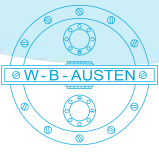




GRUPO
AUSTEN



Elliot
Telecom



COMPANY DOSSIER

Pol. Ind. Río do Pozo, Parc 192
15570 Narón (A Coruña) Spain

www.grupoausten.com

Presentation

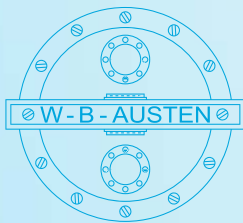
Grupo Austen was established in 2003 with the purpose of unifying the Group companies with same management and improve our customer service and to promote our international projection, either complementary naval company or in third sector, our main activity areas.

Our industrial supplies expertise, telecommunications, electric naval and industrial works allow us to handle large projects with professional guarantee.

GRUPO AUSTEN actually is integrated by the following companies:

- * W.B. AUSTEN, S.L.
- * ELLIOT TELECOM, S.L.
- * ELECTROSHIPS GALICIA, S.L.

Reading this dossier you will be able to verify our credit, experience and professional commitment.





Services

- .: Naval and industrial electrical systems.
- .: Installations and maintenance of gas stations.
- .: Automation of industrial plants.
- .: Electric switchboards and cabinets fabrications
- .: Wind turbines installation
- .: Electrical installations in off-shores
- .: Engineering projects

Electroships Galicia S.L.

Electroships Galicia, have [more than twenty years of experience](#) in this kind of business with works in IZAR Ferrol & Fene, Navantia, and in other national shipyards and foreign too.

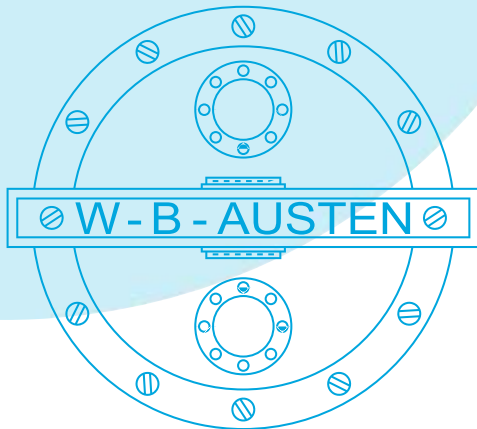
We are also experts in electrical installations in [offshore platforms](#), having worked actively in Navantia Fene made ones, including the series Discoverer Enterprise, as well as other ministries of defense projects in different countries, such as series F100 frigates.

Moreover we have experience in [electrical installations and maintenance at gas stations, industrial estates and all kinds of works and automation of all types of industrial plants and production switchboards](#), both for industrial buildings, ships, wind turbines.

We are certified as installation and maintain company of fire protection and alarm systems.

It has for this [specialized staff](#), and a [high professional qualification team of engineers](#), that allows develop big projects even at [international level](#).





Services

- ∴ Naval supplies
- ∴ Industrial supplies
- ∴ Supplies for government agencies
- ∴ Stainless steel works

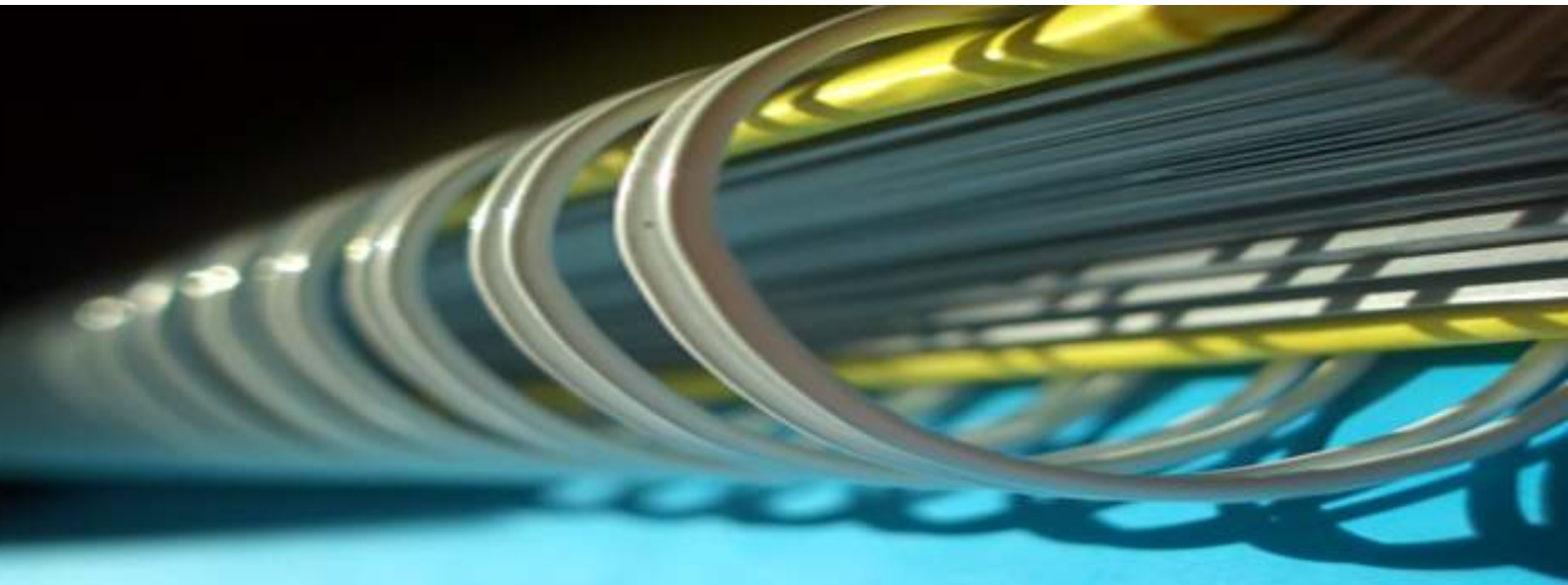
W.B. Austen S.L.

W.B. Austen is a company dedicated to industrial supplies.

An extensive business career, and professional financial solvency have allowed to W.B.Austen become a distributor of major international brands of materials for industrial and naval sector, for example:

- 3M electrical products (www.3m.com)
- CMP cable gland (www.cmp-products.co.uk)
- HCL FASTENERS (www.hcl-fasteners.co.uk)

Anyway, we develop stainless steel facilities, and we can also make, under order, any kind of item in that material, with the best guarantees and all the certifications.





Services

- .: Telecommunications installations
- .: Sales and installation of satellite dishes and ground antennas
- .: Installation of intercom and video intercom
- .: Surveillance systems
- .: Domotic installations
- .: DTT authorized installer

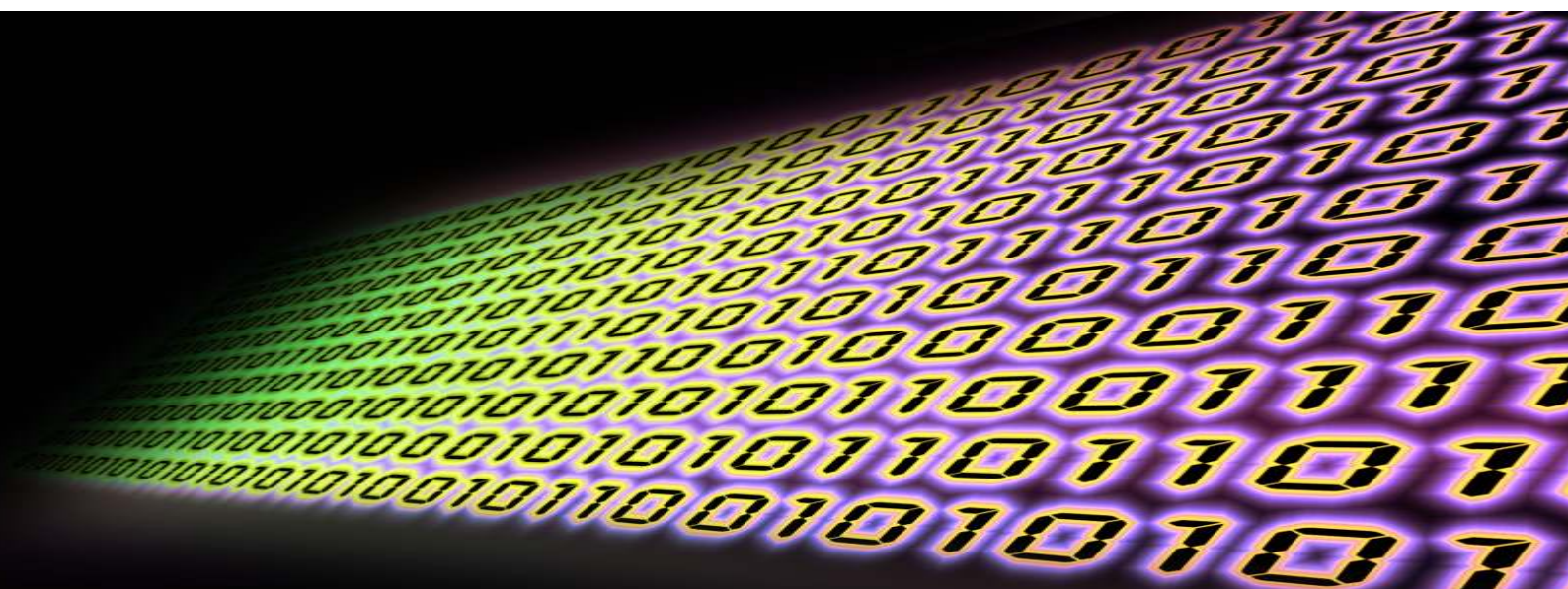
Elliot Telecom S.L.

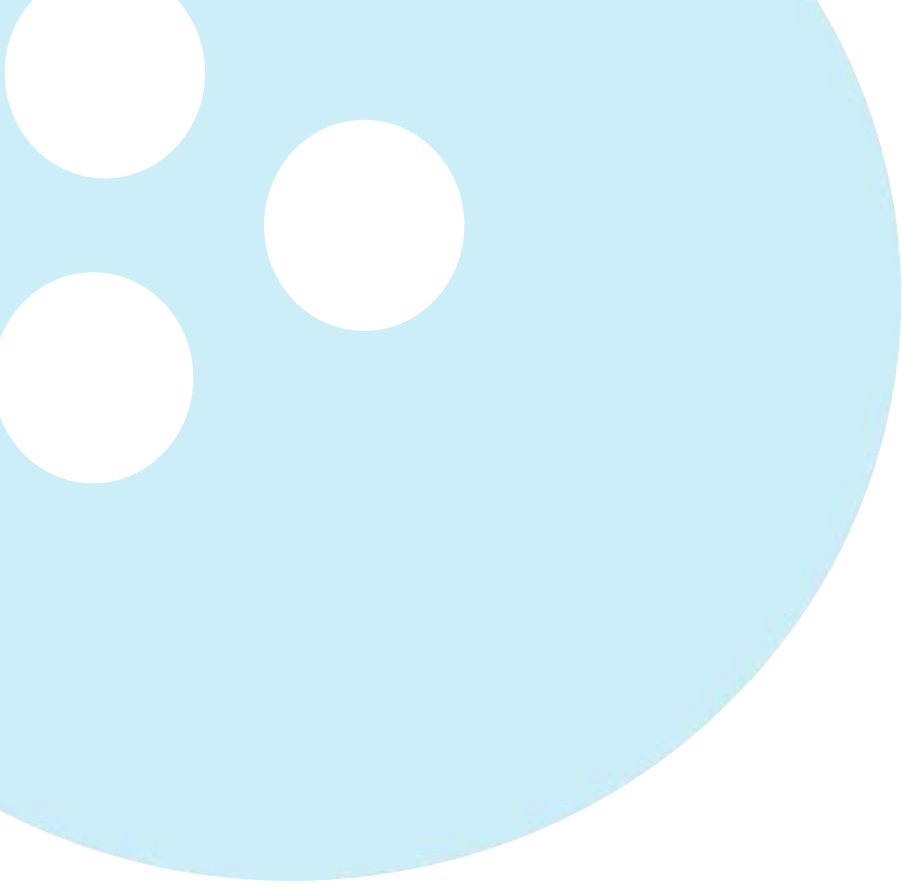
Elliot Telecom is at the [forefront of new technologies in telecommunications and domotic systems](#), using the highest standards of quality and customer service. Professional advice.

Due to market changes, we recently have passed the technical tests that certified us as [authorized satellite DTT installers](#), allowing us to carry the signal of the DTT signal to difficult or no coverage areas.

Also, within our activities we can remark the [installation and maintenance of intercoms, video intercom and monitoring systems](#).

Locally we realize works of electrical maintenance and telecommunications in companies, industries, homes and neighborhood communities.





Human resources

Managers and members of this project have extensive experience in naval and industrial electrical installations, as in previous companies and projects have done work for companies like: Navantia Ferrol, Fene, Nodosa, Indunor, Hijos de J. Barreras among others.

We provide [expertise in economical and financial management of different types of companies](#), so this important plot is also covered.



Regarding human resources, we count on a list of [technical, official engineers and field staff](#), all with extensive experience in this sector, that currently work or have worked as a

complementary company on shipbuilding or repair in Navantia shipyards (Ferrol, Gijón, Fene), Entaban and Infinita Renovables Biodiesel Plants in New Harbor of Ferrol, Citroën factory in Vigo, etc., and facilities in industrial estates in our region, including the project.

Our staff has [full availability to work anywhere within the national and international geography](#).

We must say that the working method of our companies is based on the [theories of humanistic engineering](#), as we believe that the most important value of a company is his human group.

Moreover, in the [commercial and contract work management](#), we count on expert professionals too, with many contacts related to the activity undertaken. The group is involved this year in a firm commitment to an internationalization process, developing an ambitious plan on this way with the Ferrol Chamber of Commerce support.





Locations and facilities

We are located in industrial estate Río do Pozo in Narón (La Coruña), in a **750 m² industrial building** with a 120 m² offices.

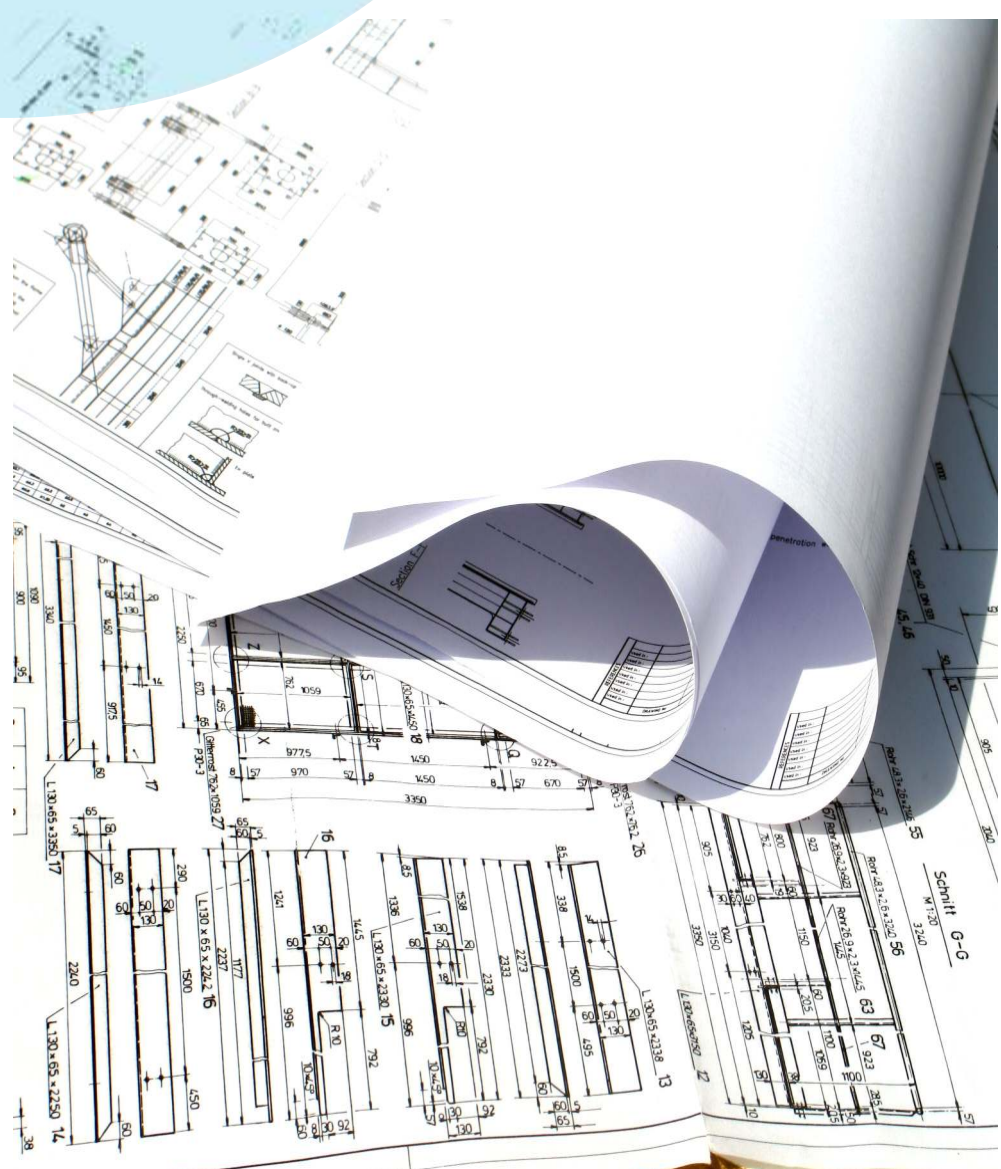
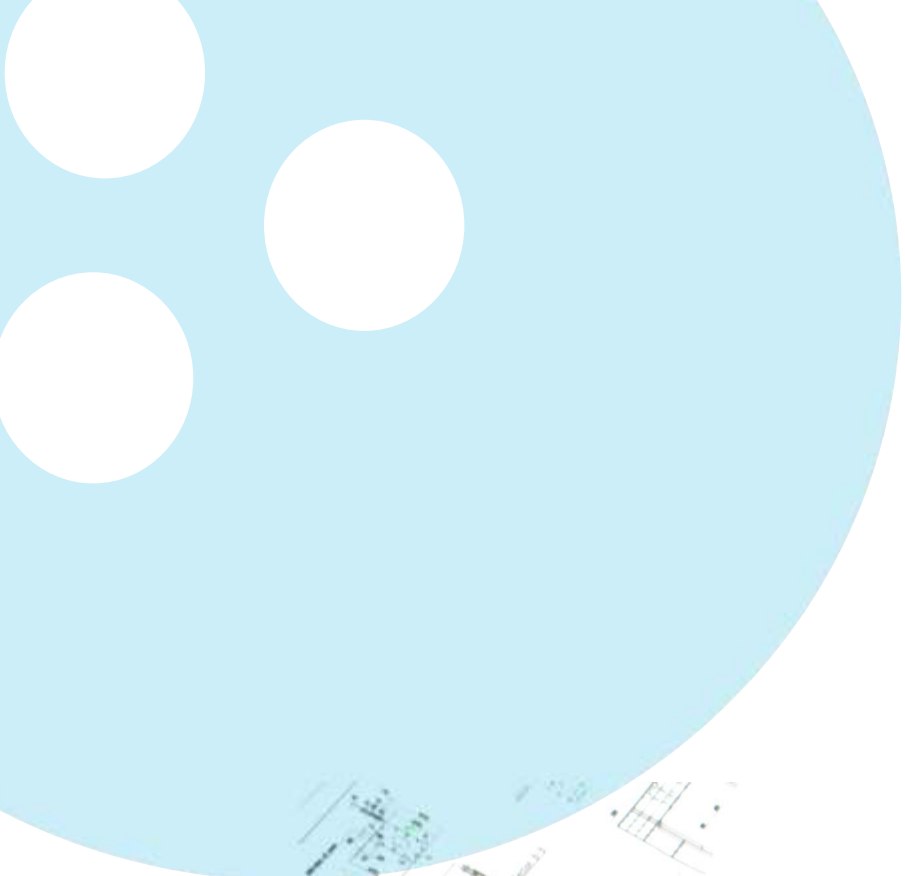
In our warehouse there are all kind of machines and tools for our work.

Also we have **six vans, as well as movable offices and movable warehouses** in Navantia shipyards in Ferrol and Fene.

In a short period of time we will move to a new location in a plot with **more than 3.000 m²**, where we are building an industrial building with more than 1.000 m² with 800 m² for offices. To develop better the activities of this growing companies.

The management policy of this group of companies is based on the **reinvestment** of all profits, so we try to make an effort each year to supply our location with all type of machinery and tools, vehicles, etc. with **the best quality standards**.





External supports

We have the **confidence** and **support** of major suppliers and manufacturers, **with preferential terms of purchase**. It's important to remark that our suppliers have all the certifications and relevant experience for this role.

Creation of employment

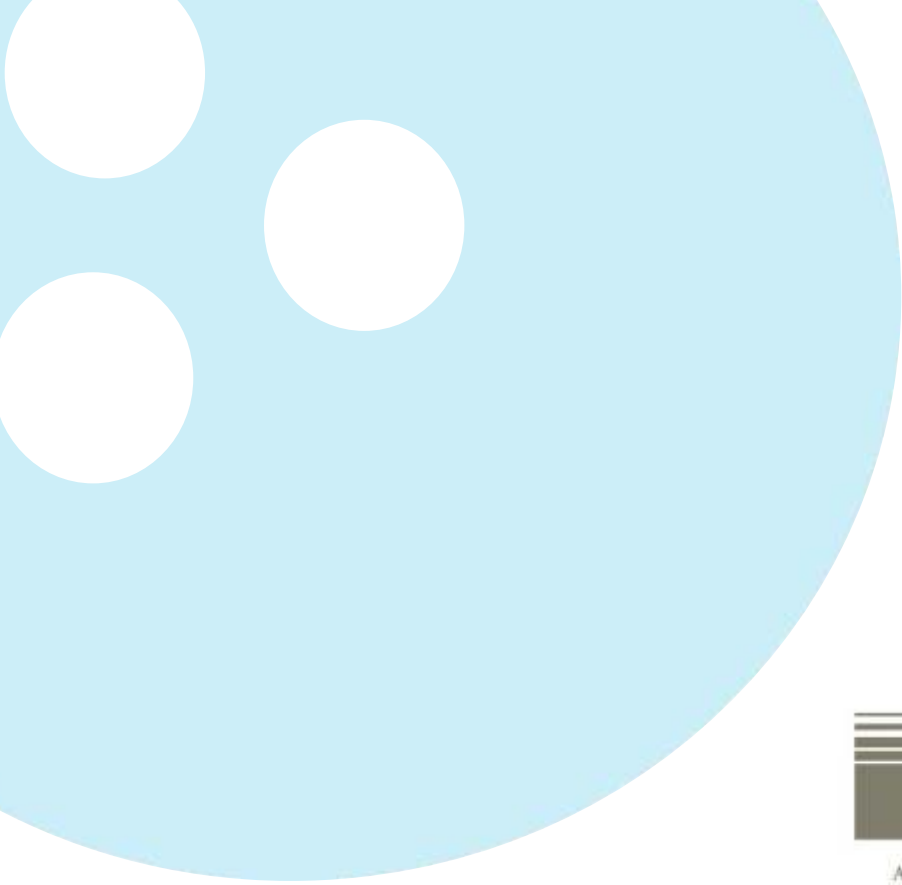
Since 2003, when the Group started its activity, we maintain an average of 60 jobs, at times we have reached 130 by increases in production.

We bet for the formation, realizing continuous trainings of development and recycling that allow to improve the professionalization, and the incorporation of new values.

Investigation and development

We have an emerging **R & D+I department**, dedicated to integrate new technology applications, designed to provide added value and new offers to our customers and prospects.

We have done a **management system for energy efficiency** we will soon launch to market. We develop co-innovation activities with other local companies.



ACREDITADO POR ENAC



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Schedule of certification

At this point, [the three group companies](#) are certified in the standards: [ISO 9001:2008](#) quality management, [ISO 14001:2004](#) for environment management and [OHSAS 18001:2007](#), prevention of labor risks. We consider it ideal and indispensable to achieve objectives of high added value.

We believe it will give us the reliability and the whole concept of quality.

Recently we have certified in [EFR-1000](#) (family friendly company) and norm [SA-8000](#), Social Accountability System.

This, coupled with our business experience and the guarantee of our works, are an unmistakable sign of security and reliability.





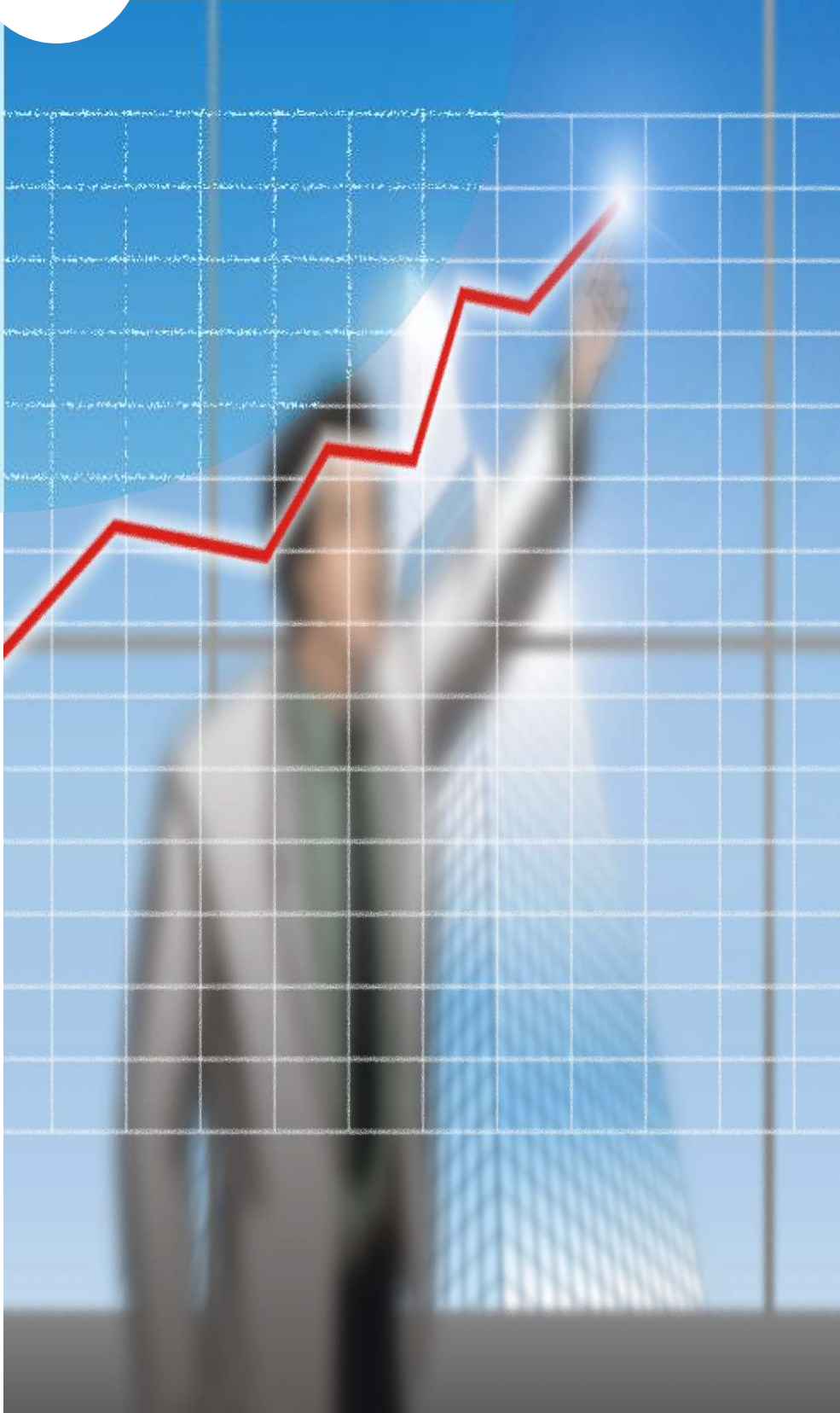
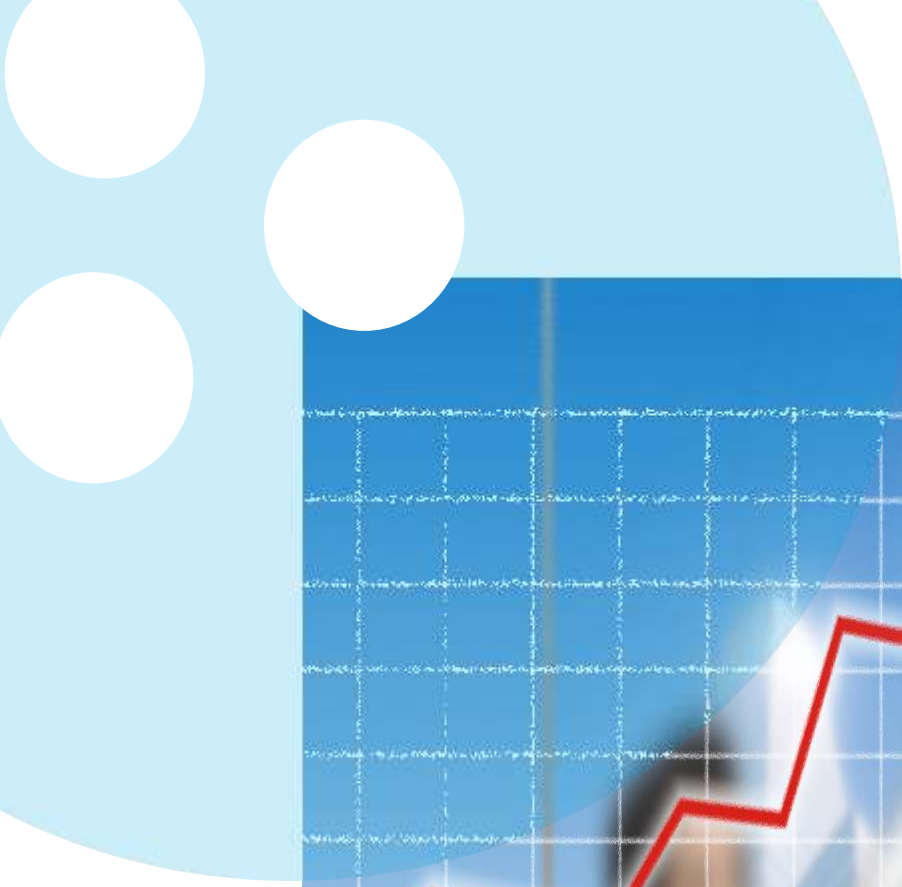
Corporate commitment

In a firm intention and commitment to the future [expansion](#), The group is involved this year in a firm commitment to an [internationalization process](#), developing an ambitious plan on this way with the Ferrol Chamber of Commerce support

It's important to remark the involvement of partners in Grupo Austen's business life, being co-founders of the Ferrolterra Young Entrepreneurs Association, of the Rio do Pozo Association, and leadership position in COFER, the Ferrol, Eume and Ortegal Entrepreneurs Confederation, and in the Ferrol Plan Stimulating Association (AIPF).

We are also associates of the A.CLU.NA.GA. (Galician Association of the Naval Cluster), A.S.B.A. (Australia Spain Business Association), of the A.J.E. Ferrolterra, AS.IN.E.F. (Association of Ferrol Electrical Installers), AGEIN.TE. (Galician Association of Entrepreneurs telecommunications installers), and COFER.





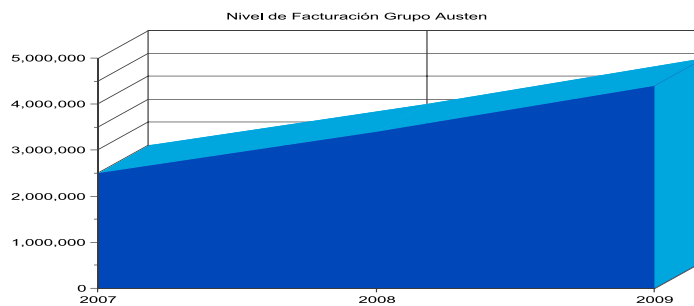
Incomes level

Right management of resources, and work efficiency, allow us to maintain an ascending scale in our sales.

In fiscal 2009 our group of companies obtained incomes of € 4,400,000.

Our desire is to grow steadily as a business group, so we work to increase our added value, specially in growing standards of quality, and in this way to get the loyalty of our existing customers and seek new market goals.

This is the historical incomes of the Grupo Austen :



Company experience



- * Complete automation of shot blast cabinets, using Schneider automation, installations placed in Izar Ferrol and Izar Naval Repairs Cádiz.

- * Complete automation in a fish freezing plant with Schneider components for Frigoríficos Pérez Barandica, S.L. in Camargo (Cantabria).



- * Several fire fighting Co2 system installations in car garages and in the filology high school in La Coruña.

- * Supply and instalation of 200m of stainless steel handrail and railing around the harbor in La Graña, working for COMSA.

- * Supply and instalation of 1500m of stainless steel handrail and railing around the harbor in Ferrol (Curuxeiras), working for Autoridad Portuaria of Ferrol San Cibrao.



- * Manufacturing of 200 units of reactive power compensation electrical switchboards in wind farms for Izar - Bonus.

- * Manufacturing of wind power electrical switchboards for Isolux Corsán Covián.

- * Complete electrical instalations for petrol stations with Repsol.

- * Complete electrical instalations, including proyect of various industrial warehouses in Polígono Río do Pozo and La Gándara, in Ferrol and Narón.



- * Offshore Platforms: Petrojarl Foinaven IV, turret main wiring. In Astano

- * Offshore Platforms: Drillmar I Platform, Anchor windlass. In Astano

- * Offshore Platforms: Discoverer Spirit, F&G, cable wrapping DNV classification

- * Offshore Platforms: Discoverer Enterprise, F&G, cable wrapping for Transocean Offshore Inc



- * Astano (Fene) 8Mw Cogeneration complete electrical instalation and detail engeneering



- Hijos de J. Barreras for "Naviera Odiel" Main power in Marqués de Comillas and other ships.
- Shipyard Puerto Real "Navión Odín", system test 11kV and digital positioning converters test help.



- Izar Ferrol Frigates from F101 to F104, fire and gas, Communications, all related with cables , load centers instalation, vent. spaces, tactical networks and glide path conections.

- Izar Gijón Dragas, closing cross, stapling, wiring and testing of fire and communications.

- Navantia Ferrol, frigates type 310 (1st to 4th units) Norwegian Army several electrical systems instalation.

- I.C.T. intalations in several places of civil Works in Galicia, digital television.

- Electrical works in garaje of B.P.E. for the Spanish Army.

- All electrical work, power and signals of biodiesel plant for Entaban, in Ferrol. Connecting of all equipment of 15kV to general net, several feeds to 250 pumps and electrical motors profibus control net, instrumentation mounting, tubing conecting and everything explosion proof.

- Bioetanol plant electrical works for Abengoa Group in Galicia.

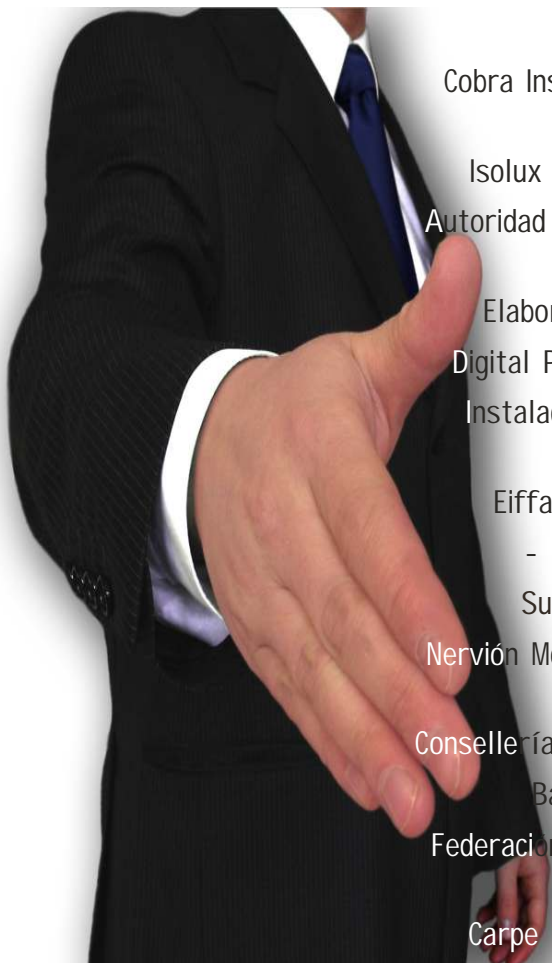
- Electrical maintenance in Citroen Vigo, summer stops from 2005, 2006, 2007 to 2008.

- Biodiesel plant electrical works for Infinita Renovables, Exterior harbour in Ferrol.





Main customers



Navantia, S.A. (shipyards)

Cobra Instalaciones y Servicios, S.A.(engineering company)

Isolux Ingeniería, S.A. (engineering company)

Autoridad Portuaria de Ferrol – San Cibrao (public administration)

Elaborados Metálicos, S.A.(metal industry)

Digital Plus, S.A. (telecommunications company)

Instalaciones Inabensa, S.A. (Grupo Abengoa, engineering group)

Eiffage Energía, S.L. (engineering group)

- D.T.A., S.A.(engineering company)

Suris, S.L. (renewable energy plant)

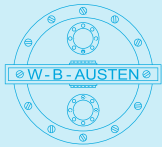
Nervión Montajes y Mantenimientos, S.L. (industrial group)

Consellería de Trabajo, C.F.O. (public administration)

Bartec, S.A. (engineering company)

Federación Autismo Galicia (center of support for disabled people)

Carpe Electricidad, S.L.(engineering company)



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