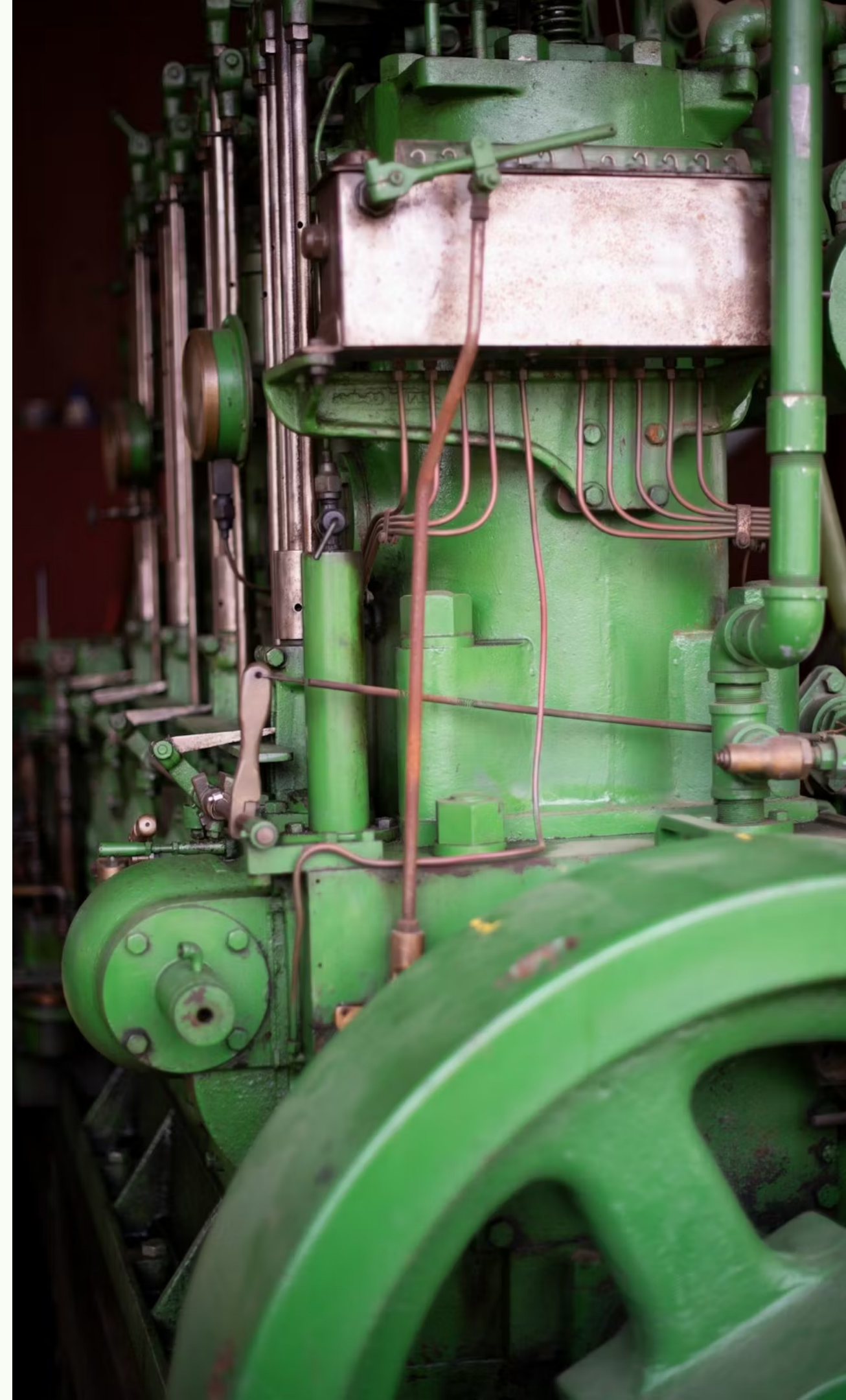


# Strategic Collaboration between Werkstatt & MAS



# About us

**Werkstatt** was established in 2025 as a subsidiary of **Huba Group**, focusing on the energy, marine, and mining industries.

To execute service operations and manage new building processes in the energy and marine sectors, **Werkstatt** launched Octo Energy.

Octo Energy's core competencies include:

- Development of embedded software and design of automation panels for power plant commissioning projects
- Operational and technical support for thermal and diesel power generation facilities
- Design, integration, and commissioning of marine engine and propulsion automation systems for new building ships
- Mechanical and automation retrofit services for propulsion systems (CPP , STT, TT), including control system upgrades on in-service ships

# Strategic Collaboration Opportunities Between MAS and Werkstatt

**MAS** and **Werkstatt**, operating in parallel sectors with complementary service portfolios, can align on multiple strategic objectives to enhance market presence and technical capacity. Key areas of collaboration include:

- **Strategic Market Penetration**

Leveraging Werkstatt's operational and field capabilities to successfully and profitably position MAS-represented technologies within the Turkish market.

- **Project-Level Product Integration**

Prioritizing the use of MAS-represented equipment and systems in Werkstatt's ongoing and future projects across energy and marine sectors.

- **Technical Knowledge Transfer**

Providing dedicated technical training for Werkstatt personnel on MAS-represented products, enabling dual operational deployment across both organizations.

- **Joint Project Development**

Co-developing tailored engineering solutions and project scopes to address market-specific demands, particularly in energy and ship automation domains.

- **Collaborative Execution in Upcoming Projects**

Establishing an aligned approach to pursue and execute potential projects together—combining commercial strength and technical expertise.



# Collaboration Scope Under The Woodward Representation

Building upon the strategic alignment between MAS and Werkstatt, the **Woodward** product line presents significant opportunities for market expansion and service development across multiple sectors. The collaboration framework may include the following areas:

- **Comprehensive Product Sales Coverage**

Representation and sales of Woodward equipment and components across energy, marine, and mining sectors, with a focus on control systems, governors, actuators, and power management solutions.

- **Field Engineer Training & Certification**

Technical training programs for Werkstatt service engineers to ensure certified installation, commissioning, and troubleshooting of Woodward systems.

- **Remote Technical Support**

Establishment of real-time online field support infrastructure to assist service teams during commissioning.

- **SOGAV Valve Sales & Repair Services**

Specialized handling of SOGAV (Solenoid Gas Valve) product line, including both sales and in-house repair capabilities, supported by trained personnel and standardized testing procedures to meet OEM specifications.

- **End-User Engagement**

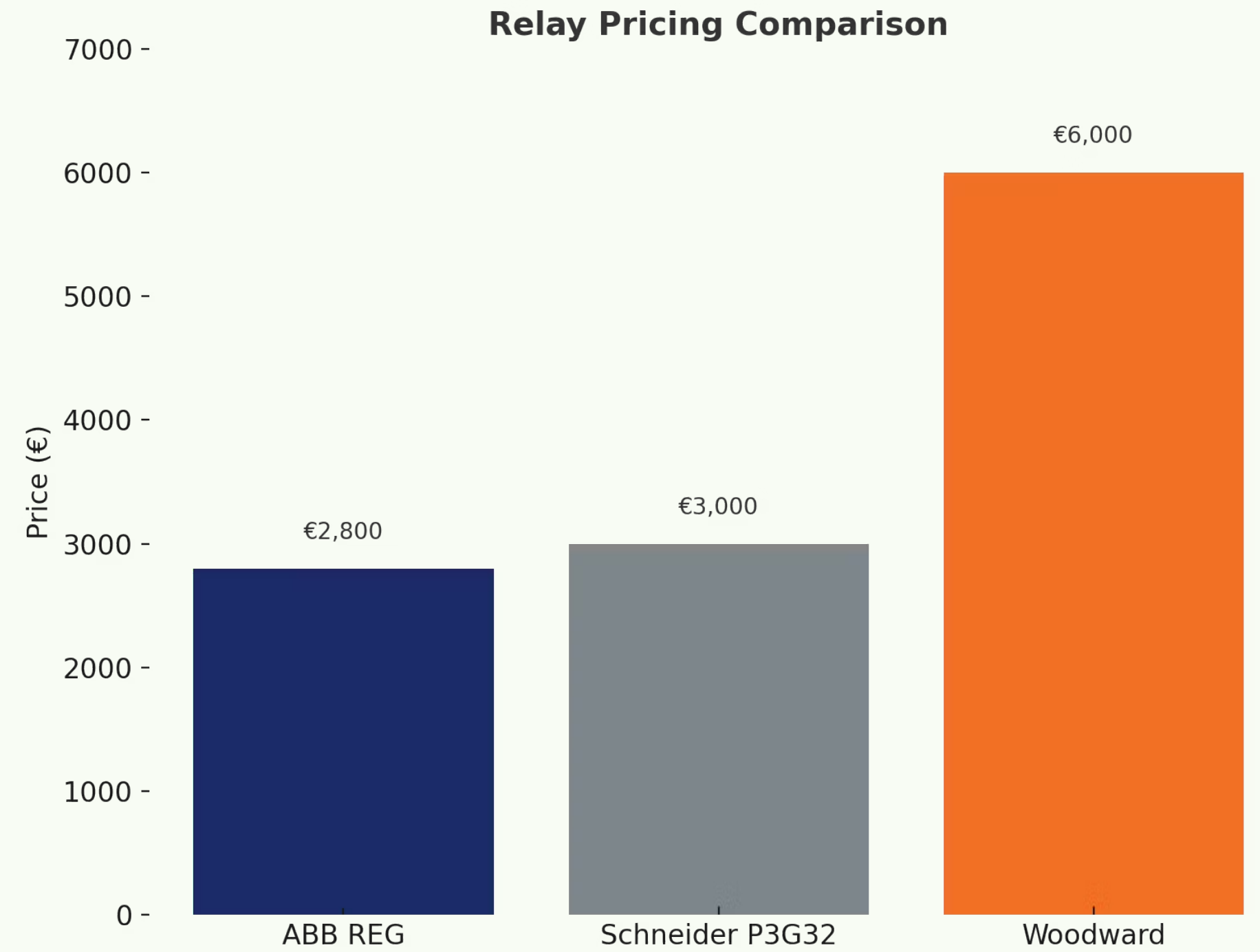
Parts end-user restrictions ( especially SOGAV ).

# Gas Engine Retrofit Potential

- Growing demand due to Wartsila's discontinuation of support DF or GAS ?
- Wartsila retrofit costs ~€600,000 / engine for Engine control system - Plc system- Scada - Generator AVR & Protection
- Werkstatt & MAS can offer cost-effective retrofits with aftermarket opportunities.

# Commercial Challenges

- ABB REG Compact Relay €2,800
- Schneider P3G32 €3,000
- Woodward equivalent ~€6,000
- → High pricing reduces project competitiveness and profit margins. What will be the option. ? for Relay SEG ??



# Ongoing Retrofit & Commissioning Project

- Plant A : 13 x Wartsila GenSet (confirmed)
- Plant B : 4 x Wartsila GenSet (confirmed)
- Plant C : 9 x MAN GenSet (confirmed)
- Plant D : 3 x Wartsila GenSet (in negoaon)?

# KPS Project 220MW to 600MW with 4 Stroke Engines & Gas Turbines

There is very big opportunity in floang plant business in Turkey for MAS

- Plant project & cabling
- Panel producon for aux system
- 50 MW/Hrs Baery Ship Project





We as WERKSTATT propose to support MAS's growth in Turkish market by offering tailored market access strategies, project-based sales collaboration, and reliable after-sales service capabilities.