

新闻稿

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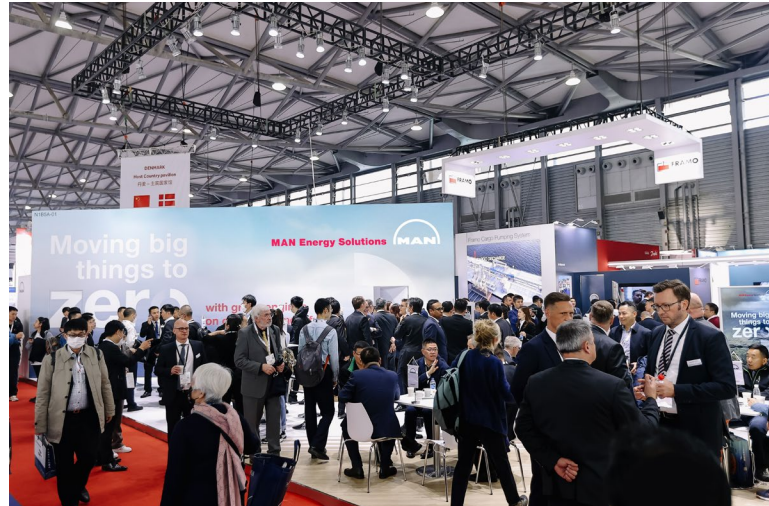
MAN Energy Solutions attends Marintec China 2023

Diversification of production, education, and research empowers China's high-quality development and promotes low-carbon emissions reduction in the global maritime industry

From 5-8 December, MAN Energy Solutions, a pioneer in global energy solutions, made an appearance at the Marintec China 2023. MAN's booth at Marintec, covering over 160 square meters, focused on showcasing its digital technology, decarbonization solutions, and full lifecycle services in the field of shipbuilding and marine engineering. A series of mini-lectures and exchanges were held on-site with the topics of marine decarbonization technologies and future fuels etc. At the same time, MAN used the occasion to establish strategic cooperation with several Chinese enterprises and higher education institutions, continuously expanding partnerships, deepening cooperation levels, and injecting new momentum into the efficient and green development of China and even the global maritime industry.

In order to fully implement its strategic concepts of digitalization and decarbonization, MAN Energy Solutions adopts 3D printing technology and displays a 3D printer on its booth. The booth also features two interactive screens showing MAN's latest IPE application. This program can present in 3D all the different components of MAN's two-stroke and four-stroke marine propulsion systems, including the main engine, generator set, turbocharger, propeller, control system, and MAN's innovative digital service "PrimeServ Assist". In addition, MAN also created a vibrant green wall, symbolizing that the group is ready for decarbonization. Relying on digital technology and low-carbon and environmentally friendly production methods, MAN leads attendees to have a better understanding of its products, advanced technology, and services from multiple perspectives, visually, and comprehensively in an intuitive and sustainable manner.





During Marintec, MAN Energy Solutions signed a retrofit project agreement with Shanghai COSCO Shipping Heavy Industry Co., Ltd. for the methanol retrofit of four single fuel engines of two 13,800 teu container vessels and two 20,000 teu container vessels into MAN B&W 11S90ME-LGIM10.5 dual fuel engines capable of operating on fuel-oil or methanol, in the process becoming the first vessels in COSCO's fleet capable of sailing on methanol. The agreement also includes an option for the retrofit of an additional nine vessels for 20,000teu container vessels.



Picture at the signing at Marintec China: (front left) Xiaodong Guo, Managing Director of COSCO Heavy Industry Shanghai Co.,Ltd and (front right) Michael Petersen, Senior Vice President, PrimeServ Denmark of MAN Energy Solutions

MAN Energy Solutions also collaborated with Youlian Dockyard to establish a cooperative workshop in Shenzhen and increase local technical personnel. This workshop not only covers the maintenance services of traditional MAN diesel engines, but also have the most advanced fuel solenoid valve test bench, gas injection system test bench, etc. to provide customers with retrofit services for dual fuel models and one-stop service for all series of model parts in the workshop.

MAN had four service workshops of PrimeServ Marine & Power located in Shanghai, Changzhou, Zhoushan, and Dalian. The establishment of the new workshop in Shenzhen is a demonstration of MAN's expansion and improvement of its service system in China, as well as its deep cultivation in the Chinese market.



Martin Lyager Hansen, Head of PrimeServ Marine & Power China of MAN Energy Solutions and Mr. Wang Yangzhi, General Manager of YiuLian Dockyards (Shekou) Limited signed the agreement.

MAN Energy Solutions has also reached a license agreement with Shaanxi Diesel Heavy Industry Co., Ltd. (SXD) and China Shipbuilding Trading Co., Ltd.(CSTC) for the Licensing of MAN 35/44DF CD Auxiliary Engine. This new generator set provides comprehensive performance advantages: low capital expenditure, digitization, ease of integration, low emissions, and flexibility for the future. It meets the constantly changing market demands with excellent efficiency and prepares for future fuel use and further carbon reduction. As the first domestic manufacturer to obtain the license for this model, the cooperation between CSTC, SXD and MAN Energy Solutions has a long history. As early as year 2004, SXD has received the license from MAN. The signing of this license agreement will further strengthen the cooperation between MAN, SXD and CSTC, and promote the widespread application and green development of dual fuel gensets in the shipbuilding industry.



At the witness of Mr. Hu Kai, General Manager of China Shipbuilding Trading Co., Ltd and Mr. Suni Zhihong, General Manager of Shaanxi Diesel Heavy Industry Co. Ltd, Mr. Shi Shuo, Director of No. 3 Business Department of CSTC and Sephardim Koblenz, Head of Licensing 4-stroke large-bore of MAN Energy Solutions signed the Licensing agreement of 35/44 DF CD.

In addition to business cooperation, MAN has also signed a memorandum of understanding with Dalian Maritime University to have in-depth cooperation in technology research and development, teaching and training. Specifically, MAN will provide support for the development and updating of curriculum and textbook content for the College of Marine Engineering at Dalian Maritime University, and provide partial theoretical training for teachers and students according to teaching arrangements; Intentionally planning to establish a joint laboratory and establish a joint training center between MAN and Dalian Maritime University to jointly carry out high-end training on diesel engine technology, management, and maintenance; Establish MAN naming classes and naming classrooms; Establish a college-enterprise practice mechanism, regularly receive teachers to participate in the MAN Academy's new technology operation training every year, and select outstanding students to join the MAN internship.



At the witness of Sarath Prasannan, Head of Region APAC of MAN Energy Solutions and Mr. Zhao Youtao, Vice President of Dalian Maritime University, Martin Lyager Hansen, Head

of PrimeServ Marine & Power China of MAN and Mr. Lin Yejin, the Dean of Marine Engineering College at DMU signed a MoU on behalf of both parties

Sarath Prasannan, Head of Region Asia Pacific of MAN Energy Solutions says: “In order to meet the requirements of the shipping industry for green transformation, there is an urgency to reduce the carbon emissions of existing fleets. For decades, MAN has been a pioneer in global ship technology innovation. We believe that MAN's advanced technology will help reduce global carbon dioxide emissions by 10%. China has always been one of MAN's most important and strategic markets. Based on the unique technology and service portfolio of the group, MAN has deep insight into customer needs, empowering Chinese customers and partners with better products and services through resource allocation, promoting high-quality development in China through diversified production, technology advancements, education and research, and improving the efficiency, sustainability, and profitability of the global marine industry.”

Stjepan Kucifer, Managing Director of China of MAN Energy Solutions says: “Relying on technological innovation and research and development, MAN Energy Solution is always committed to create sustainable and prosperous solutions. Marintec China is one of the two largest and most influential maritime exhibitions in the world, and MAN has participated in it since its inception. After four years, Marintec China is once again being held offline. MAN is looking forward to actively engaging in dialogue with the industry on this international platform, deepening exchanges and discussions on the green, low-carbon, and smart development of the maritime industry, consolidating new ideas and activating new momentum for industry transformation.”

MAN Energy Solutions 可帮助客户在向碳中和未来的过渡过程中实现可持续的价值创造。为应对未来在海洋、能源和工业领域面临的诸多挑战，我们在系统层面对效率和绩效进行了提升。250 多年来，我们在先进工程领域始终处于优势地位，拥有一系列先进的技术组合。MAN Energy Solutions 总部位于德国，全球有 120 多个工厂，拥有约 14,000 名员工。我们的 MAN PrimeServ 拥有一个庞大的服务中心网络，可为全球各地的客户提供服务。