



Timavo
SHIP SUPPLY



Your Business. Our Care.
Inside marine industry since 1978

www.timavoshipsupply.it

Your Business, our Care.

This is what has made TSS a Cruise Industry Technical Supply leader.

Timavo Ship Supply (TSS) headquarters is located in Monfalcone (Italy) very close to the main Fincantieri shipyard, and Venice and Trieste harbor.

Nowadays the Company is placed in the medium-high segment of its market with important interests in new buildings first fitting, dry dock, operating cruise ships and offshore. By its deep maritime heritage and cruise industry knowledge and its team, the Company supplies equipment, spare parts and consumables for deck, engine, electrical, hotel, HVAC and refrigeration departments to Ship Owners, Shipyards and Contractors.

TSS normally manages all technical supply worldwide. Through the years in fact, TSS has developed a very large relationship net system with the most important manufacturers and global logistics companies involved in the Cruise Ship Industry.

TSS Monfalcone (Italy) headquarters with more than 2000 square meter of offices and warehousing and more than 3000 square meter of open spaces, is supported by two subsidiaries located in Rijeka (Croatia) and Fort Lauderdale (Florida USA).



**TSS CAN MANAGE SUPPLY AND SOLVE
YOUR PROBLEMS FOR**

NEW BUILDINGS



OPERATING SHIPS



REFITTINGS



A modern and smart international company

All TSS locations work together as one team under the supervision of one management only in order to offer best and highest quality service to its

customer taking in consideration all main logistic and commercial factors as location of Ship Owner, location of Ship, Location of manufacturer and customs

Developed around its focus: the Customer

operations, cost of good on origin or worldwide on stock solutions, working by means of both Customers and own forwarding agents.

Timavo Ship Supply will offer to your Company a long experienced, Global, I-Tech, 24/7, Compliant, Smart and making things happen Partner.

40 YEARS OF GROWTH TO BECOME A LEADER

1978 // TIMAVO SHIP SUPPLY WAS FOUNDED IN MONFALCONE.

Timavo Ship Supply was founded over 40 years ago in Monfalcone, Italy, when telefax and carbon paper were still the main communication system and tools between ships and shore side and political borders were a real limit for goods logistic, making ship supply business a real challenge.



warehousing and internal and customized IT solutions and process that, from that time, we can proudly say is still in a continuous updating and improvement. TSS has in fact the aim to develop, for each Customer, a very suitable system following its specific needs

in order to get all the operations as simple and practical as possible for all the chain and to merge as much as possible its own internal routine to each single Customer working procedure with the aim to fit Customer needs.

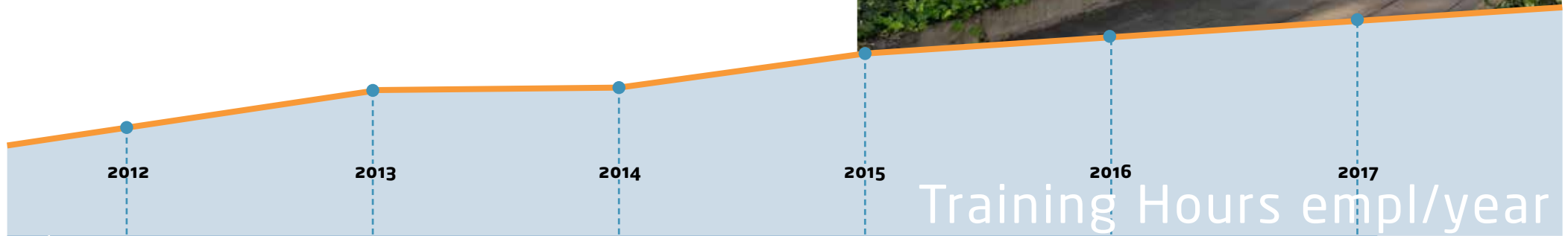
1999 // INCREASE ITS BUSINESS IN CRUISE INDUSTRY

At that time main business was focused on technical supplies for Cargo ships but in the 90's, with the new generation of cruise ships, where Fincantieri Monfalcone and all its contractors act as undisputed leader, very

shortly the main business for TSS become the cruise industries. With the new management in 1999, TSS start to invest and increase its business in cruise industry with new professionals, new headquarter and

OPEN THE CROATIAN HEADQUARTERS

// 2013



40 YEARS OF GROWTH TO BECOME A LEADER

Warehouse Trieste Airport



Headquarter and Warehouse

Ship supplies - A strongly specific sector of procurement that needs peculiar education and IT infrastructure

During the last 20 years TSS has developed a very efficient, structured and technological process to work with its customers and suppliers.

The IT systems, produced by

software specialists on the basis TSS's requirements, work around and on the basis of our CMS (Content Management Software), an advanced application that combine data-bases, searching machines, web infrastructure and on-line continuous updating for a big number of users distributed worldwide. It is a very modern and web-

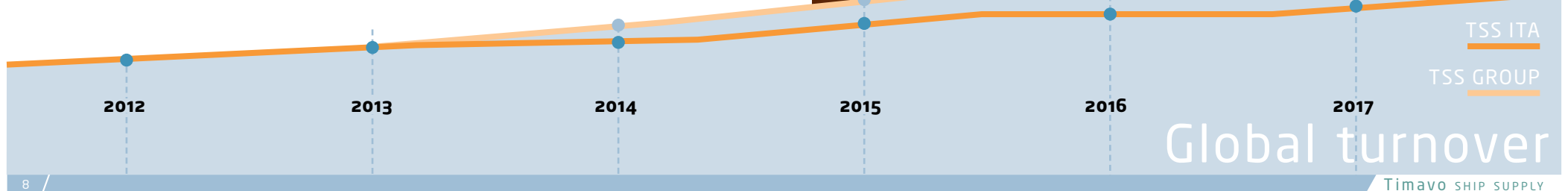
based program that manages more than 200.000 items, 4.000 manufacturers, dozens of tables with data and information, and hundreds of customers organized by ship's names.

This software allows TSS staff to work worldwide in real time on all the info available, both daily updated and historical. The process driven by CMS follows all the steps of TSS work, from the requests of customers to

the delivery of goods, also managing possible claims and related solutions. This informatic infrastructure and the process that come from, allows TSS to reach the certification for management of technical ship supplies by ISO 9001 standard.

All the staff of TSS is continuously updated with specific education in order to get the necessary skills for working with CMS and its upgrades.

// TSS is proudly still in a continuous updating and improvement

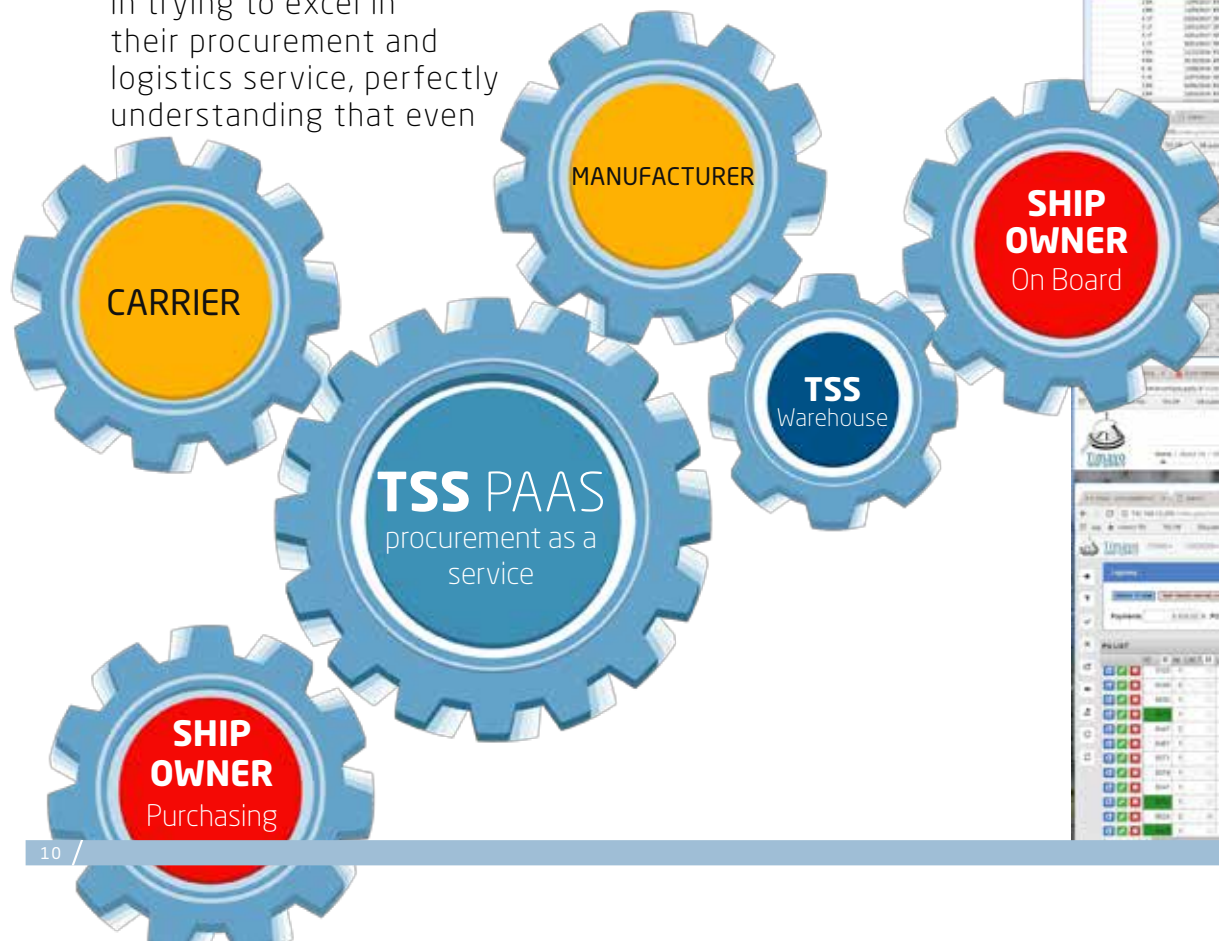


Global turnover

A SMART AND EFFICIENT COMPANY TO "FIT CUSTOMER NEEDS"

The supply chain role in service excellence delivery, the ramification of its failure and its repercussion are very carefully taken into upmost attention by TSS management and supply chain during all the internal management process. This entrenched sense of support for the service operations is what drives the TSS employees in trying to excel in their procurement and logistics service, perfectly understanding that even

the smallest and most not relevant item can have an impact on Cruise Company ashore operations and Cruise Company Guest Experience on board. By its high-quality infrastructure and IT systems and the four strategically located supply bases, TSS offers a global sourcing service to "Fit Customer Needs".



HOW TSS WORKS

A SUCCESSFUL COMPANY CONTINUALLY IMPLEMENTING INTERNAL PROCEDURE AND IT SOLUTIONS TO MAKE LIFE BETTER FOR CUSTOMERS.

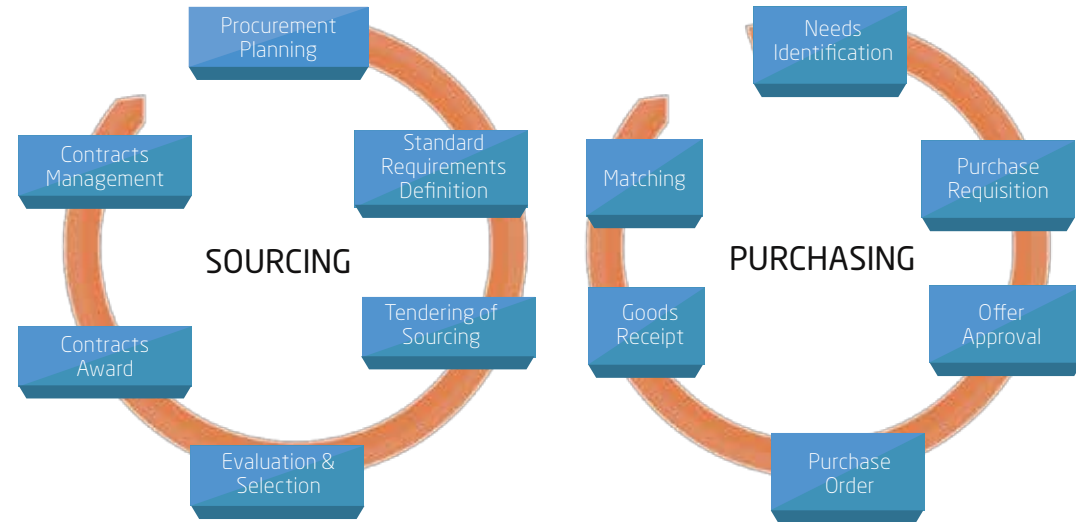
Timavo Ship Supply supply chain management system is based on customized IT system, software and data base, connected to the accounting and warehousing management software of all four TSS locations, following internal organization and flow procedure.

The system allow not only a customized internal procedure but also allow its use by third party by dedicated password access. So in this way client can anytime enter and check PO status with delivery date any update or remark or search and check any item in TSS system (up to 200.000 records available) or just check any TSS employ available on the computer at present moment. Our procedure and professionals are dedicated in order to have always not only the technical purchasing approval, but also the ship's staff approval and satisfaction.

TSS PROCUREMENT AS A SERVICE

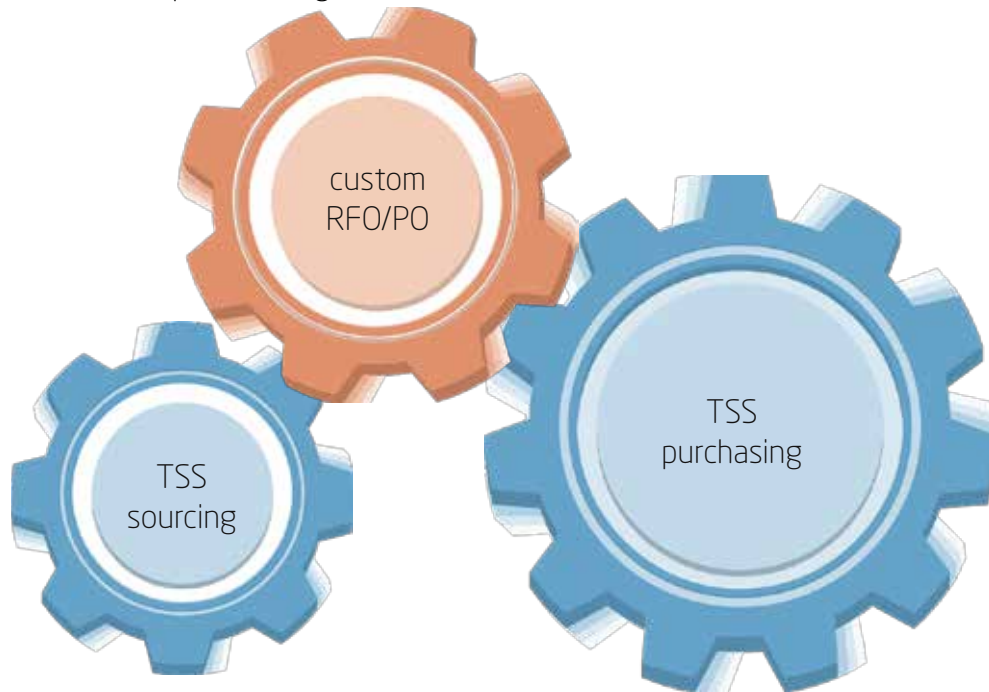
Procurement as a Service (PaaS) is a process and a strategy built by TSS, driven by a smart and efficient CMS. In literature, procurement deals with the sourcing activities, negotiation and strategic selection of goods and services and purchasing of

them. Sourcing refers to a number of procurement practices, aimed at finding, evaluating and engaging suppliers for acquiring goods and services purchasing is the function of buying goods & services from external source to one organization



In our view, through "Procurement as a Service" customers delegates TSS to get the better terms and conditions on top of that. Customer sets up a purchasing request, TSS finds and selected suppliers, negotiates terms and conditions and compares prices. As TSS takes advantage of a large network of suppliers and manufactures and its experience with

market leading vendors, Customers can expect top level conditions and prices with full respect of quality needs and standards, all managed within TSS's just-in-time standard procedure, awarded by 20 years of experience and by DNV-GL quality management certification as well. In our vision, procurement is a process of continuous growth in value and knowledge



JUST IN TIME

POLICY AND BENEFIT

Possibility to have always the right product

Possibility to have always the product new (expiry dates) and in full guarantee

Possibility to have a continuous check of the best purchase price

Possibility of service and consultant's advice not disturbed by warehouse logics

Possibility to make easy the rendering management

Possibility to avoid any storage cost

Possibility to check step by step the supply

Possibility to enter in a virtual warehouse of dimension impossible with storage of goods

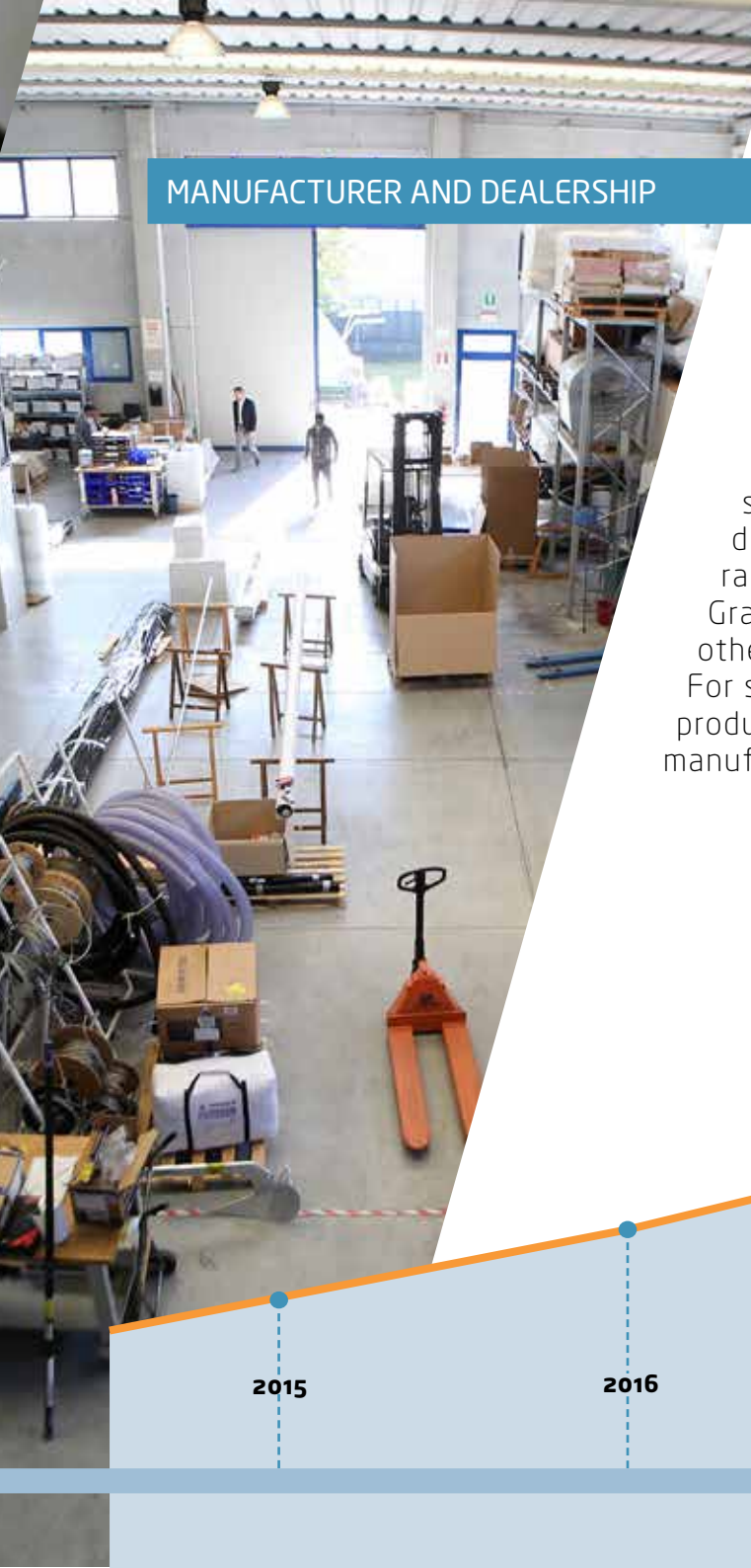
Possibility to receive always all the new technical and rules information

MANUFACTURER, DISTRIBUTOR AND DEALERSHIP

TSS normally act as distributor and works directly with manufacturer not only to get best possible commercial condition but also to have a special relation with technical offices and logistics. Main brand that has a partnership with TSS are listed in our website even if, due to the complexity and huge quantity of brands we are requested to supply to different Clients with their own different standard, fleet regulations and strategies, the list is not complete and is updated day by day. Normally TSS does not appear as an official dealer since our international vocation does not allowed to

WE ARE REQUESTED TO SUPPLY TO DIFFERENT CLIENTS WITH THEIR OWN DIFFERENT STANDARD, FLEET REGULATIONS AND STRATEGIES.





MANUFACTURER AND DEALERSHIP

follow local market for a specific brand but only international deal. related to ships' business or large industry supplies. Nevertheless our group has several agreement as official distributor too with top-range brands like Kaimann, Graco, Rocol, RM, and many others. For several Custom Made product TSS acts as well as manufacturer.



2015

2016

2017

Items quoted per year

Timavo SHIP SUPPLY

Management system certificate

Technical ship supplies

certificated ISO 9001:2015 EA sector 29



MAY 17, 2017

FT 1000 Europe's Fastest Growing Companies



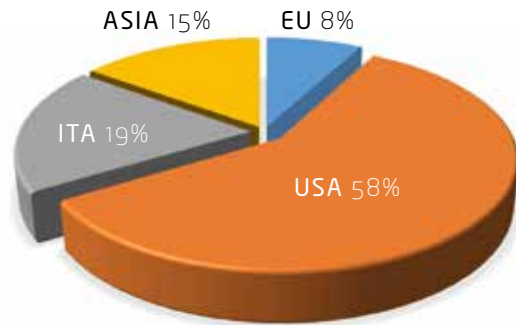
The FT 1000
The complete list of Europe's fastest-growing companies

From 1999, with new management and ownership, TSS performed year by year a continuous growing. In 2017 proudly TSS has been awarded as one of best 1000 performing company in Europe by Financial Times. A fantastic acknowledgment to all TSS Group thanks to its team of 18 employees and sustained investment.

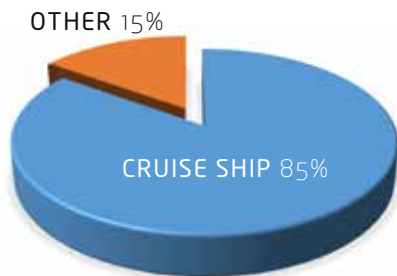


Our Customers

Turnover by region



Turnover by customer



Turnover by ship status



Some of TSS most important Customers in Cruise Industry are Aida, Costa Crociere, Crystal Cruises, Cunard Lines, Carnival Cruise Line, Carnival UK, Disney, Fincantieri, Holland America Lines, Princess Cruises, Seabourn, Star Cruises, World Dream Cruises, Grimaldi Lines.

At the same time TSS provide a continuous and excellent service to several Ship Supply Companies and Contractors worldwide providing for them European products and spares for their end users.

Worldwide





ABRASIVES & CUTTING TOOLS
ADESIVES, SEALANTS AND TAPE
BATTERIES
BEARINGS
CLEANING & LAVATORY EQUIPMENT
CLOTHING & LINEN PRODUCTS
ELECTRICAL EQUIPMENT & CABLES
ELECTRONICS
FASTENERS
FURNITURE
HAND TOOLS
HARDWARE
HOTEL & GALLERY EQUIPMENTS
HVAC AND REFRIGERATION
HYDRAULICS
LAB SUPPLIES
LIGHTING
LUBRIFICATION
MACHINERY EQUIPMENT
MATERIAL HANDLING

MEASURING TOOLS
NAUTICAL EQUIPMENT
PUBLICATIONS
OFFICE SUPPLIES
ORIGINAL SPARE PARTS
OUTDOOR EQUIPMENT
PACKING & JOINTING
PAINT, EQUIPMENT AND SUPPLIES
PIPES, TUBES & FITTINGS
PLUMBING TOOLS, HOSE & COUPLINGS
PNEUMATICS
POWER TOOLS
POWER TRANSMISSION
PUMPS
RAW MATERIALS
ROPES, RIGGING EQUIPMENT
GENERAL DECK ITEMS
SAFETY EQUIPMENT
PROTECTIVE GEAR
SECURITY

HEADQUARTER

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