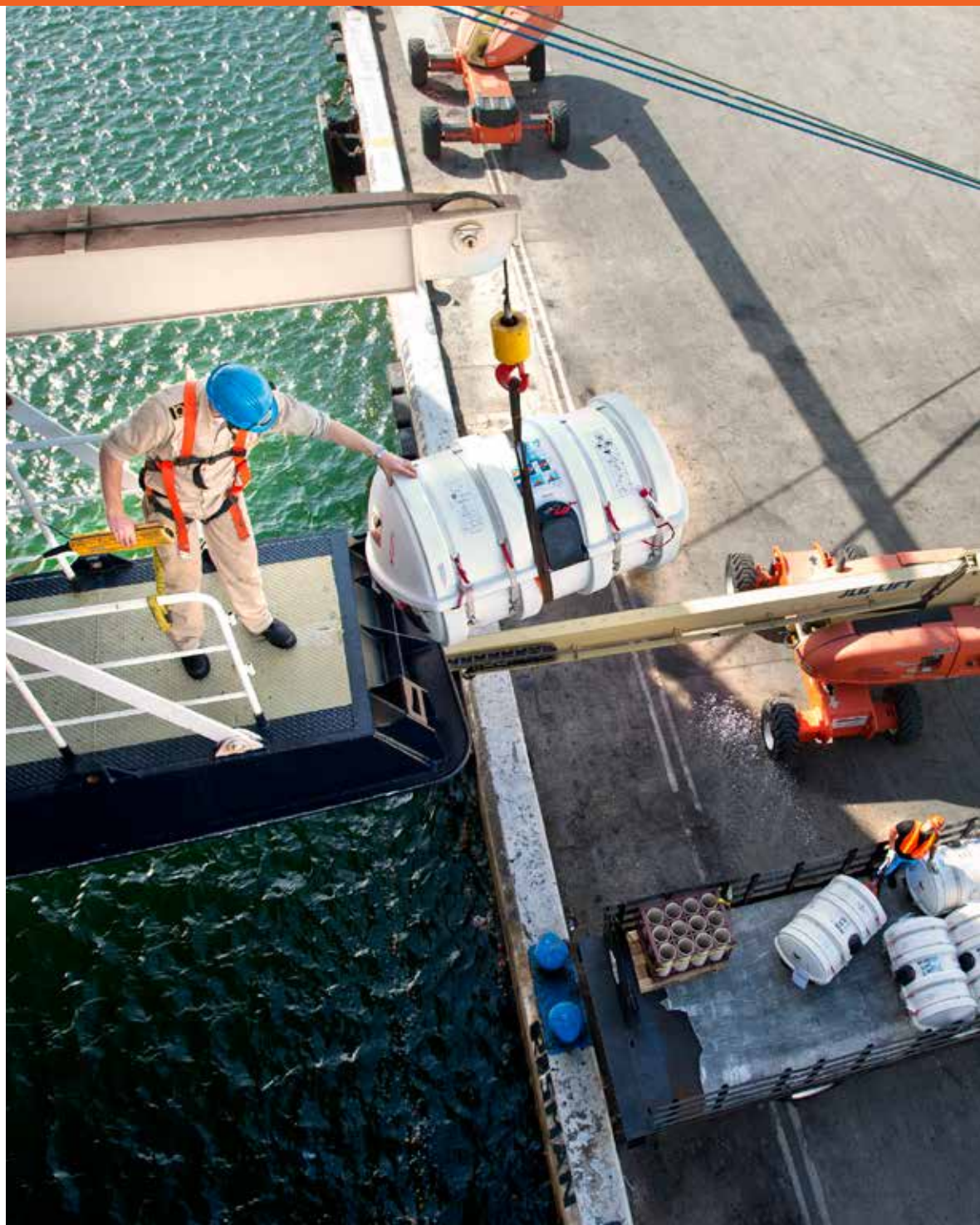
Timing is everything

When it comes to liferaft servicing, internal handling takes up a major share of costs and administration.

We can help you to determine the right mix of standard or extended service interval liferafts to optimize servicing efficiency and reduce costs.

Maximum flexibility

With a VIKING Shipowner Agreement, you can have both liferaft types - and vary the ratio whenever you need to. We've even ensured they share the same packaging and rack mounts to make swapping them as easy as can be!



Mix and match

liferaft types and service options

Here are your options:

- Standard liferafts throughout the fleet
- Liferafts with extended service intervals throughout the fleet
- A combination of standard and extended interval liferafts where appropriate

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices
Standard liferafts	✓	✓	✓
Liferafts with extended service intervals (VIKING S30)	✓	✓	✓
A combination of standard and extended interval liferafts	✓	✓	✓

Worth knowing about extended service interval liferafts

- **Resources are required** for onboard testing every 12 months.
- **No service extensions** are allowed by the IMO, and careful planning is essential.
- **Not all flag states** accept liferafts with extended service intervals.

Instant advantages

If extended service interval liferafts suit your needs, VIKING S30 liferafts have all the advantages:

- **Proven** track record with more than 10 years of experience with extended service interval liferafts.
- **More** flag state approvals than any other brand.
- **Avoid** extra transport costs thanks to better service network coverage.
- **Same** packaging and rack/ramp mounts.
- **No** computer or electrical outlet is required with VIKING's unique testing system – so no special ATEX approval is needed.



LIFE SAVING APPLIANCES



Personal Protective Equipment



Fire Fighting Equipment

Life Saving Appliances



Pyrotechnics

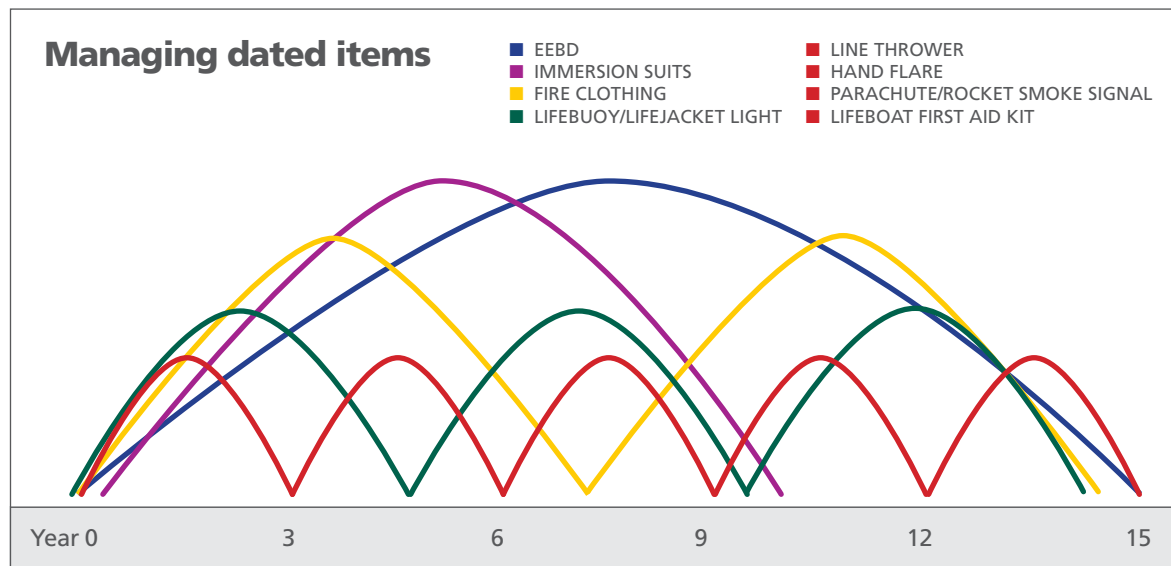
Round-the-clock compliance

Essential safety products on demand

For your existing fleet and for newbuilds, a VIKING Shipowner Agreement saves on logistics by ensuring the ready availability of over 50 products in pre-determined ports – at fixed prices and with consistently high quality.

Instant advantages

- **Minimize** the time and costs of achieving optimal, compliant safety.
- **Ensure** products are of the right quality - and live up to regulations.
- **Avoid** paying too much for essential safety products when you need them here and now.
- **Ensure** maintenance is carried out in line with industry standards and regulations.



Combining the supply and servicing of safety equipment makes it easier to keep track of the servicing status and relevant due dates.

Successfully managing the mandatory replacement of dated safety equipment with full compliance is crucial to any shipowner's ability to operate.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices	Global product supply at fixed prices
Life saving appliances				✓



More choices in protective clothing

VIKING has one of the industry's widest ranges of protective clothing, all supported by our global network of servicing stations.

Our high level of quality means you can rest assured that your suits and lifejackets are correctly serviced, thoroughly tested, compliant and fully operational.

Arranging for your immersion suits and lifejackets to be serviced along with other safety equipment, such as liferafts, minimizes handling, transportation and overtime costs.



Globally consistent service you can trust

Choose between attractive day-to-day rates or flexible, customizable fixed price agreements.

Immersion Suit Exchange

Immersion Suit Exchange is an excellent choice for operators who want to avoid the hassles and potential cost-fluctuations of servicing.

Equipment exchange is available for liferafts and immersion suits, swapping equipment bound for periodical servicing with freshly serviced products and valid certificates, directly at the pier or warehouse.

Fixed Price Service is also offered for your immersion suits and lifejackets. If you have 10-year old suits on board this is the ideal time to enter into a service agreement, avoiding the extra costs of annual maintenance. Or you can upgrade to new VIKING suits.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices	Global product supply at fixed prices
Immersion suits	✓	✓	✓	✓
Lifejackets	✓		✓	✓

Instant advantages

- **Reduce** risk by ensuring PPE clothing is in working condition at all times.
- **Ensure** on-time, quality service with the right spare parts for optimal crew safety – straight from the manufacturer.
- **Eliminate** hidden or fluctuating costs.
- **Avoid** condemnations and ad hoc servicing costs.
- **Save** time locating and negotiating local service.
- **Benefit** from the expertise of VIKING planners from notification to invoice control.
- **Stay** compliant round-the clock with vacuum-packed suits and full documentation.



High-quality servicing of every component

Shipowners can experience fluctuating - and potentially risky - service quality as well as varying pricing in different ports around the world.

One-stop efficiency

Choose between highly competitive, fixed price servicing under a VIKING Shipowner Agreement or our attractive day-to-day prices around the world.

VIKING is certified to service all of your lifeboats, hooks and davits in compliance with MSC.1/ Circ.1206/Rev.1 and MSC.1/ Circ.1277.

Complete service of major safety components



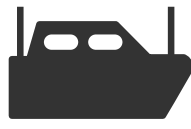
Hooks



Winches



Davits



Lifeboats



Proactive attention to detail

Our specialists notify you well in advance of any expiry dates, arranging consolidated servicing of your multi-brand safety equipment at any location. We also monitor service visits to ensure you receive high-quality results.

VIKING's highly trained service technicians are certified to take care of every aspect of your lifeboats and release/retrieval systems – wherever you operate.

Hook retrofitting

All hooks must be compliant with the new regulations by 1 July 2019. VIKING offers a worldwide hook retrofitting service, providing everything from pre-installation inspection to post-installation testing and documentation.

Service is fast and efficient
- at competitive prices.



Instant advantages

- **Optimize** your next dry docking by combining, for example, lifeboat servicing with a hook retrofit.
- **Increase** confidence among crew in the equipment they are required to drill with and deploy in an emergency.
- **Shorten** the time used on organizing service with expert planning, booking and notification from VIKING.
- **Reduce** administration – a dedicated planner keeps track of all the details.
- **Save on** lifetime maintenance costs and eliminate the risk of equipment failure with a VIKING Nadiro Drop-In-Ball™ hook solution.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices
Lifeboats, hooks and davits	✓		✓



Marine Fire Equipment



A growing service network

VIKING continually invests in your fire safety compliance, adding new capabilities and locations to provide fast, convenient access to products, service and replacement items around the world.

- **Fixed Price Service** for predictable, annually fixed servicing prices tied to specific ports and carried out by a VIKING selected partner.
- **Fixed Price Equipment Exchange/Replacement** to ensure quick access to a wide variety of safety products straight from our worldwide stock points whenever you're in port.



Instant advantages

- **Protect** your fleet assets from the high costs of fire damage with dependable, compliant equipment.
- **Reduce** contact to multiple suppliers and streamline the number of brands and equipment types.
- **Minimize** the risk of non-compliance by working with a service supplier that is fully certified across the board.
- **Save** administration by using dedicated expert service planners able to coordinate supply and service.

Streamlined fire equipment supply and servicing demands a partner certified to handle multiple types and brands with broad expertise and full compliance.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices	Global product supply at fixed prices
Marine Fire Equipment	✓		✓	✓



Onboard training and competency management



Train crew, manage certificates and generate reports - faster and smarter

Investing in a VIKING Saatsea onboard training and certificate management solution ensures your crew can be professionally trained while on the job, and without the hassles of scheduling delays or paperwork.

Our refresher packages for STCW let you refresh basic education on board by combining theoretical with practical exercises and reducing land-based training.

VIKING Saatsea's underlying software platform can also be re-purposed to develop other, in-house training and certification applications.



Clear, simple navigation for focused training online or offline.

Instant advantages

- **Streamline** crew competency management.
- **Reduce** administration costs via online status reporting from land or at sea.
- **Ease** crew certification inspections with instantly available documentation.
- **Save** approx. 10-15% over a 5 year period on transportation and accommodation costs by reducing land-based training.
- **Benefit** from flexible per vessel pricing.
- **Ensure** your crews competences always reflect industry requirements.



VIKING Saatsea
ONBOARD TRAINING

Choose between the widest range of agreement options

Fixed Price Service

The predictability of annual fixed servicing prices tied to specific ports and carried out by a VIKING station or selected partner. Included are notification, certificate control, local, dedicated planners, and 24/7 support. Charges include overtime and transportation within 50 km.

Fixed Price Exchange

For fast turnaround at the pier from a local exchange pool, you get pre-serviced, ready-packaged products delivered in a single transaction. We even handle the notification and schedule your exchange for when the vessel is at port. Replacement products included.

Managed Service

at day-to-day prices

Our planners will take care of notification and booking, optimizing servicing to fit your schedule and making sure it's carried out at a VIKING station or by one of our carefully selected partners. Costs and invoices are constantly monitored.

Global product supply

at fixed prices

Fast replacement of more than 50 products in pre-determined ports at fixed prices, consistent quality and full compliance. Includes replacements for 'dated' life-saving appliances.

Build an agreement to suit your fleet

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices	Global product supply at fixed prices
Liferafts (standard, extended service intervals or a combination of both)	✓	✓	✓	
Immersion suits	✓	✓	✓	✓
Lifejackets	✓		✓	✓
Lifeboats, hooks and davits	✓		✓	
Marine Fire Equipment	✓		✓	✓
Life saving appliances				✓



VIKING LIFE-SAVING EQUIPMENT
Protecting people and business

Saedding Ringvej 13, DK-6710 Esbjerg V, Denmark
Tel +45 76 11 81 00, VIKING@VIKING.life.com

WWW.VIKING-LIFE.COM