

# OPCO PR Material

The Best Master in Shipbuilding & Marine

2012. 03. 31

OPCO

**ORIENTAL**

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PRECISION & ENGINEERING CO., LTD.

OHI

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DOTS

OPCO SINGAPORE

OPCO JAPAN

## Company Information

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- Corporate History
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- Motto & Philosophy
- Location
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- Domestic Affiliates

## Business Area

- Offshore Plant
- Superstructure
- Machinery

## Management Results

- Sales & Exports
- Production Business
- Global A/S Network

## DOMESTIC MAJOR PLANT



**JINHAE SHIPYARD** in Korea



**BUSAN FACTORY** in Korea

## OVERSEAS MAJOR PLANT



**DALIAN SHIPYARD** in China



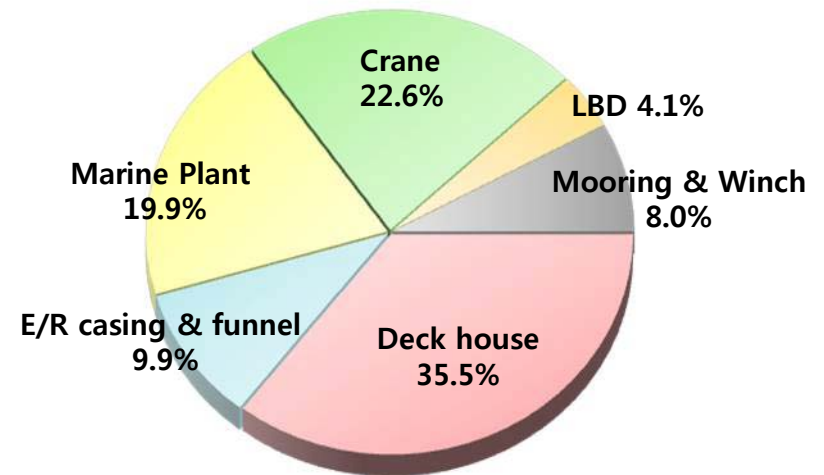
**YANTAI FACTORY** in China

## Company Overview

- Established : 1980. 7. 19
- CEO : Chong-Suk Suh / Sang-Won Suh
- Major Products : Structure and Machinery in Shipbuilding & Marine
- Paid in Capital : 14.2million USD
- Business : 389.4million USD (2011)
- Number of employees: 607
- Land : Jinhae Shipyard 122,314m<sup>2</sup>  
Busan Factory 23,140m<sup>2</sup>

## Sales Breakdown

By December 2011



## CHAIRMAN, CHONG-SUK SUH



CHONG-SUK SUH, Born in 1943

▪ **Current Occupation**

- CEO(Chairman) in OPCO
- Chairman of BOD(Board of directors) in OMI

▪ **Former Occupation**

- Executive director in The Korea Shipbuilding Corporation (1971-1986)
- "Science World" weekly magazine (1965-1971)

▪ **Educational Background**

- Yonsei Univ. (Mar.1960~ Feb.1964)

▪ **Appointment to an office**

- Board of Director in Busan Marine Equipment Association
- The 20<sup>th</sup> Senator of The Busan Chamber of Commerce & Industry
- The Chief of CEO Club in IBK (Industrial Bank of Korea)

▪ **Citation**

- Awarded the Korea Capital-Labor Collaboration Grand Prize (2010)
- Won the man of merit award for unemployment measure (2008)
- Won the Best Export Company Award (2006)
- Won the 'Sliver Pagoda' medal of industry (2003)

## PRESIDENT, SANG-WON SUH



SANG-WON SUH, Born in 1969

▪ **Current Occupation**

- CEO(President) in OPCO
- CEO(President) in OHI
- Chairman of director in YOPCO

▪ **Former Occupation**

- Vice president in OPCO (2008)
- Executive managing director of Administration Division, Planning & Coordination Dept in OPCO (2007)
- Director of Administration Division, Planning & Coordination Dept in OPCO (2005~2006)
- Dept manager of Production management in OPCO (2004)
- Dept manager of QM in OPCO (2003)
- Manager of Management Dept in ORIENTAL (2000~2002)
- Sales Dept in HI-AIR KOREA (1996~1999)

▪ **Educational Background**

- Iowa State Univ. (Mar. 1992~ Feb. 1996)

▪ **Appointment to an office**

- Board of director in OPI

▪ **Citation**

- Won The Industry Merit Award (2011)
- Won The Industry Harmony Award (2011)
- Won The Industry Harmony Award (2009)



# History of winning a prize

ORIENTAL



1991.11.30

Awarded 5 Million  
USD Export Tower



1994.11.30

Awarded 10 Million  
USD Export Tower



2001.11.30

Awarded 30 Million  
USD Export Tower



2003.11.30

Awarded 50 Million  
USD Export Tower



2006.11.30

Awarded 100 Million  
USD Export Tower



2011.11.30

Awarded 200 Million  
USD Export Tower

## Advancement

2010

- 11.2011 OPCO wins the Two-Hundred-Million-Dollar Overseas Sales Award.
- 06.2011 OPCO receives the ISO 14001:2004 certification.
- 04.2011 OPCO is named "A Representative Local Enterprise in the Busan Metropolitan Area".
- 01.2011 OPCO is honored with Leading Component Material Company Citation.
- 08.2010 OPCO is honored with Best Labor-Management Culture Enterprise.
- 08.2010 OPCO's unique deck crane system is pending for a patent.
- 08.2010 OPCO obtains the API Spec Q1, API Spec 2C, & ISO/TS 29001
- 07.2010 OPCO receives the ISO 14001:2004 & OHSAS 18001:2007.
- 07.2010 OPCO celebrates its 30th anniversary.
- 02.2010 OPCO is honored with the Korea Capital-Labor Collaboration Grand Prize.

## Growth

2000

- 11.2009 OPCO is certified for OHSAS 18001:2007(DNV).
- 06.2009 OPCO commemorates completion of 1,000 deck houses.
- 01.2009 OPCO establishes OPCO Vietnam.
- 07.2008 OPCO establishes OPCO Singapore.
- 05.2008 Oriental Heavy Industries is founded.
- 07.2007 OPCO establishes Oriental Precision (Dalian) Technical Service Co., Ltd.
- 12.2006 OPCO establishes Yantai Oriental Precision & Engineering Co., Ltd.
- 11.2006 OPCO wins the Hundred-Million-Dollar Overseas Sales Award.
- 11.2003 OPCO wins the Fifty-Million-Dollar Overseas Sales Award.
- 08.2003 OPCO establishes Dalian Oriental Marine & Heavy Industry Co., Ltd.
- 08.2002 OPCO establishes OPCO Japan.
- 01.2002 OPCO receives the ISO 9001:2000 certification.
- 12.2001 OPCO goes public and is now a KOSDAQ-listed company.
- 11.2001 OPCO wins the Thirty-Million-Dollar Overseas Sales Award.
- 06.2001 The Busan Factory is relocated.

## Infancy

1990

- 12.1998 Company qualifies for ISO 9001 certification.
- 11.1996 The Jinhae deck house assembly plant is completed.
- 11.1994 Company wins the Ten-Million-Dollar Overseas Sales Award
- 06.1992 The Jinhae Facility is built in the city of Changwon, Gyeongsangnam-do province.
- 11.1991 OPCO wins the Five-Million-Dollar Overseas Sales Award
- 05.1990 Company name changed to Oriental Precision & Engineering.

## Birth

1980

- 11.1987 Company wins the Million-Dollar Overseas Sales Award.
- 05.1986 Mr. Chongsuk Suh is appointed as the new CEO.
- 07.1980 Oriental Fittings, Inc. is established, with the starting capital of roughly 10,000 USD.



## Motto



- **Sincerity: Sincerity to workmanship**  
We shall devote ourselves to everything we do, and we shall always remember to put the customer
- **Harmony: Teamwork in harmony**  
We shall stand together, with love and care for one another.
- **Trust: Trust in ourselves to achieve the best**  
We shall develop trust with the customers by providing them with the quality products.

## Philosophy



- OPCO places the **customer first** by making technology, quality, trust, and safety its priority.



# Location(Domestic)

ORIENTAL

## Domestic



### Jinhae Shipyard

Changwon, Korea

Land : 122,581m<sup>2</sup>

Building Area : 27,155m<sup>2</sup>



### Head office & Busan Factory

Busan, Korea

Land : 23,731m<sup>2</sup>

Building Area : 13,595m<sup>2</sup>



### Kwangyang Shipyard

Kwangyang, Korea

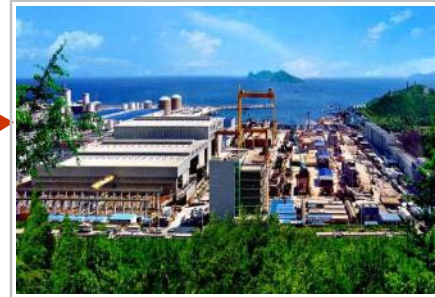
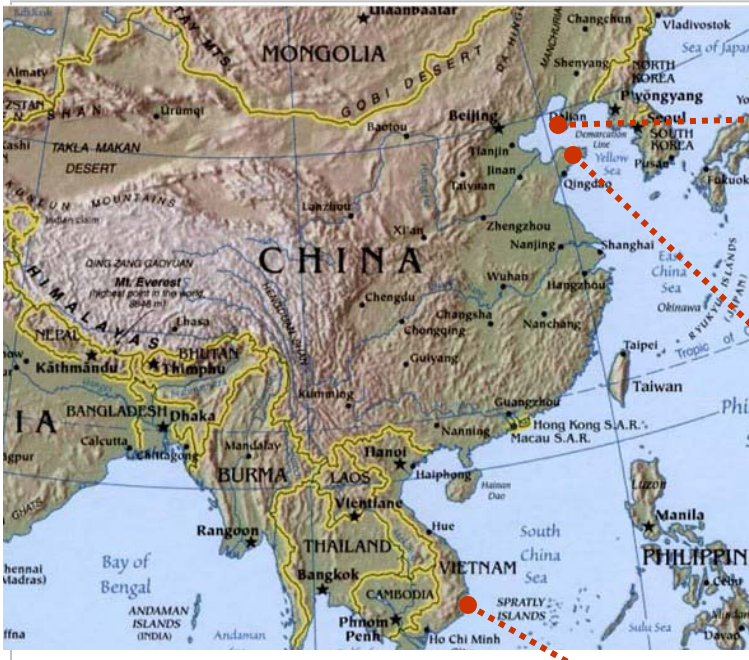
Land : 152,575m<sup>2</sup>

Building Area : 24,449m<sup>2</sup>

# Location(Overseas)

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## Overseas



### Dalian Shipyard

Dalian, China

Land : 262,509m<sup>2</sup>  
Building Area : 45,701m<sup>2</sup>



### Yantai Factory

Yantai, China

Land : 28,050m<sup>2</sup>  
Building Area : 9,166m<sup>2</sup>



### Vietnam Factory

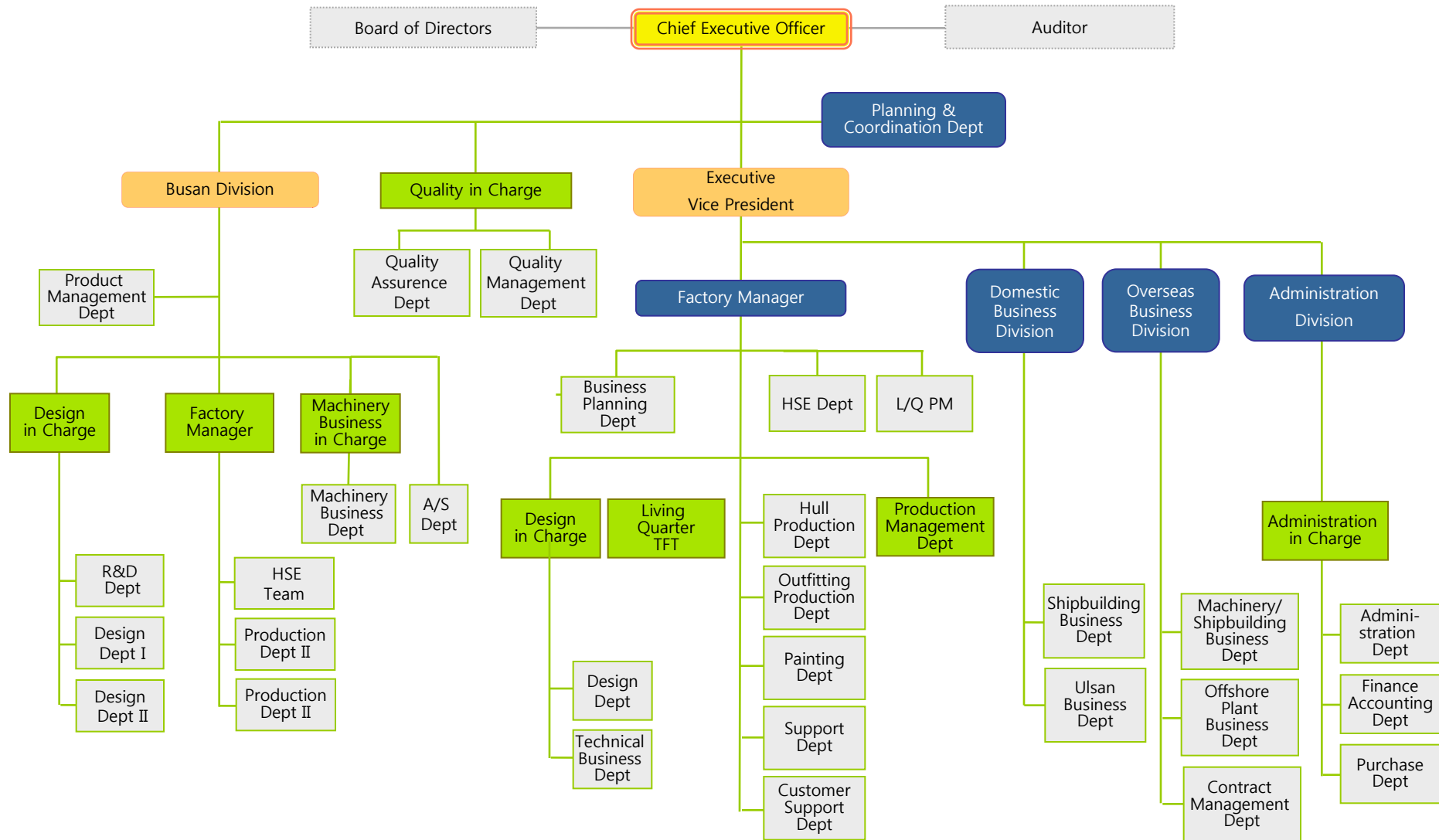
Khanh Hoa, Vietnam

Built the Vietnam Factory  
in January 2008

## Business Structure

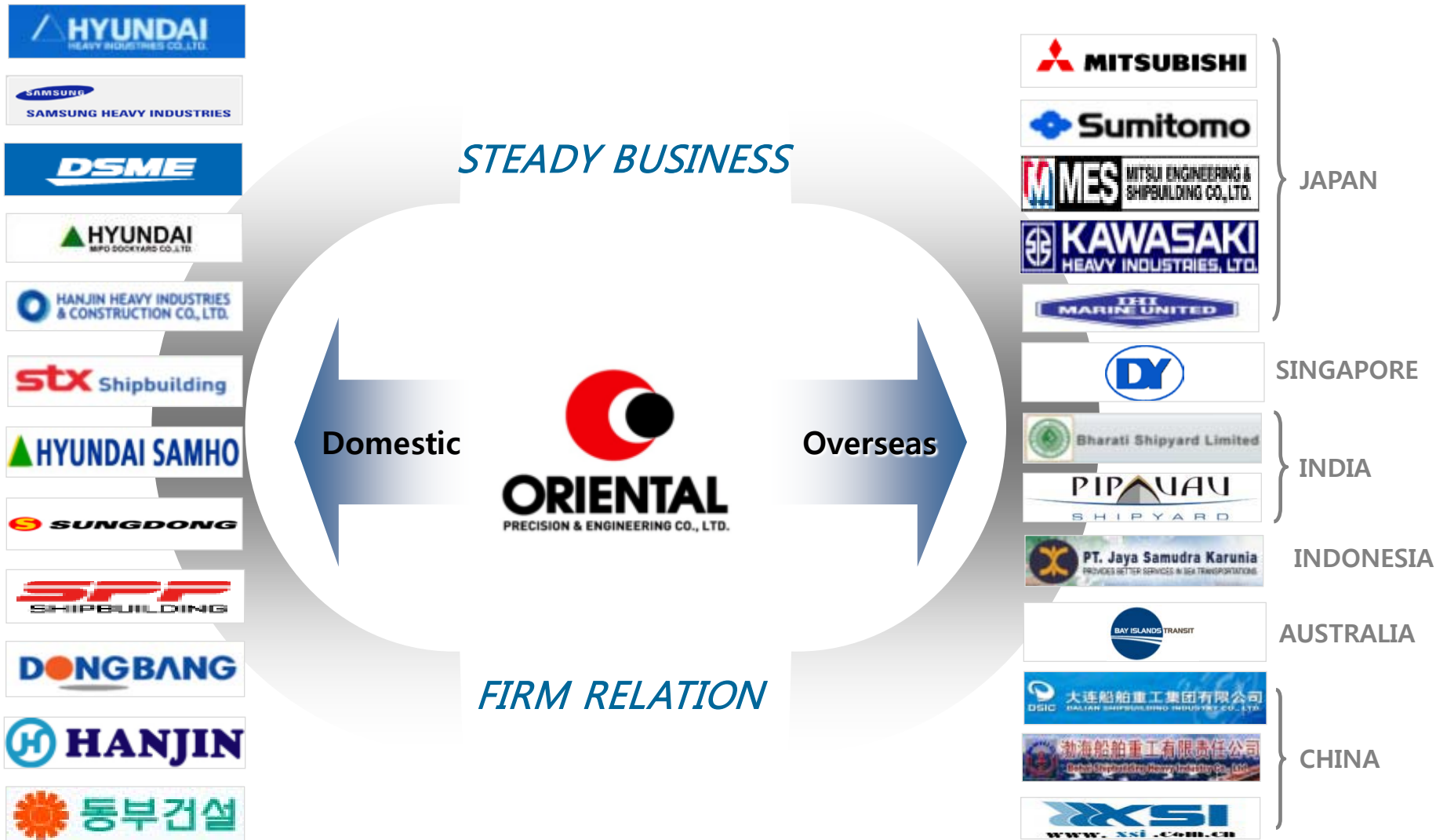
Business Field	Main Product	Major customer	Annual Production Capacity
Shipbuilding	<ul style="list-style-type: none"> <li>•Deck House</li> <li>•Engine Room Casing</li> <li>•Funnel</li> <li>•Mega Block</li> </ul>	<ul style="list-style-type: none"> <li>•Hyundai Heavy Industries Co.,Ltd.</li> <li>•Samsung Heavy Industries Co.,Ltd.</li> <li>•Daewoo Shipbuilding &amp; Marine Engineering Co.,Ltd.</li> <li>•Hyundai Mipo Dockyard Co.,Ltd.</li> <li>•STX Offshore &amp; Shipbuilding Co.,Ltd.</li> <li>•Mitsubishi Heavy Industries, Ltd.</li> <li>•Mitsui Engineering &amp; Shipbuilding Co.,Ltd.</li> <li>•Kawasaki Heavy Industries, Ltd.</li> <li>•Koyo Dockyard Co.,Ltd.</li> <li>•Sumitomo Heavy Industries Marine &amp; Engineering Co.,Ltd.</li> <li>•Shin Kurushima Dockyard Co.,Ltd.</li> <li>•Dalian Shipbuilding Industry Co.</li> <li>•Bohai Shipbuilding Heavy Industries Co.,Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>•Deck House : 100 Ship</li> <li>•Engine Room Casing : 80 Ship</li> <li>•Funnel : 130 Ship</li> </ul>
Marine	<ul style="list-style-type: none"> <li>•Accommodation Barge</li> <li>•Heavy Cargo Carrier</li> <li>•Coal Carrier</li> <li>•Offshore Supply Vessel</li> <li>•Skid Barge</li> <li>•Hopper Barge</li> <li>•Deck Box &amp; Living Quarter</li> <li>•RoRO Passenger</li> </ul>	<ul style="list-style-type: none"> <li>•Yantai Raffles Shipyard Co.,Ltd.</li> <li>•Dae Yang Offshore Pte.,Ltd.</li> <li>•Dongbang Transport Logistics Co.,Ltd.</li> <li>•Hanjin Co.,Ltd.</li> <li>•Bharati Shipyard Ltd.</li> <li>•PT.Jaya Samudra Karunia</li> <li>•Dongbu Construction Co.,Ltd.</li> <li>•BITS Assets Pty.Ltd.</li> </ul>	10 Ship
Machinery	<ul style="list-style-type: none"> <li>•Crane</li> <li>•Deck Machinery</li> <li>•Life Boat Davit</li> </ul>	<ul style="list-style-type: none"> <li>•STX Offshore &amp; Shipbuilding Co.,Ltd.</li> <li>•Hyundai Samho Heavy Industries Co.,Ltd.</li> <li>•Hyundai Heavy Industries Co.,Ltd.</li> <li>•Sungdong Shipbuilding &amp; Marine Engineering Co.,Ltd.</li> <li>•SPP Shipbuilding Co.,Ltd.</li> <li>•SLS Shipbuilding Co.,Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>•Crane : 1,100 Set</li> <li>•Deck Machinery: 50 Ship</li> <li>•Boat Davit : 440 Ship</li> </ul>

# Organization



# Major Customer

ORIENTAL





## Domestic Affiliates

### ▼ Oriental Heavy Industries Co.,Ltd.



- Business Field: Offshore structure, Block, Deck House, Product Offshore steel-structure, steel preprocessor
- Foundation Date: August 1, 1995
- President: Suk-won Jang, Sang-won Suh
- Capital Assets: 3,800,000 USD
- Location JinKyo Factory: Gyeongsangnam-do Hadong-gun  
Kwangyang Factory: Jeollanam-do Kwangyang-si



### ▼ Oriental Precision Machinery Co.,Ltd.



- Business Field  
Manufacturing small-size  
Machineries
- Foundation Date  
June 1, 2004
- President: Jin-sub Kim
- Capital Assets  
1,500,000 USD
- Location  
Gangseo-gu, Busan

### ▼ Oriental Inspection & Service Co.,Ltd.



- Business Field  
Inspection Boat Davit  
Education for Safety
- Foundation Date  
July 19, 2005
- President: Se-chul Park
- Capital Assets  
380,000 USD
- Location  
Gangseo-gu, Busan

## Domestic Affiliates

### ▼ Dalian Oriental Marine & Heavy Industry Co., Ltd.



- Business Field  
Offshore-structures  
Ship superstructures
- Foundation Date  
August 8, 2003
- President  
Joon-won Suh
- Capital Assets  
63,500,000 USD
- Location: Dalian, China

### ▼ Yantai Oriental Precision & Engineering Co., Ltd.



- Business Field  
Deck Machineries,  
Outfittings
- Foundation Date  
December 4, 2006
- President  
Hye -chun Choi
- Capital Assets  
5,600,000 USD
- Location: Yantai, China

### ▼ Oriental Precision(Dalian) & Technical Service Co., Ltd.



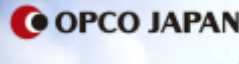
- Business Field: Superstructure Design
- Foundation Date: July 23, 2007
- President: Lin xi-ping
- Capital Assets: 200,000 USD
- Location: Dalian, China

### ▼ Oriental Vietnam Precision & Engineering Co., Ltd.



- Business Field: Deck House, Superstructure
- Foundation Date: September 9, 2008
- President: Seong-ho Lee
- Capital Assets: 1,800,000 USD
- Location: Khanh Hoa, Vietnam

### ▼ OPCO Singapore / OPCO Japan



- Business Field: Marketing
- Foundation Date: Aug.2,2002
- Location: Tokyo, Japan

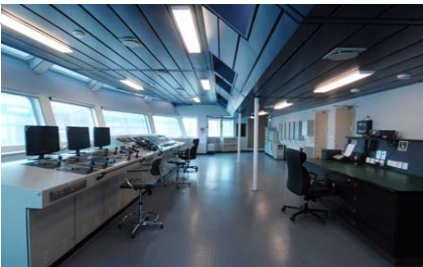


## Offshore Plant

### ▼ ACCOMMODATION BARGE



- ▶ Offshore structure which is anchored by a marine structure such as rig ship and provide comfortable and pleasant accommodation to workers
- ▶ Generally 300 to 400 in number of persons
- ▶ It is used to support Offshore structure
- ▶ LxBxD: 100.0×30.5×7.6m



## Offshore Plant

### HEAVY CARGO CARRIER



- ▶ To transfer by loading of large and small goods on the hull's upper
- ▶ Easy freight loading and unloading of goods.
- ▶ Excellence workability with minimized ballast weight for the ship's balance
- ▶ LxBxD:151.2x38.0x8.0m



### OFFSHORE SUPPLY VESSEL



- ▶ Designed to supply oil rigs, tow them to location, anchor them up.
- ▶ Serves as an emergency rescue and recovery vessel.
- ▶ It is equipped with a large in-hull tank to carry the dredge from underwater drilling.
- ▶ LxBxD:64.8x15.7x5.8m





## Offshore Plant

### COAL CARRIER



- ▶ A coal carrier is designed and built for the efficient transport of coal.
- ▶ LxBxD: 108.7x24.0x10.1m

### HOPPER BARGE



- ▶ Designed to carry materials, like Rocks, sand, soil and rubbish, for dumping into the ocean, a river or lake for land reclamation.
- ▶ On the bottom of the barge hull has a "hopper door", The door(s) open when the ship has arrived at the spot where the materials are to be dumped

### SKID BARGE



- ▶ Skid Barge generally represents special equipment used on the sea rather than Dock which is space for shipbuilding.
- ▶ By using Skid Barge, the budget and time for building Dock could be saved and the land space could be used effectively to enormously increase productivity.

### LIVING QUARTER



### DECK BOX





## Superstructure

### DECK HOUSE



- Main Product
- Large and heavy structure of 9 stories and 1,500 tons at max
- Delivered to shipbuilding yard after completion of interior works
- The inside of Deck House has the residential for crews daily life, offices, cargo control room and navigation room



- The first production was put in 1994
- The annual production capacity is 100 units
- The world's top items of production of a single plant
- Since 2004, we have been improving technical competitiveness by designing overall system for ourselves

## Superstructure

### ENGINE ROOM CASING & FUNNEL



- ▶ Placed in the upper of engine room
- ▶ Has main engine, power generator and boiler of ship, equipped with discharge facility of gas wastes
- ▶ Producing 70 units a year since the first production in 1993

### HULL BLOCK



- ▶ Hull structure
- ▶ produced as one form of stern block and engine room unit block
- ▶ Because it was workplace used to weather effect short period of construction
- ▶ After the finish work, using self-jack up transporter forwarding



## Crane

5,767 set

### DECK CRANE



- ▶ GBD Type
- ▶ Designed / manufactured in compliance with rules and regulations of classification
- ▶ Handling of general cargo of bulk carrier
- ▶ SWL 25~36 ton
- ▶ Working radius 20~30m

### KNUCE CRANE



- ▶ Cylinder luffing Type
- ▶ Designed by knuckle jib and articulated jib
- ▶ The special crane can drive a wide range of narrow place
- ▶ As drill ship or FPSO using a special ship installation space is narrow main equipment.

### HOSE HANDLING CRANE



- ▶ Manufactured/ tested in compliance with the requirement "OCIMF"
- ▶ Best advantage of handling oil hose for the ships of tanker, VLCC, ULCC, LNG
- ▶ Lifting capacity is available up to 20tons and max
- ▶ 30m jib length, slewing angle is available "Endless"

### SLEWING CRANE



- ▶ Electric motor driven
- ▶ Fixed boom
- ▶ Loading the Dredger deck collect and carry the sand in sea bottom



## Crane

### PROVISION CRANE



- ▶ Electro-hydraulic Type
- ▶ Driven self contained power pack, cylinder luffing type
- ▶ Used generally for the handling provisions and engine spares for most ships
- ▶ Lifting capacity up to 12.5 tons
- ▶ Outreach up to 22 meter

### MONORAIL CRANE



- ▶ Tested in compliance with requirements of lifting appliances
- ▶ Used generally for the handling provisions and engine spares for Container
- ▶ Lifting capacity up to 13 tons
- ▶ Outreach up to 7.5 meter

### ENGINE ROOM CRANE



- ▶ Tested in compliance with requirements of lifting appliances
- ▶ Used for the maintenance of main engine for all kind of ships
- ▶ Lifting capacity up to 13 tons
- ▶ Span max 10 meters

### OFFSHORE CRANE



- ▶ Designed / manufactured in compliance with API-2C's certification and the latest international standards
- ▶ Optimal design is available to various sea states

## Machinery

517 ship

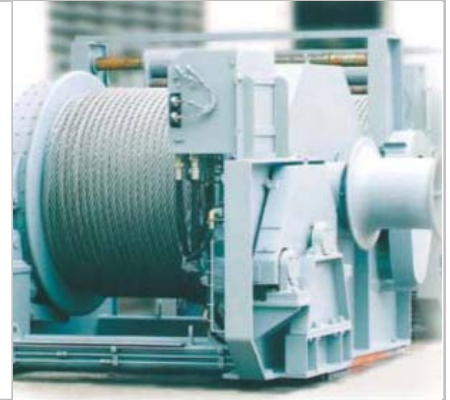
### DECK MACHINERY

- ▶ High-pressure hydraulic Type
- ▶ Manufactured/ tested in compliance with "ISO" and "OCIMF"
- ▶ Lifting capacity is available up to 30tons and max



### POSITIONING & ANCHOR MOORING WINCH

- ▶ Installed on the deck and the special equipments for mooring of ships
- ▶ Designed durable structure, is available up to 200tons
- ▶ Winch control is able to keep back the programmed anchoring parameter, decode the length and the rope tension etc at the central control room and surrounding areas



## Davit & Winch

4,475 ship

### FREE-FALL BOAT DAVIT & WINCH

- ▶ Installed on stern
- ▶ Launched onto water by its own weight
- ▶ Gravity lowering type
- ▶ Pivoting arm equipped driving winch is used for launching the boat with an alternative "controlled" mode for recovering the boat back to stowage position



### LIFE BOAT DAVIT & WINCH

- ▶ Hinged gravity Davit
- ▶ Handling life boat mounted on the ship without power
- ▶ Designed / manufactured in compliance with SOLAS and MED



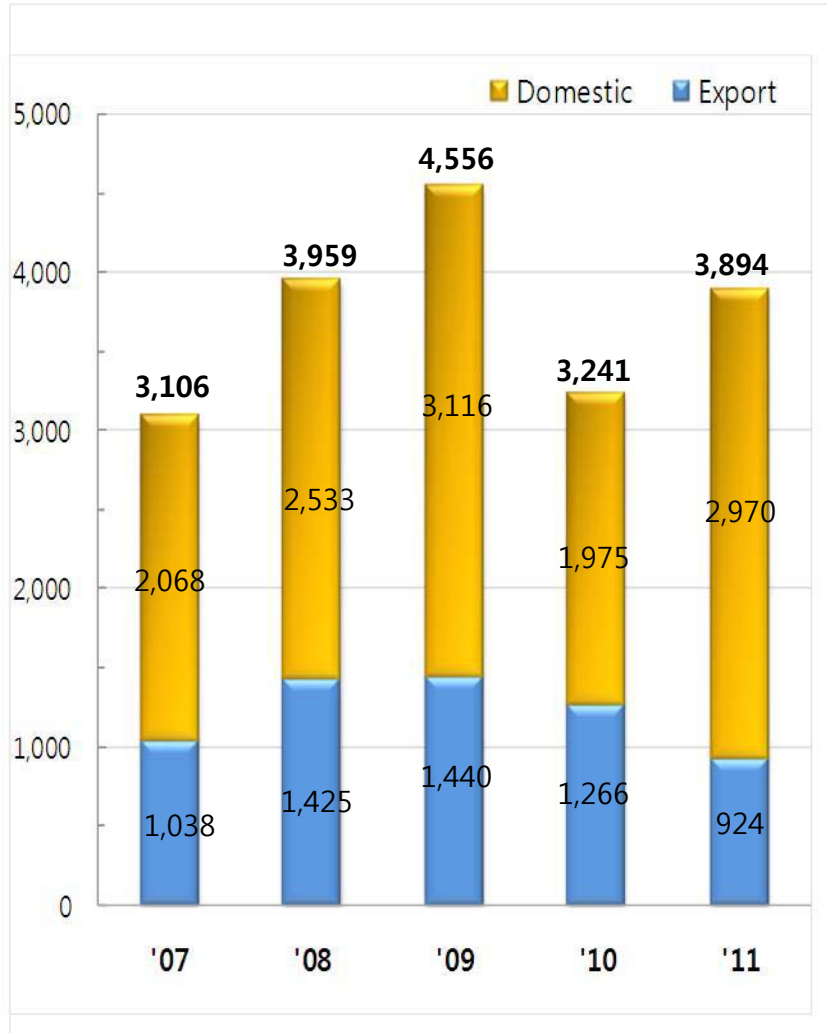


# Management Results

ORIENTAL

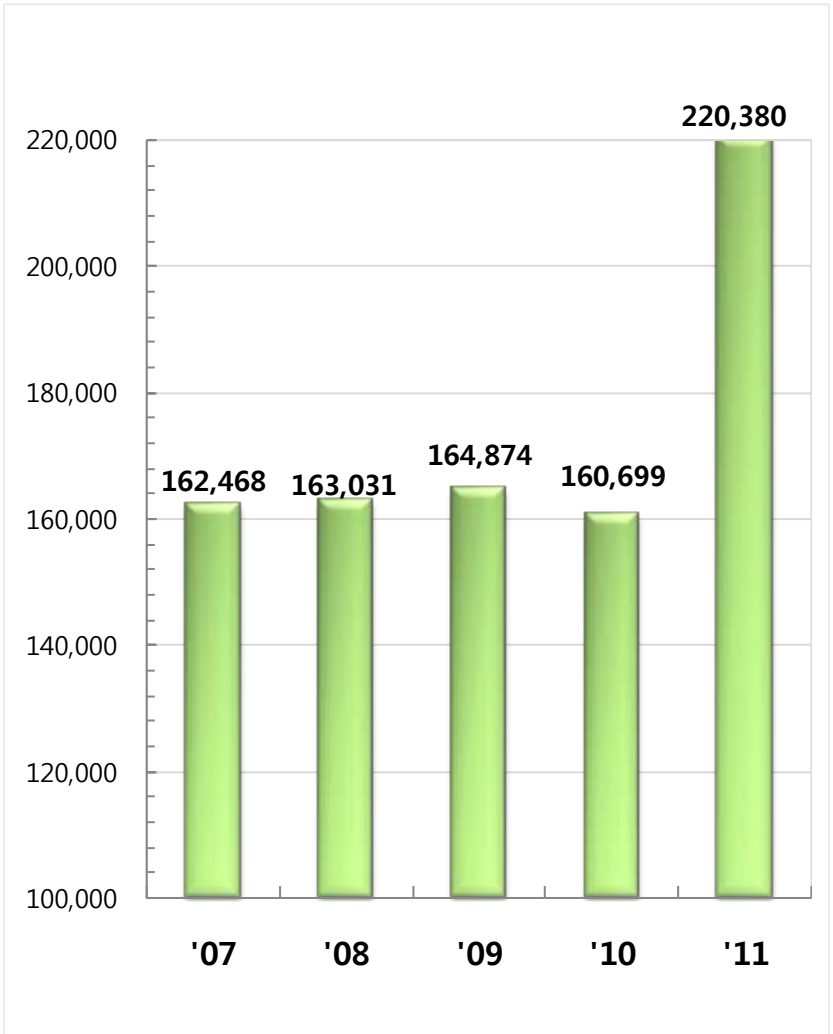
## Sales

UNIT: KRW 100million

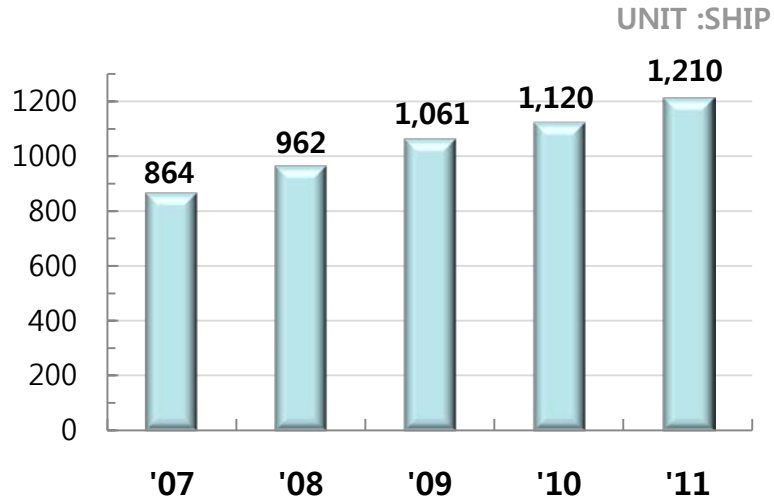


## Exports

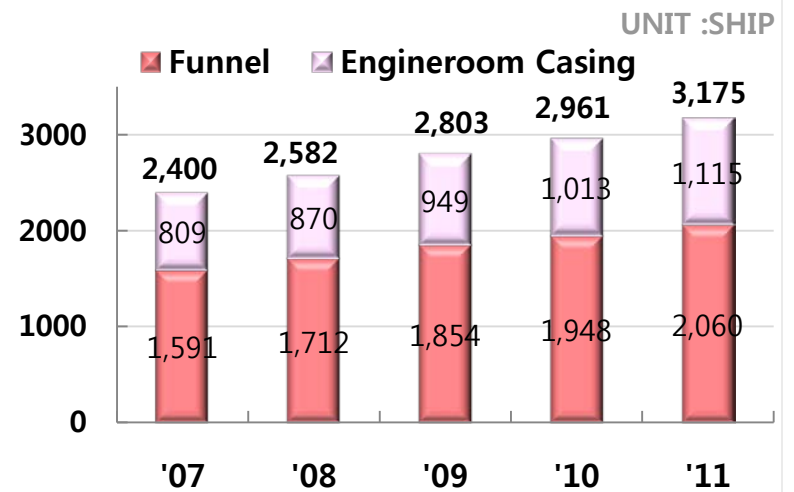
UNIT : 1,000 USD



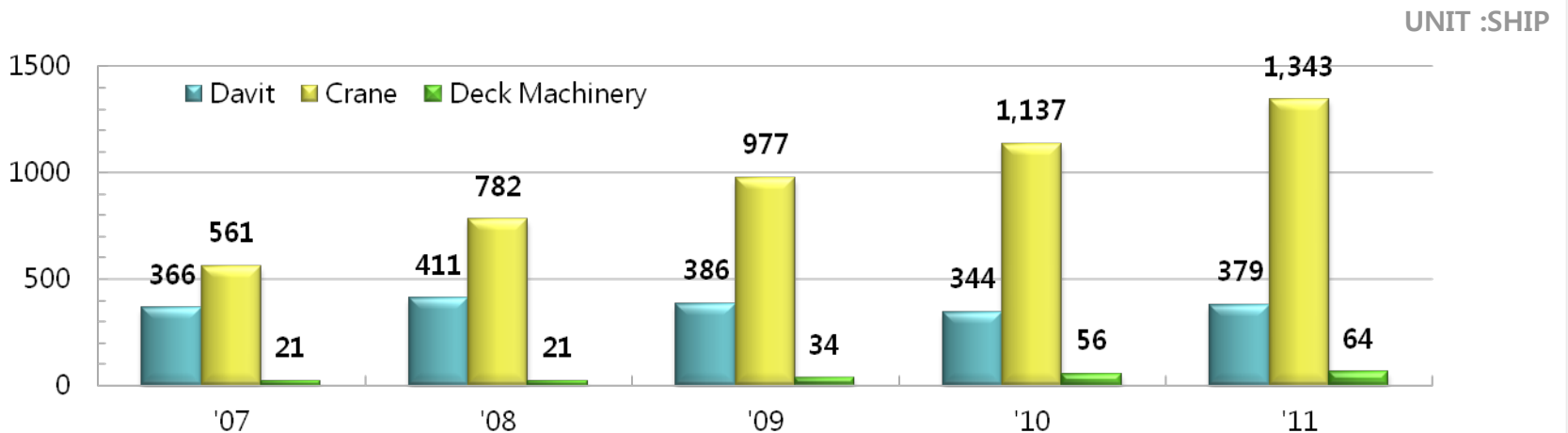
DECK HOUSE (accumulate)



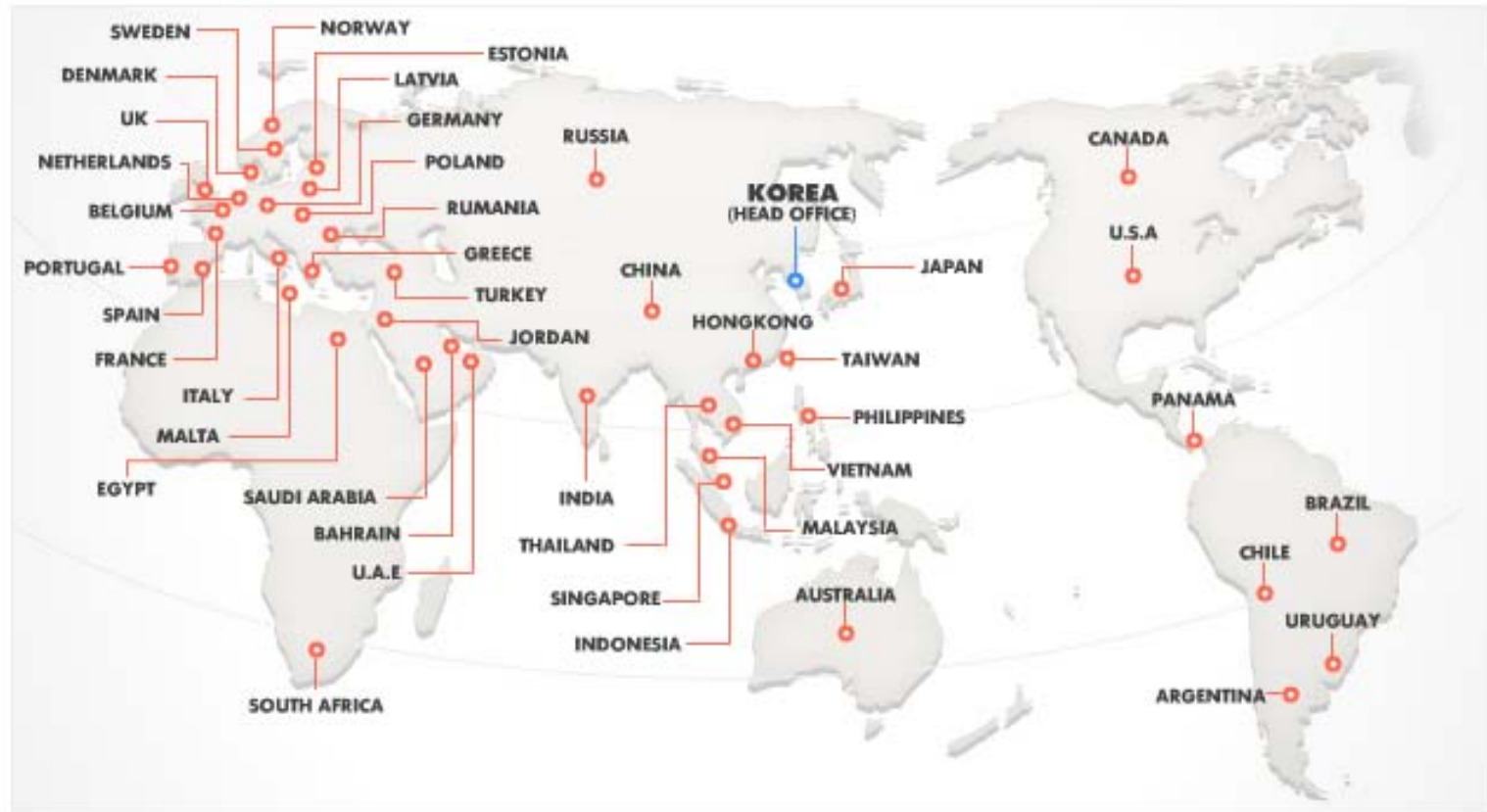
ENGINE ROOM CANSING & FUNNEL (accumulate)



MACHINERY



## Agent list - Overseas 46 countries, 180 agents



An aerial photograph of a large industrial complex, likely a shipyard or manufacturing plant, situated along a body of water. The complex features several large, interconnected buildings with grey roofs. One prominent building has the 'OPCO' logo on its side. Various cranes and industrial equipment are visible throughout the site. The background shows a forested hillside.

# Thank you.

[www.opco.co.kr](http://www.opco.co.kr)

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