

 **survitec**
SURVIVAL TECHNOLOGY

RAFT X CHANGE

Everything you need, everywhere you need it

LIFERAFT RENTAL SOLUTIONS



TRUSTED TO PROTECT LIVES

Pioneering Survival Technology to protect your vessel and seafarers

Survival. Technology.

We are pioneers of Survival Technology that keeps you safe when your life depends on it. Our survival craft technology, wearable survival equipment and fire solutions are supported by our community of 3,000 experts across 96 countries.

We partner with our stakeholders to provide trustworthy solutions that reduce risk and help save lives.

Protecting over 1 million lives every day.



ALWAYS COMPLIANT, ALWAYS ON BOARD

All Survitec RaftXChange rental liferafts are type and class approved, certificated and ready to use. The Survitec teams around the world work hard to ensure your liferafts are ready when and where they need to be. Survitec liferaft technicians will be waiting at your port with your replacement liferafts when you need, ready to go. All liferafts within the Survitec RaftXChange rental pool meet and exceed the latest international class, quality and safety standards as per SOLAS 74, as amended, and the relevant resolutions and circulars of the IMO, as applicable including the LSA Code. This includes type approval requirements SOLAS 74 Reg. III/4, SOLAS 74 Reg. X/3 and tested to IMO Res.MSC.81(70), as amended. And for extended service intervals: IMO MSC.1/Circ.1328.



RAFT X CHANGE

The Survitec RaftXChange liferaft rental and exchange model provides you with the ultimate in rental flexibility. With our extensive global support reach and support network, unrivalled in our industry, and a range of exchange options, you can tailor your liferaft contract to suit your operational requirements.





**LOOKING FOR 30-MONTH
SERVICE INTERVALS?**

UPGRADE TO

RAFT X CHANGE⁺

With Survitec's RaftXChange+ contract option you can significantly improve operational efficiency. The innovative design of our extended service interval liferafts (ESR) means that the required service intervals to maintain compliance can be extended from 12 to 30 months and you only need a liferaft exchange once every five years.

To meet the extended service interval recommendations as outlined in MSC1328, we store each liferaft in a hermetically sealed foil bag, providing maximum protection against the elements and against any damage from handling or transportation. The liferaft includes a humidity and CO2 sensor, so your crew can carry out their own regular hassle-free inspection to ensure total working efficiency. We provide your crew with the monitoring and inspection tool and training to support them in carrying out inspections on board as required.

With extended service intervals you avoid the need for full annual services with liferafts having to be transported off and back on to your vessel every time. This means reduced handling of the liferafts, reduced time in port and, ultimately, cost efficiencies for your business.

The RaftXChange+ extended service interval contract is an ideal solution for operators who make use of short-stay and infrequent port calls or who operate in more remote areas where approved service station availability can be more difficult.

ALWAYS COMPLIANT, ALWAYS ON BOARD

Convenient and cost effective liferaft rental solutions

DEPEND ON US TO BRING YOU HOME

RELIABILITY AT EVERY STAGE



Should disaster strike, you need a liferaft you can depend on to abandon ship quickly and safely - protecting the lives of your passengers and crew. At Survitec, our knowledge and expertise, combined with an in-depth understanding of what our customers need, has earned us a reputation for delivering safe, strong and reliable critical safety and survival solutions. At the heart of this success is our continued focus on reliability at every stage. From design, testing and manufacture - through to delivery, commissioning and operational servicing - we aim for excellence in everything we do.

**WHEN FACED
WITH THIS...**



**...LIVES
DEPEND ON
THIS**

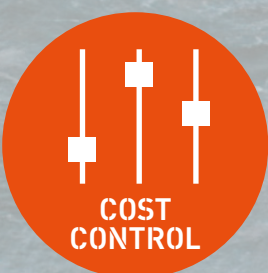


WHY CHOOSE A RENTAL AND EXCHANGE MODEL?

By choosing a rental and exchange contract with Survitec, there is no capital investment required. We offer a straightforward administration approach with a key account manager, backed up by an experienced global customer service team, facilitating all the preparation and logistics of your liferaft exchange. Above all, you can count on Survitec to provide you with complete peace of mind.

KEY BENEFITS

- ✓ Liferrafts are replaced with newly serviced, fully certified liferafts of same capacity and type
- ✓ Comprehensive network, ensuring availability in all key ports worldwide
- ✓ Supports a vessel's short port stay
- ✓ Reduces the amount of handling required
- ✓ Offers a full guarantee for the duration of the rental period
- ✓ Facilitates both an overall cost reduction and better cost management
- ✓ Less transportation required
- ✓ Highly skilled technicians, ensuring rafts are always in compliance with regulations



COST
CONTROL



FLEXIBILITY



WORLDWIDE
COVERAGE



ASSURANCE



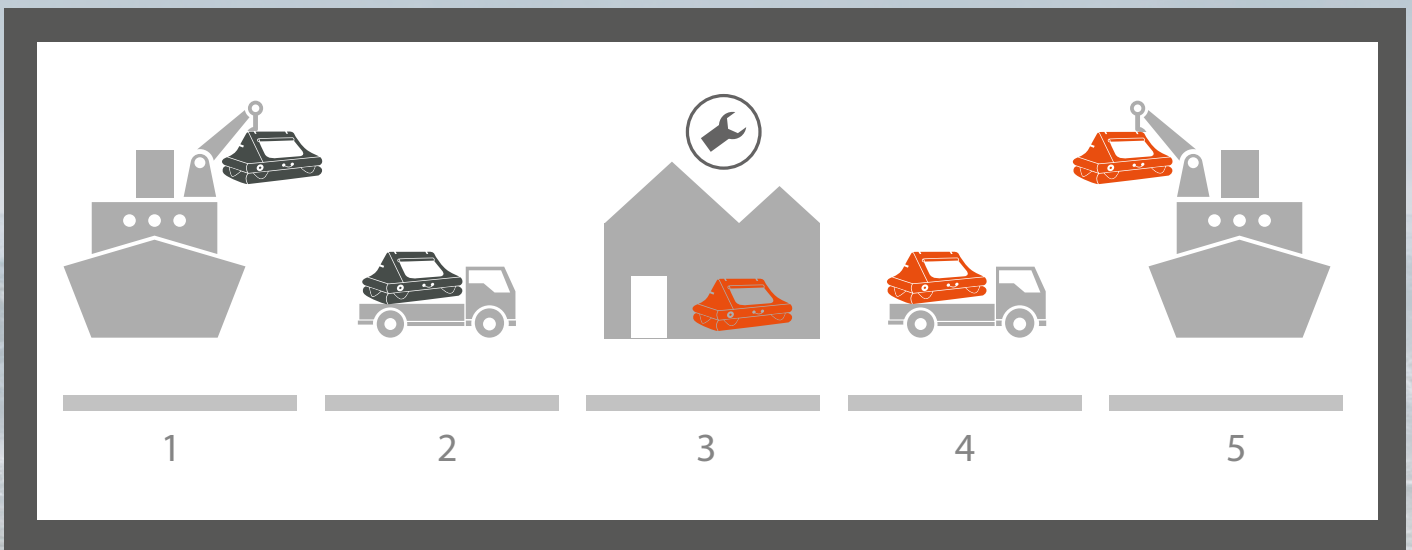
SIMPLICITY

JUST HOW EASY IS IT?

Customer Owned Service Model

Liferaft comes off the vessel, is serviced, and is returned to the vessel.

In this model the vessel loses valuable time in port and if it was an annual service liferaft this would happen four times in a five-year period.



Survitec RaftXChange Service Model

Liferaft comes off the vessel and is immediately replaced with a fully serviced and certified liferaft.

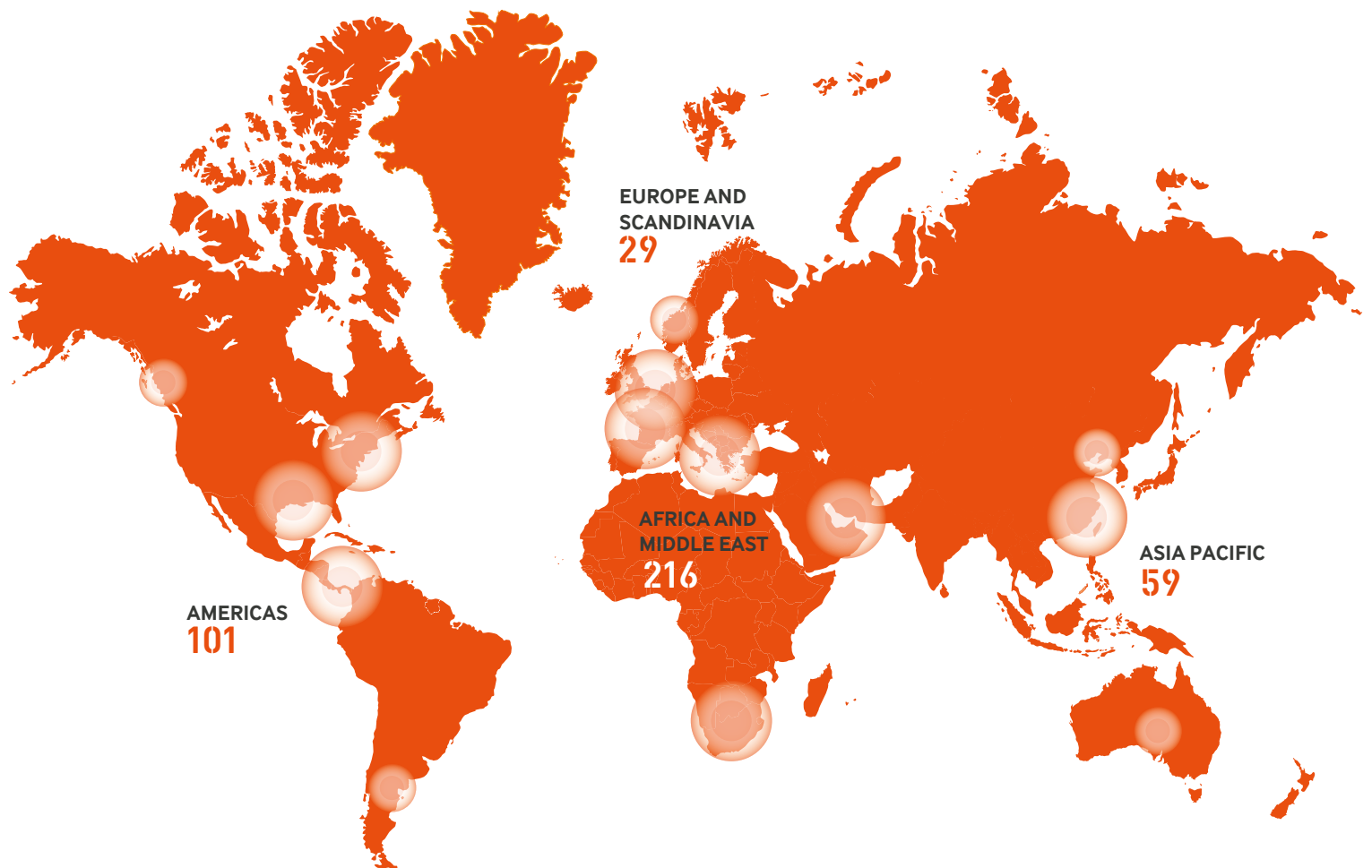
The vessel is ready to leave the port after minimal disruption to its activities. With RaftXChange+ this process would only happen once in five years, as opposed to yearly.



SURVITEC NETWORK - WE CAN SERVE YOU ANYWHERE.

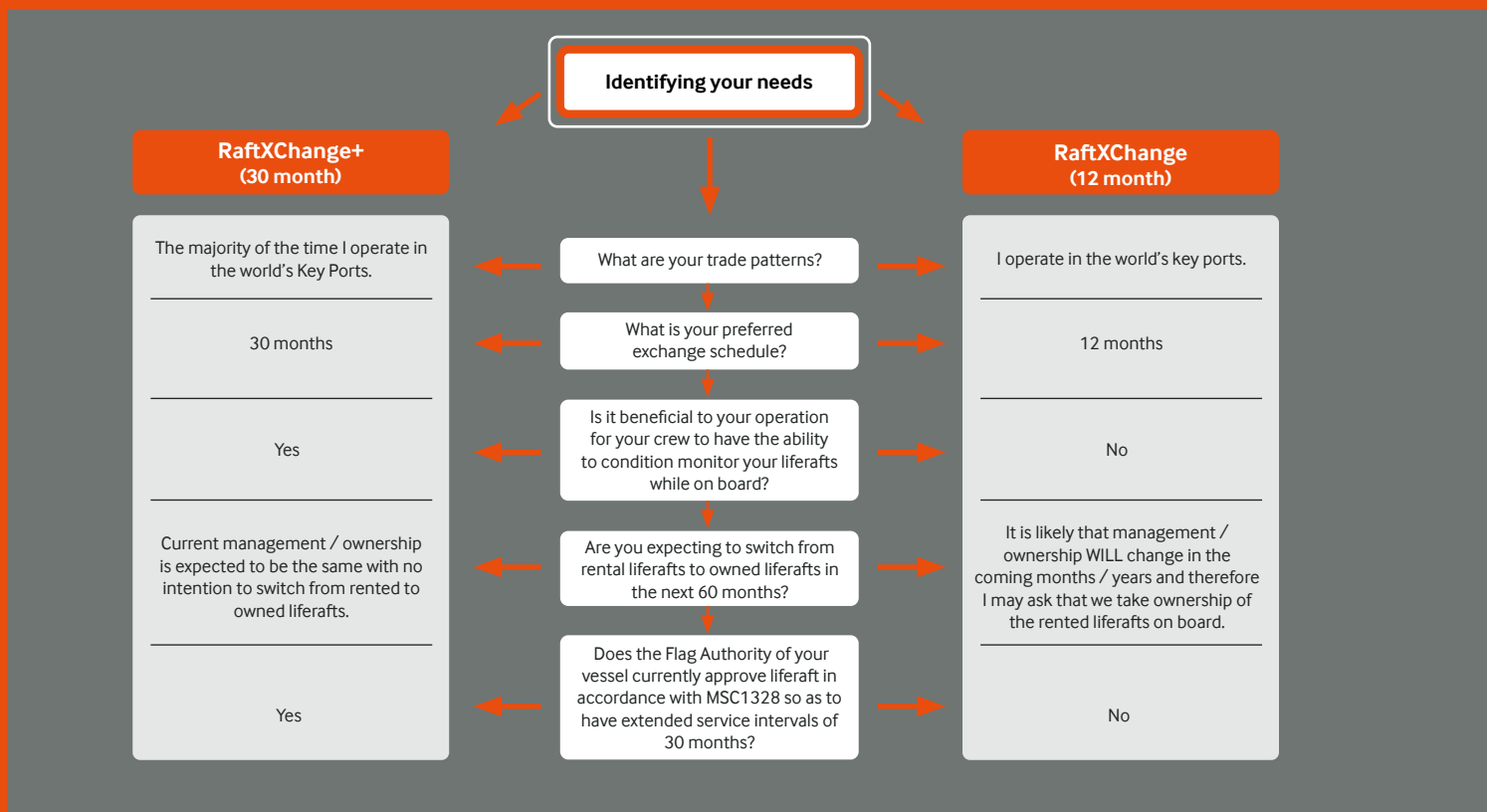
The Survitec dedicated global support function for all requests, logistics and invoice details means less coordination, administration and most importantly less risk of error.

With over 3,000 marine professionals, 70 locations, 405 accredited service stations covering more than 2,000 ports, Survitec is unrivalled with our worldwide customer service and support network.



WHICH MODEL IS RIGHT FOR ME?

Choosing the right model for your operation can be tricky, Survitec has created the below guide to help guide your decision-making process.



RAFT XCHANGE RAFT XCHANGE⁺

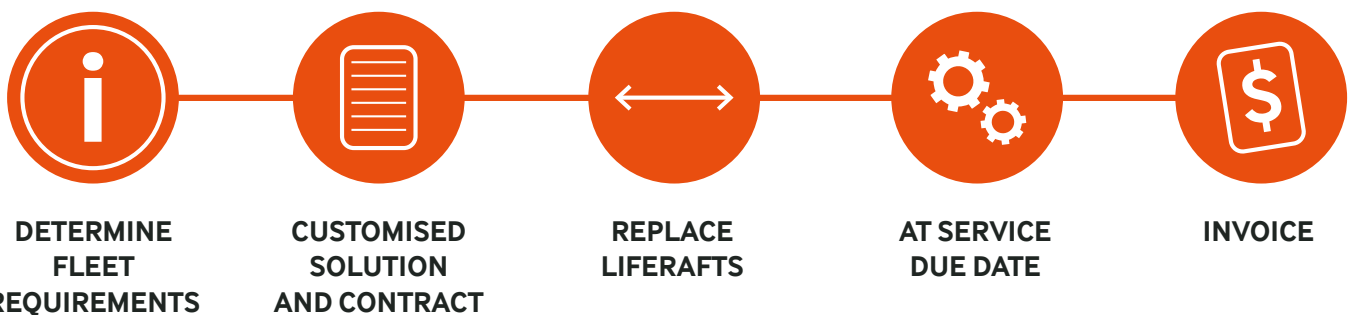
Access to Survitec's global rental pool	✓	✓
Direct access to Survitec key ports as standard	✓	✓
Remote coverage, access to our 410 strong service network	✓	-
Can exchange at any port (additional costs may apply)	✓	✓
Remote, annual, onboard testing capable	-	✓
Broad product offering, sizes TO or DL	✓	✓
Reduced operational complexity	✓	✓
30-month exchange, offering less handling and less time spent in port	-	✓
Contract management - monitoring of due dates and compliance	✓	✓
Off balance sheet	✓	✓

RELATIONSHIP - SURVITEC BUYING PROCESS



With a RaftXChange agreement you will experience several benefits for liferaft management. A key element of the Survitec concept is based on a single point of contact taking care of the due-date monitoring and arrangements for exchange of your liferafts. With this unique offer, you not only save time to focus on other operational duties, there is also a significant reduction in costs.

The service we offer will vary from customer to customer to ensure we cater to your bespoke needs; our typical buying process can be detailed as follows;



Provide Survitec with a list of your vessels and their flag state.

Provide Survitec with a list of all liferafts currently on board.

Discuss with your Survitec Account Manager the ports you require to be included within the agreement.

Your preferred contract term, up to 10 year or up to 5-year options available.

Upon receipt of your information, Survitec will prepare a proposal, including the key elements of our offering and our pricing.

If you agree with our proposal, we will prepare a detailed contract.

After signing the agreement, Survitec will start to discuss your current liferaft certificate due dates so as to replace your existing liferafts with your new RaftXChange liferafts when required.

Survitec will instruct the most suitable service station to meet your vessel and arrange the exchange operation.

You will not need to pay anything to the service station.

All charges will be invoiced by Survitec to you, with one single annual invoice.



SKILLED TEAMS WITH HUGE AMBITION

Dedicated liferaft teams across the globe helping to ensure you remain safe and compliant.



A CENTURY OF BEING BUOYANT IN SURVIVAL



Survitec’s roots trace back over a century with 2020 marking 100 years since the introduction of inflatable survival technology. Our fascinating story starts some years later in 1920, when Reginald Foster Dagnall, an experienced balloonist and airship pilot, put his engineering flair and innovative thinking to work founding RFD (now known as Survitec).

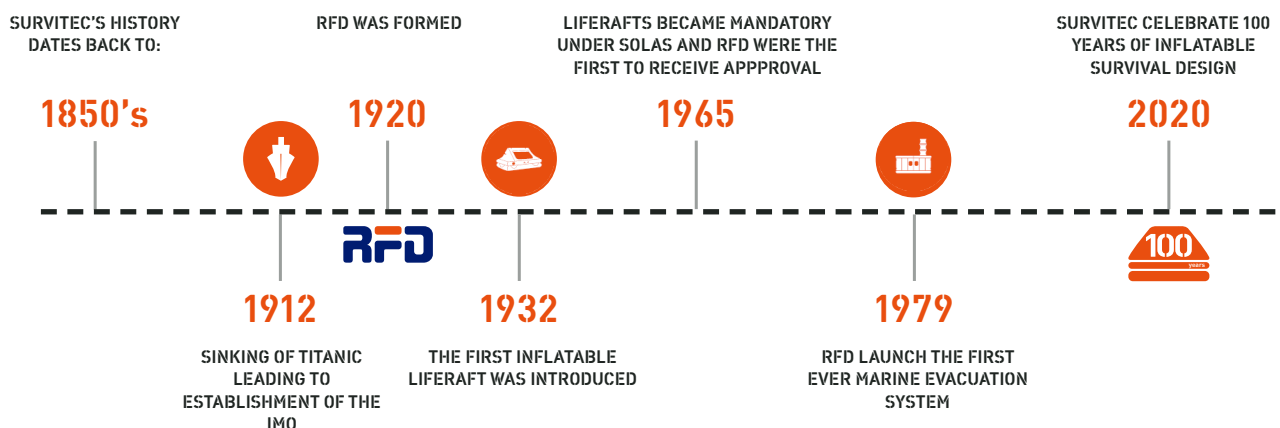
In its early years, the company manufactured lightweight doughnut inflatable rings designed to be stowed centrally over an aeroplane cockpit, which on ditching the aircraft were manually inflated by aircrew. This simple invention stopped the aircraft from sinking, suspending it under water until it was salvaged. This initial product evolved when a floor was added, doubling up the doughnut system as rescue accommodation for aircrew.

In 1932, a method of automatic inflation was introduced, which signalled a major breakthrough for the company, revolutionising the industry for years to come. This new design was operationally tested in 1933 during aircraft ditching trials and subsequently adopted by the Air Ministry for extensive use throughout World War 2.

Slowly but surely, the recognition for the requirement of liferafts on commercial and military vessels grew, with navies across the world soon carrying RFD liferafts. In 1956, the carriage of inflatable liferafts became mandatory for all fishing vessels.

Fast forwarding to 1965, liferafts became mandatory under SOLAS, and RFD was honoured in becoming the first approved by the regulations. Over time we have developed our liferafts to meet the ever changing markets.

Follow our incredible history and learn how it has shaped who we are today at survitecgroup.com/100years





R F D
Air & Sea Survival Equipment

UNIVERSAL LIFERAFTS AND LIFEJACKETS
*for Naval - Air Force - Military
or Civil purposes*



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GODALMING SURREY ENGLAND
Telephone: GODALMING 1441 Cable: AIRSHIPS GODALMING

Manufacture and maintenance also by R.F.D. Overseas Companies in:—

AUSTRALIA · CANADA · AFRICA
N. IRELAND · HOLLAND · FRANCE · SWEDEN

**S.B.A.C. SHOW
FARNBOROUGH
STAND No. 64**



LIFERAFT SERVICING

At Survitec we believe when you purchase your safety equipment it is only the beginning of your relationship with us. Safeguarding lives through high quality safety equipment is at the heart of everything we do. With over 90 years' total experience to our name, we ensure your equipment receives only the very best care and attention throughout its entire safety life-cycle.

We are the world leader in the supply, inspection, testing and maintenance of safety and survival equipment. Through our network of 500+ accredited service stations, we are able to offer a truly global service covering 2,000 ports worldwide.

We have a strong reputation for reliability of service and workmanship. Our work is always of a high standard and our technical ability is continuously being upgraded with the latest equipment, facilities and training.

As well as our standard servicing offering we are also able to carry out both major and minor repairs to your liferaft when needed. We have our own in-house cylinder bays and engineering workshops where we investigate the condition of equipment prior to carrying out any extensive repairs.

In order to provide a rapid service turnaround, Survitec service stations hold a host of approved components and spare parts, all of which are fully documented and traceable.

WHAT'S INCLUDED

All liferafts serviced at an approved Survitec service station will be subjected to a rigorous inspection by a fully qualified technician to ensure it is fit for purpose and maximise its performance if needed in an emergency. Key tasks that will be carried out as part of the servicing procedure include:

- ✓ Perform a liferaft inspection and advise if the liferaft can be serviced or needs to be replaced
- ✓ An opportunity for components to be stripped down, so that all the valves and seals, normally hidden behind various components, are also tested. Any expired, worn or perished parts will be replaced (additional costs may be incurred for the parts, just like an MOT)
- ✓ A pressure test and mechanism test will be performed to ensure the raft is in working order
- ✓ Any general observations that you should be made aware of will be highlighted including any service bulletins or advisories that may have occurred for this product
- ✓ On repacking the liferaft, the service station will ensure it is repacked correctly and will therefore work in an emergency
- ✓ The accredited service station will keep a test report recording how the liferaft performed. Then in the event of an issue, this test report can be consulted

MEET OUR LIFERAFT SERVICE TECHNICIAN - DAVE GUY



Our teams work to ensure your equipment receives only the very best care and attention throughout its entire safety life cycle. The loyalty and expertise of Dave and all of our liferaft service technicians are what sets us apart, delivering on our values every day and helping to ensure the ultimate safety of your passengers and crew in the event of an emergency.

MEET DAVE [survitecgroup.com/services/liferaft-servicing](https://www.survitecgroup.com/services/liferaft-servicing)

PARTNER WITH SURVITEC

As fleet sizes and vessels become larger and the demand for passengers and crew increases, the challenge is ever more focussed on delivering safe, reliable and efficient liferaft solutions.

The future of liferaft solutions is continuing to ensure the safety of existing vessels and solving the challenge of creating new and innovative solutions for future vessels whilst at the same time delivering exceptional value to operators globally.

Partnering with Survitec brings unparalleled duty of care, value for money, best customer service and peace of mind in the knowledge that we can deliver market leading safety-first solutions exceeding expectations safely, cost effectively and on time.



HOW CAN WE HELP YOU?

To discuss your liferaft rental requirements or to find out more about the
Survitec liferaft portfolio please visit;

www.survitecgroup.com/RaftXChange



GET IN TOUCH

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V4



**PROTECTING YOUR
PEOPLE, ASSETS
AND REPUTATION**