



The contract signed between Qatari Coast Guard Command and ARES Shipyard for three ARES 150 HERCULES and six ARES 80 SAT boats was signed on the second day of the exhibition.

ARES Shipyard's Business in Qatar Reached Half a Billion Dollars

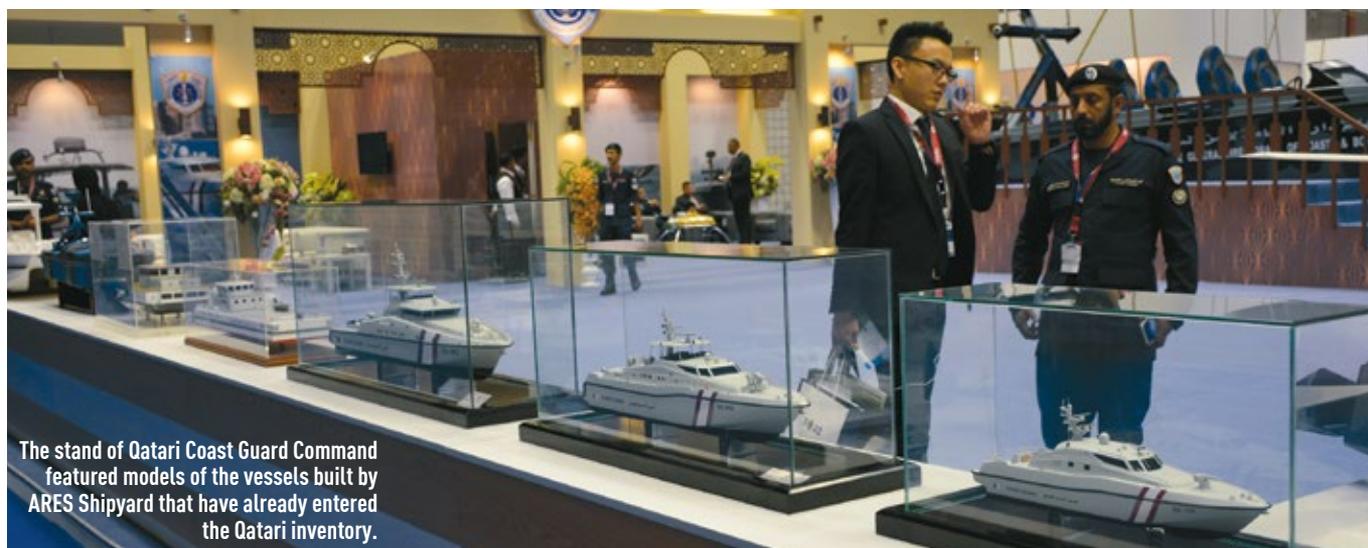
ARES Shipyard has signed another contract with the Qatari Coast Guard Command during a signing ceremony held on the second day of the expo. Staff Brigadier Ali Ahmad Al-Bedeed, Commander of the Qatari Coast Guard, and Kerim Kalafatoğlu, Chairman and Executive Director of ARES Shipyard, were among the signatories of the contract that covers the construction of a total of nine boats, comprising three 48-metre long ARES 150 HERCULES and six 24-metre long ARES 80 SAT vessels. The contract also includes training and logistical support services.

Together with the 17-boat contract signed previously at DIMDEX 2014 to meet the requirements of Qatari Coast Guard Command, ARES Shipyard's total business volume in Qatar has now reached \$500 million.

The ARES 150 HERCULES Offshore Patrol Vessels to be constructed under the contract have composite hulls and will be equipped with two 7.5 metre-long ARES 24 HARPOON fast intervention boats. ASELSAN will be

providing the remote control systems and electro-optics systems for the vessels, and the weapon systems will consist of one 30 mm SMASH and two 12.7 mm STAMPS. The aluminium-hulled ARES 80 SAT boats, on the other hand, will be delivered with a single 12.7 mm STAMP weapon system. Although the contract was signed by the Qatari Coast Guard Command, the official user of these boats will actually be the Internal Security Forces, which is affiliated to the Prime Ministry of Qatar.

In line with the provisions of the contract, nine of the boats are to be delivered by 2020, in other words within around 30 months, although ARES Shipyard aims to complete all deliveries six months in advance of the contract schedule. The 17-boat contract that ARES Shipyard signed at DIMDEX 2014 with the Qatari Coast Guard Command also covered the production of two ARES 150 HERCULES vessels, the first of which was delivered last December. Meanwhile, the lower and upper hull of the second boat to be delivered under the contract have been built separately and assembled, although works to equip the vessels with the various systems is continuing. With the completion of the new contract signed at DIMDEX 2018, the number of ARES 150 HERCULES in the Qatari inventory will be five. ♦



The stand of Qatari Coast Guard Command featured models of the vessels built by ARES Shipyard that have already entered the Qatari inventory.



Second Contract a Sign of User Confidence in ARES

During the exhibition, we had the opportunity to talk to Kerim Kalafatoğlu, Chairman and Executive Director of ARES Shipyard, about the signed contract.

MSI TDR: Mr. Kalafatoğlu, could you share with us your thoughts about the exhibition and the contract you have signed?

Kerim KALAFATOĞLU: The contract we have just signed is highly significant. It was during DIMDEX 2014 that we signed the first contract, which was at the time Turkey's largest export liaison in this field. This deal has now led us to this new contract we have signed today. While the contracts you sign at expos, such as memorandum of understanding, are usually not binding, this latest one we signed is quite genuine; this is something I particularly wanted to underline.

Overall, this exhibition has been a great experience for us. We have had many good meetings, all of which were planned beforehand. It has really been a productive event, especially in terms of the works we have been following here, but whose details I cannot disclose at this stage.

MSI TDR: While your deliveries under the contract signed during DIMDEX 2014 are still continuing, you have managed to sign another contract

with the same user. How should we interpret this development?

Kerim KALAFATOĞLU: One of the vessels we are building, and will continue to build, under the two contracts is the ARES 150 HERCULES platform. We delivered the first ARES 150 HERCULES detailed in the first contract back in December, and less than four months later we have received an order for three more of the same platform. This alone is an indication of the user's level of confidence in us. Commander of the Qatari Coast Guard describes this boat as a work of art. It has everything, and then some more, and is a really good vessel. I think it has formed a trend, and even a class of its own. It is a capable, comfortable and highly versatile boat, and also a dedicated seaman.

MSI TDR: What's next for ARES Shipyard? What activities can we expect to see from ARES Shipyard in the upcoming period, both at home and abroad?

Kerim KALAFATOĞLU: First and foremost, I must say that we are very pleased with the course of our current projects. We are also increasing our

capacity through our investments in new facilities. But we do not want to grow uncontrollably, as it is important that we keep our deliveries ahead of schedule, as we always have, and avoid making any concessions on quality. So from this perspective, and as part of our international promotional activities, we are planning to attend also the Milipol and maybe DSEI expos. We will perhaps attend IDEX too, if there will be participation at a national level. In Turkey, we will certainly be taking part in IDEF. As for the projects we are currently pursuing, we took the Request for Proposal (RfP) from the Undersecretariat for Defence Industries for the Control Boat Project, and will soon be submitting our bid. This is a tender for 105 boats, and so is certainly an important project. We feel particularly excited about the Turkish Fast Patrol Boat Project, and are looking forward to its initiation.

On behalf of our readers, we would like to thank Kerim Kalafatoğlu, Chairman and Executive Director of ARES Shipyard, for taking the time to answer our questions and for providing us with such valuable information.



ARES 80 SAT

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ARES 150 HERCULES