

BAY INDUSTRIAL







Overview

"Manufacturer of the World's Highest Quality Inflatable Boats and RIBs"

1. Overview

- Years in the Inflatable Boat and RIB Industry: **37**
- Years of Partnership with Mercury Marine (world's leading outboard engine manufacturer): 29
- Years of Partnership with Zodiac Nautic (world's leading small- to medium-sized ship manufacturer): 14
- Years of Partnership with Williams Jet Tenders (world's leading manufacturer of tenders for super yachts): 18
- Number of Boats built since 1986: In excess of **560,000 units**
- Number of Employees: 140 (20 South Korean nationals and 120 Chinese nationals)





History

2. History

- 1978: Founded as a manufacturer of balls (soccer, volleyball, basketball, etc.).
- 1986: Commenced production of inflatable boats along with the launch of the proprietary Lodestar brand
- 1994: Began supplying Mercury Marine's (US, Brunswick Group) Quicksilver brand
- 2005: Phase 1 of factory in China completed (November, Factory 2)
- 2005: Tender tube sets delivered to Williams Jet Tenders (UK)
- 2009: RIBs and tube sets delivered to Zodiac (France)
- 2015: Military and rescue boats (6-passenger and 15-passenger) delivered to Republic of Korea Navy (UDT/SSU)
- 2016: Received Ministry of National Defense's Superb Commercial Product Award (high-speed 7-passenger inflatable boat)
- 2016: Began delivering military boats (15-passenger) to Republic of Korea Army (special forces)
- 2020: Received Ministry of National Defense's Superb Commercial Product Award (high-speed 7-passenger inflatable boat with underwater cache feature)
- 2021: Commissioned by Korea Coast Guard to build the first-ever 5M RBB(HDPE) capable of being loaded on a 200-ton patrol boat
- 2022: Awarded by Ministry of Defense for Korea Defense Intelligence Command(KDIC) to build 10M RBB(HDPE) High Speed Crafts
- 2022: Began delivering the first-ever RBB(HDPE) craft to Korea Government for Ministry of Environment



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Factories (2 in Korea / 1 in China)





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Proprietary Brands and Overseas Clients







Professional Ibs & RIBs deliveries in Korea

1. Military and Government Deliveries (359 units in total)

Category	Туре	Receiving Unit	Quantity
Navy (275)	15-passenger High-speed Inflatable Boat	UDT and SSU	38
	6-passenger Rescue Boat	Navy Patrol Boat	82
	7-passenger High-speed Inflatable Boat	UDT, SSU, and Army Training & Doctrine Command	151
	Underwater Cache Boat	UDT	2
	7-passenger Low-speed Inflatable Boat	Korea Military Academy	20
Army (30)	15-passenger High-speed Inflatable Boat	Special Warfare Command	29
	7-passenger High-speed Inflatable Boat	Special Warfare Command	1
Coast Guard (18)	10-passenger Rescue Boat	Special Rescue Squad and Coast Guard Fleet	6
	7-passenger Rescue Boat	Patrol Division and Coast Guard Fleet	11
	6-passenger High-speed RIB	Coast Guard Fleet	1
Fire Department (31)	6-passenger Rescue Boat	119 Rescue Unit	32
Ministry of Defense (3)	Underwater Cache Boat	Korea Defense Intelligence Command (KDIC)	3
Ministry of Environment (1)	5-passenger RBB(HDPE)	Ocean Explorer	1



2. Types of Inflatable Boats

A. 15-passenger High-speed Inflatable Boat



B. 7-passenger High-speed Inflatable Boat





- Overall Length: 585 cm
- Overall Width: 248 cm
- Capacity: 15 passengers
- Motor: Up to 115 hp
- Price: USD28,000

- Overall Length: 470 cm
- Overall Width: 190 cm
- Capacity: 10 passengers
- Motor: Up to 75 hp
- Price: USD15,000

C. 6-passenger Rescue Boat



- Overall Length: 380 cm
- Overall Width: 174 cm
- Capacity: 10 passengers
- Motor: Up to 75 hp
- Price: USD8,000





RBBs

(Rigid Buoyancy Boats made of HDPE)

1. Overview

- A. Increased need for the development of a green and economical platform.
- B. 7M-class rescue boat developed in technology partnership with Finland's Petor (2019).
- C. 7M-class rescue boat built in S. Korea and exported to China (2021).
- D. First-ever 6-passenger RBB commissioned by Korea Coast Guard (2021).
- E. First-ever 15-passenger RBB awarded by Ministry of Defenser for KDIC(Korea Defenser Intelligence Command) (2022)
- F. Frist-ever 5-passenger RBB delivered to Ministry of Environment for Ocean Explorer.





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A. Green

- 1) 100% recyclable (FRP is 0% recyclable)
- 2) HDPE's carbon output (carbon footprint) is only 20% of that of aluminum.
- HDPE Virgin: 1.90, FRP: 8.10, Aluminum Virgin: 11.89

B. High Durability

- 1) Safe to operate in shallow waters and over beds covered in pebbles and/or rocks.
- 2) Able to moor anywhere and without the need for mooring equipment.

C. Easy Maintenance

- 1) 0% hull corrosion for minimal maintenance requirement.
- 2) Easy Maintenance: Wet repair on the spot \rightarrow Preserved mission continuity

D. Unsinkable Boat

- 1) Relative Density: PE (0.9) > Water (1, at 4° C) > FRP (1.4) > Aluminum (2.7)
- 2) Inboard space is filled with a buoyancy material to prevent the boat from sinking even when the hull is punctured.

E. Improved Safety

- 1) Constructing the hull using aluminum involves producing welding sparks that can cause a fire.
- 2) HDPE is joined together via thermo welding, which does not produce sparks or generate any harmful gas.



2. Why PE Boat?



F. Long Service Life

1) PE boats have a 14-year service life, which is twice that of typical FRP/aluminum boats.

G. No Anti-fouling Required

- 1) The hull is made out of material barnacles that cannot attach themselves to and can therefore be left in water for prolonged durations without worrying about barnacles impacting performance or surface corrosion.
- 2) Approximately 30% better fuel efficiency compared to FRP ships that have not had barnacles removed.

H. Extensive Motor Compatibility and Wide Range of Applications

- 1) Able to accommodate outboard motors, inboard motors, diesel engines, sterndrives, waterjets, and single/twin engines.
- 2) A wide range of private (commercial or transportation), patrol (fishery management, patrol, and rescue), and military (high-speed and chasing) applications across all weather extremes ranging from the North Pole to tropical regions.

I. Light Hulls and High Fuel Efficiency

1) 20% to 30% lighter than FRP ships and are therefore capable of achieving same speeds using motors that are not as powerful and are more fuel efficiency.















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4. Overseas Patrol Boat Applications















5. Customizable Configuration



















PRAPTOR

Propeller Safety Guard(PG)











< 5 reasons why you select Bay Prop. Guard >

- 1. Preventing propeller damages from rocks and floating stuff around offshore
- 2. Preventing accidents caused by propeller
- 3. No holes or scratches remained on OBM
- 4. Reducing installation time by simplifying assembly procedure (Old model 60 min. required
- ightarrow Bay Prop. Guard requires 3 min. to attach ranging from 30hp to 115hp
- 5. No Corrosion, High Durability compared to plastic models



WRAPTOR

One or more things!!!

Self-righting Bag











Rescue Stretcher



Water Proof Engine Bag for Outboard Motors









THANK YOU



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