

# ALMACO

STUNNING SURROUNDINGS AT SEA



WE DESIGN, BUILD AND SERVE  
**STUNNING SURROUNDINGS AT SEA**

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*Eat well, sleep well, relax and enjoy! Our purpose is to create stunning surroundings at sea that make passengers, crew and workers long back the second they leave.*

As a full turnkey provider, we offer all hotel and interior living areas and lifecycle service solutions to owners and shipyards in the marine and offshore industries worldwide. We take pride in managing large-scale turnkey projects while *making it look easy*.

Our customers can lean back and leave the hassle to us. We offer total lifecycle support of the complete product line for newbuilding, modernization, refurbishment, maintenance, equipment and spare parts within each customer segment.

**200+**

NUMBER OF  
EMPLOYEES

**40+**

PROJECT  
LOCATIONS

**9**

OFFICES  
GLOBALLY

**14**

NATIONALITIES  
IN OUR TEAM

**23**

YEARS IN THE  
BUSINESS



# SHIP TYPES WE SERVE

THROUGHOUT THE WHOLE LIFECYCLE

**CRUISE**

**OFFSHORE**

**EXPEDITION & MEGAYACHTS**

**ROPAX FERRIES**

**RIVER CRUISERS**

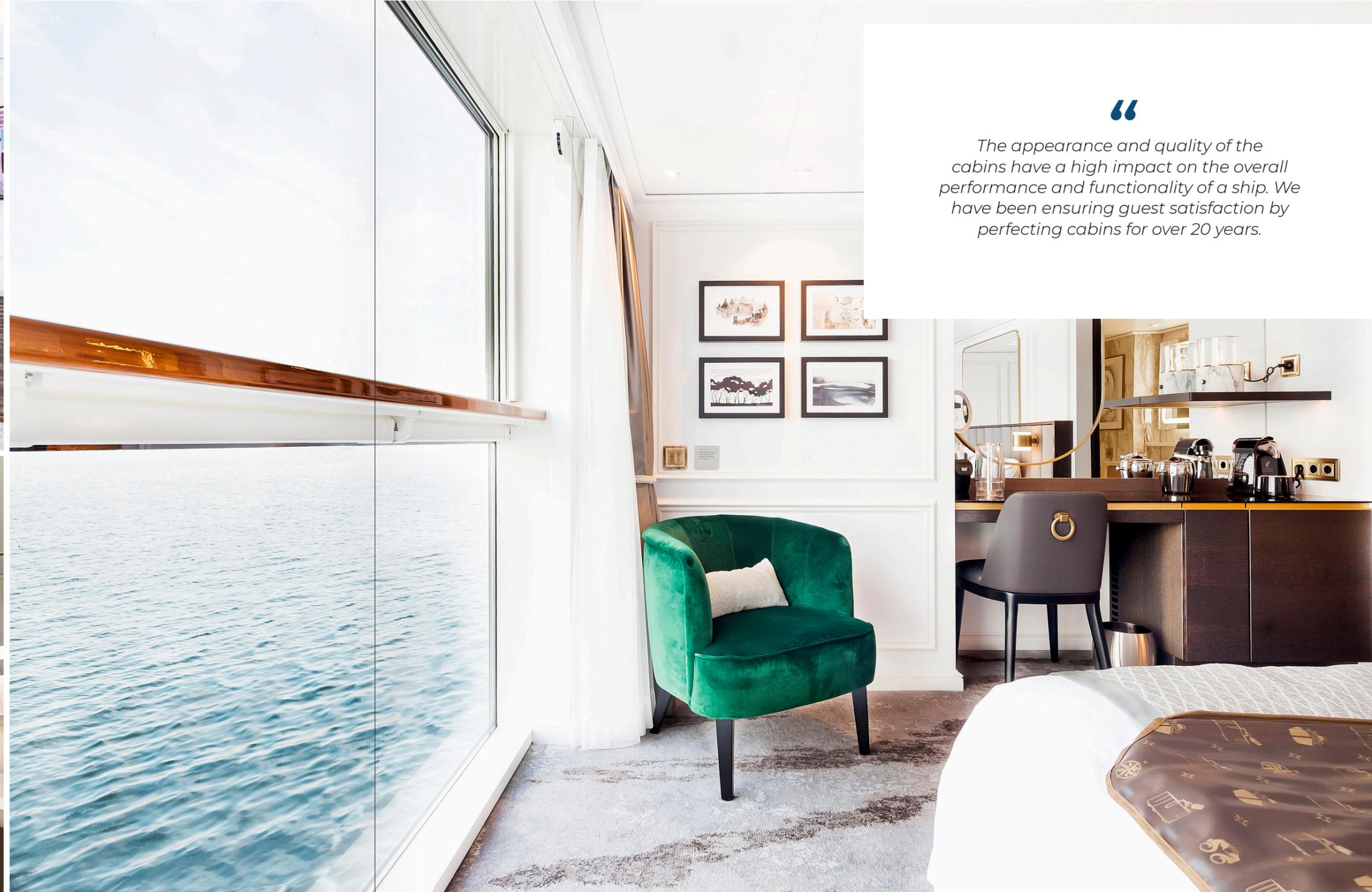
**NAVY**

We specialize in everything from large cruise ships and offshore platforms to smaller vessels like ferries, river cruises, megayachts, naval vessels and offshore vessels. Despite many similarities, these different segments all have a slightly different focus and set of preferences.

By working closely with each segment, we have learned how to serve our customers according to their values and requirements. We can bring the best from each segment and utilize it for value engineering in other segments. Luxury items bought in big volumes become affordable. Deep knowledge about strict offshore regulations ensures that also our commercial vessel deliveries comply with the strictest requirements.

# LUXURY CABINS

DESIGNED TO REACH TOP STANDARD



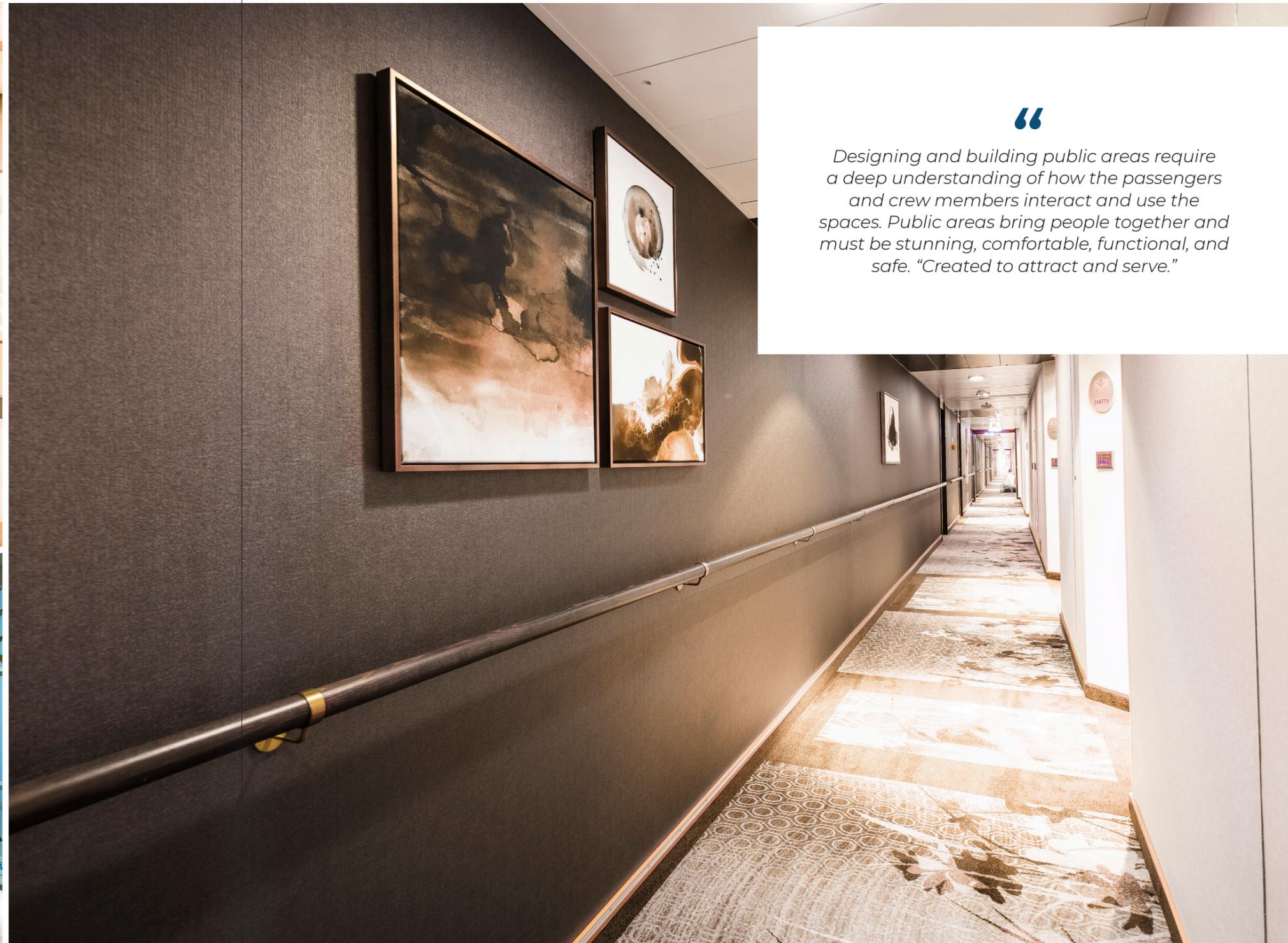
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*The appearance and quality of the cabins have a high impact on the overall performance and functionality of a ship. We have been ensuring guest satisfaction by perfecting cabins for over 20 years.*



## PUBLIC AREAS

CREATED TO ATTRACT AND SERVE



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*Designing and building public areas require a deep understanding of how the passengers and crew members interact and use the spaces. Public areas bring people together and must be stunning, comfortable, functional, and safe. “Created to attract and serve.”*

## GALLEYS, BARS & PANTRIES

FUNCTIONAL AND FULLY USPHS COMPLIANT



“

All our galleys, bars and pantries stand for high hygiene, safety and quality with excellent workflow and functionality. We are experts in creating USPHS compliant catering areas that meet the toughest standards in a cost-efficient way.

# PROVISION STORE & REFRIGERATION MACHINERY

EFFICIENCY & GUARANTEED TEMPERATURE

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*We design and build functional provision stores with excellent performance and optimal space layout. Our technical team has decades of experience of planning provision stores and refrigeration machinery systems that are famous on the market.*



## LAUNDRY SOLUTIONS

AUTOMATION AND OPTIMIZATION TO HANDLE VOLUMES

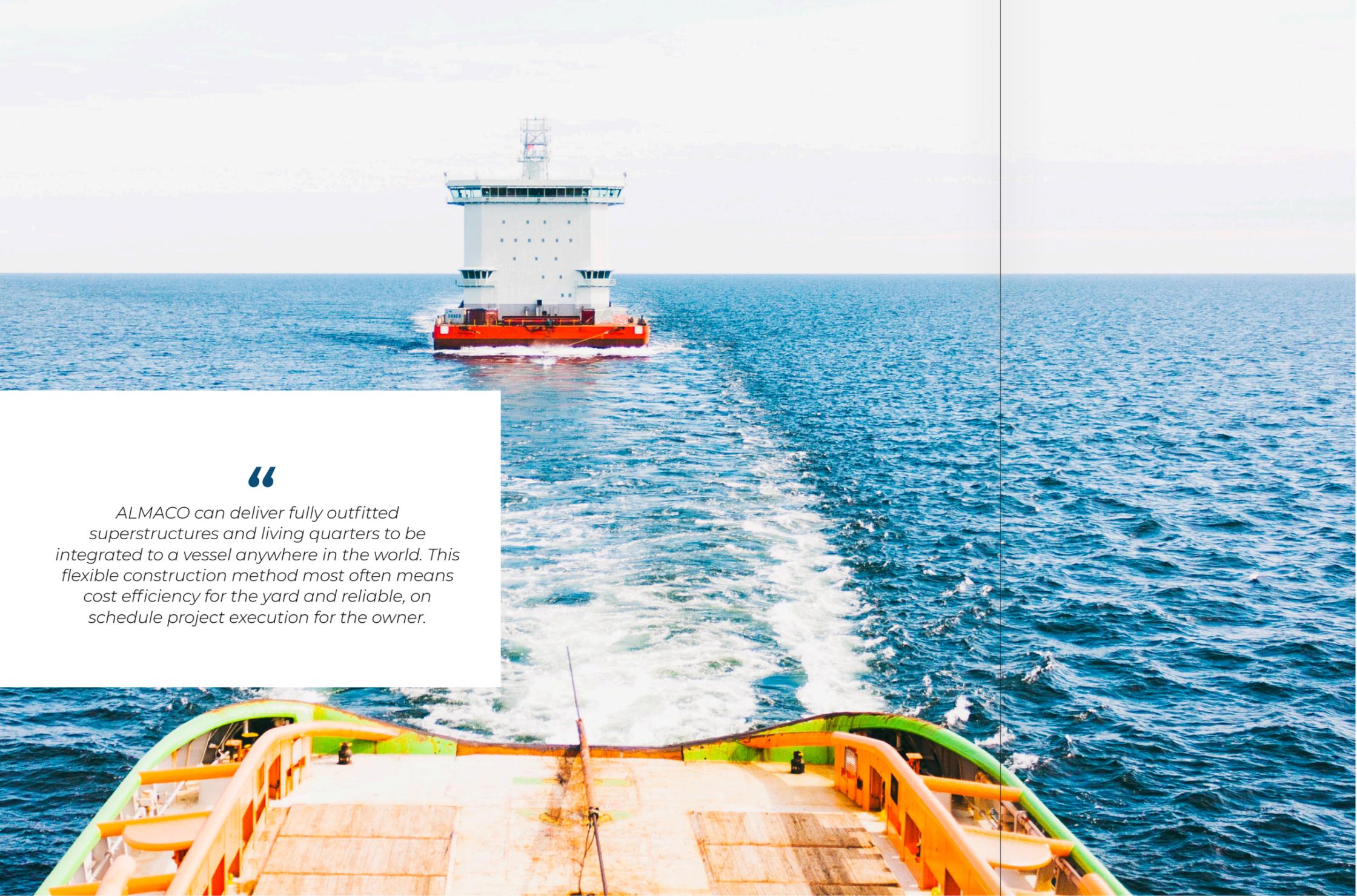


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*We take care of the entire laundry design and construction process from the beginning to the end. We start by providing workload calculations, layout suggestions, and optimization of workflow, washing capacities and consumption. Then comes development of detail design and finally full turnkey delivery of the complete laundry solution with global lifecycle support.*

# PREFABRICATED SUPERSTRUCTURE

ENSURING QUALITY AND ON-TIME DELIVERY



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*ALMACO can deliver fully outfitted superstructures and living quarters to be integrated to a vessel anywhere in the world. This flexible construction method most often means cost efficiency for the yard and reliable, on schedule project execution for the owner.*



# MOBILE CABIN FACTORY

MODULAR CABINS COST-EFFICIENTLY IN ANY LOCATION



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No matter the location, our mobile cabin factory can do the job. It lowers the risk of delays and helps owners and shipyards take advantage of modular cabin technology without the need for major investments.”

# COMPLETE LIFECYCLE SUPPORT

WHEREVER YOUR SHIP IS LOCATED

## NEWBUILD

Our expertise in complete turnkey delivery means we provide everything from project planning and design to construction and delivery. Our newbuild teams are specialized in design and engineering, concept design, architecture and interior design, project planning and management, with in-house capabilities in structural, electrical and HVAC/refrigeration systems.

## EQUIPMENT & SPARE PARTS

We buy equipment and spare parts in volumes and use favorable multi-brand agreements negotiated both during the vessels' newbuilding phase and during rest of the lifecycle. This makes the products affordable for our customers in all the different segments that we work in. Still, our customers make the biggest savings in the total cost of ownership through consolidation, automatization and by combining supply with maintenance as a customer-specific, full-service package.

## REFURBISHMENT & MODERNIZATION

No matter how large or small, we can help with the entire modernization process, starting from the design and planning phase to reducing the amount of inhouse personnel or 3<sup>rd</sup> party designers and consultants the shipowner needs. We can handle it all, offering both a larger portfolio of areas and delivery scope than anyone else in the business.

## SERVICE AND MAINTENANCE

We provide our customers with customized turnkey maintenance plans, installation and equipment service as well as consultation and training services. We create customized maintenance plans that minimize our customers' total cost of equipment ownership.

## OUR PROJECT CREW

GLOBAL CUSTOMER SUPPORT

### NEWBUILD CATERING PROJECTS



**JOHANNA TENOVUO**

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Email: johanna.tenovuo@almaco.cc



**MIKKO BLOIGU**

Sales Manager, Catering Newbuild  
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### GERMANY



**FRANK RÖDER**

Area Sales Manager, Germany  
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### NEWBUILD ACCOMMODATION PROJECTS



**JUSSI LAIMI**

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**SOPHIA VON HAARTMAN**

Sales Manger, Accommodation Newbuild  
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### CHINA



**FRANK HONG**

Area Sales Manager, China  
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### MODERNIZATION PROJECTS



**ERIK SCHOBESBERGER**

Vice President, Modernization Sales  
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## OUR AFTER SALES CREW

GLOBAL CUSTOMER SUPPORT

### SERVICE



**HERVÉ TOUZARD**

Vice President, Service  
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**NICOLAS LESBATS**

Vice President, Maintenance  
Email: nicolas.lesbats@almaco.cc



**MATHIAS ROBERTS**

Sales Manager, Service  
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### EQUIPMENT & SPARE PARTS



**MICHAEL LINDBLOM**

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**JULIE MARELLI**

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**STÉPHANIE PÉRÉ**

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### OWNER SUPPLY



**BENJAMIN HORGUES-DEBAT**

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**BRAZIL**  
ALMACO GROUP LTDA

  
**CHINA**  
ALMACO GROUP LTD

  
**FINLAND**  
ALMACO GROUP OY

  
**FRANCE**  
ALMACO GROUP S.A.S.

  
**GERMANY**  
ALMACO GROUP GMBH

  
**ITALY**  
ALMACO GROUP S.R.L.

  
**SINGAPORE**  
ALMACO GROUP PTE LTD

  
**USA - BOCA RATON**  
ALMACO GROUP INC

  
**USA - HOUSTON**  
ALMACO GROUP INC