



Framtidens framdriftsystem med funktion och miljö i fokus

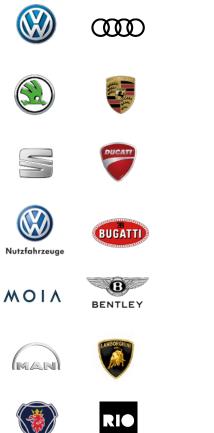
Roger Göthberg MAN Energy Solutions September 18, 2019

Powering a better future

MAN Energy Solutions Future in the making



MAN Energy Solutions a part of Volkswagen Group





Drivers of our company strategy

What we do to power the change

Decarbonization

calls for new technologies

- Limit global warming to below 2° Celsius
- Carbon neutrality until 2050

Our strategic business areas

Engines & Marine Systems



Power Plants



Turbomachinery

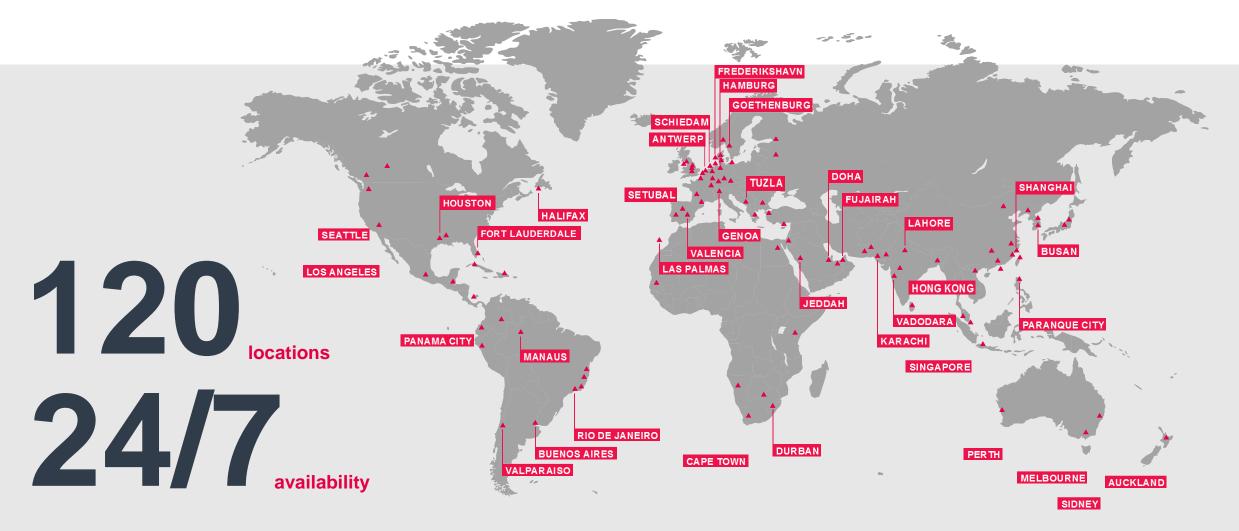


Aftersales MAN PrimeServ



Our global aftersales network

MAN PrimeServ

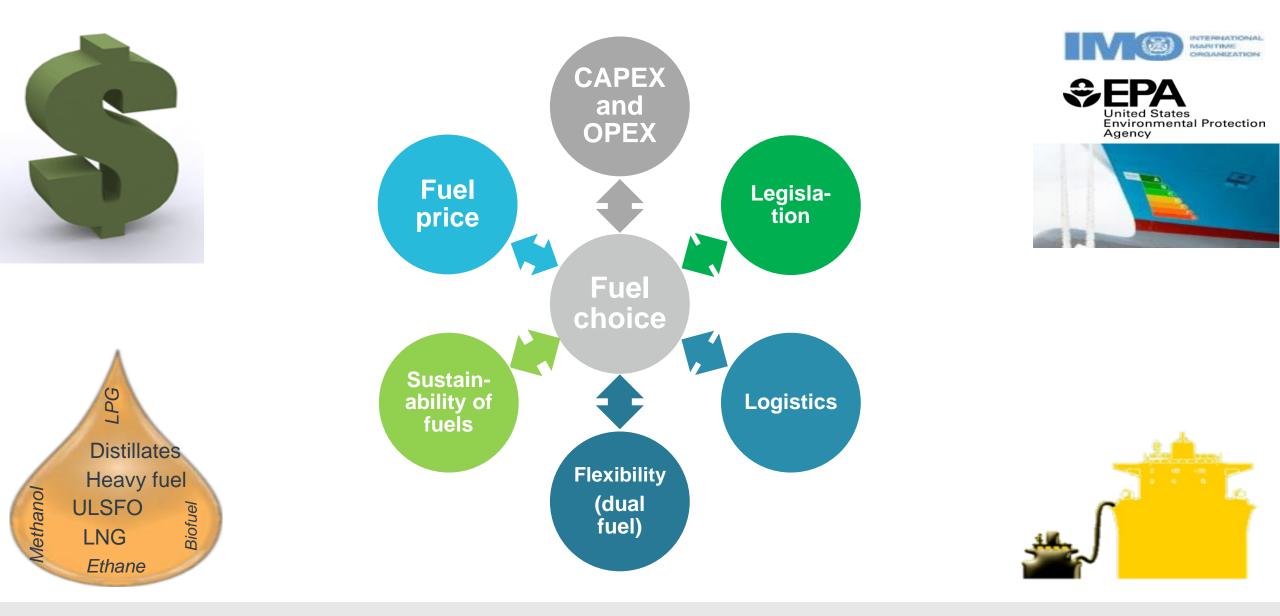


What is the right way?



LNG			Methanol	
	LPG			
Bio-LNG	3	Ethane		
	Hybrid			
			HFO	
LSFO		H2		
	ULSFO			
			Gas Oil	
Scrubber				
	EGR			
SCR		Power-i	n-port	
	Ammon	ia		
			Battery	

Influencing Factors on Fuel Choice



Public

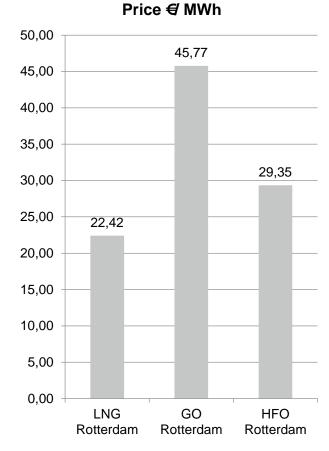
LNG has never been more competeitive, ever!

Price for GO;

600 USD/ ton

Price of LNG;

Ca 22.4 EUR/ MWh NCV



Example;

Consumption appr. 16000 mt LNG/ year Equals 220 000 MWh

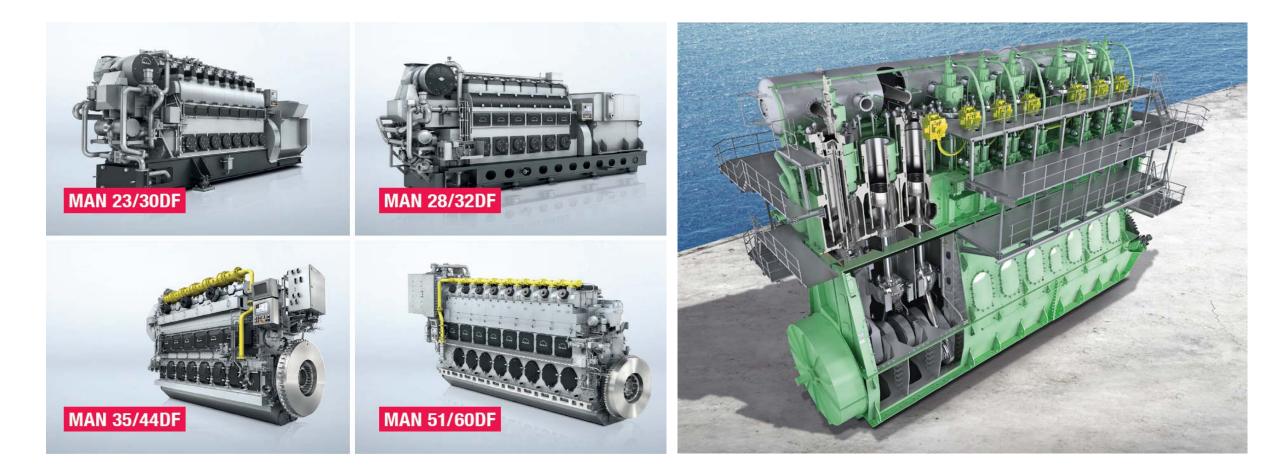
Price diff GO = 22.4 / 45.7 = 23.4 EUR/ MWh

= 5 100 000 EUR/ year in fuel cost savings!



MAN's 4-stroke Medium Speed & 2-stroke Slow Speed DF Engines

Covering Power Range from 625 kW to 80,000 kW



Accelerate the change

Retrofit's for existing vessels to improve environmental performance

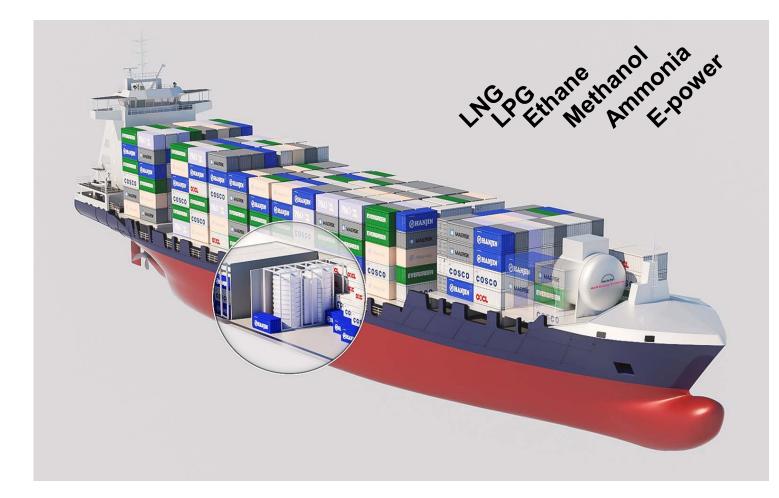
LNG conversion 4-str & 2-str engines

LPG, Ammonia, Ethane & Methanol conversions for 2-str engines

Propeller optimization

Hybridization

Turbo charger upgrades



World's first conversion to Dual-Fuel Operation

MAN PrimeServ Retrofit: 99% less sulfur oxides, 90% less particulates, 80% less nitric oxides and up to 20% less CO_2 emissions in gas mode



Retrofitting of the 1,036-teu feeder container ship 'Wes Amelie's' MAN 8L48/60B main engine to a multi-fuel, four-stroke MAN 51/60DF



Hapag Lloyd Project

Hapag Lloyd Case

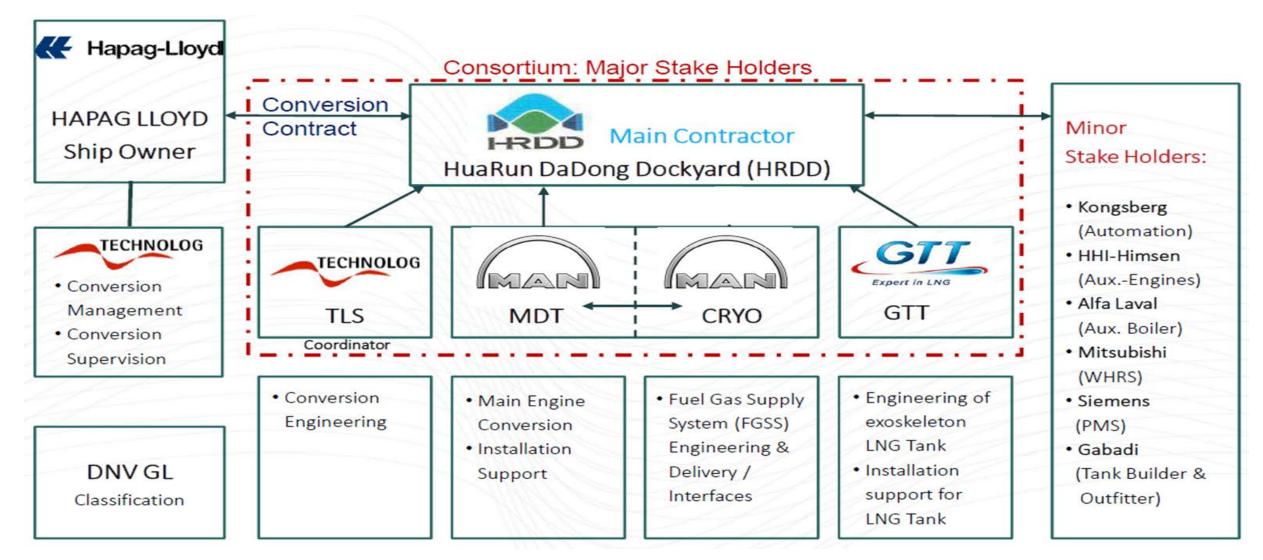
Project Details

- Owner: Hapag Lloyd
- Vessel Name: SAJIR
- Engine Type: 9S90ME-C
- Size: 15.000 TEU Mega Carrier
- New Engine Type: 9S90ME-C-GI
- Conversion Yard: HRDD

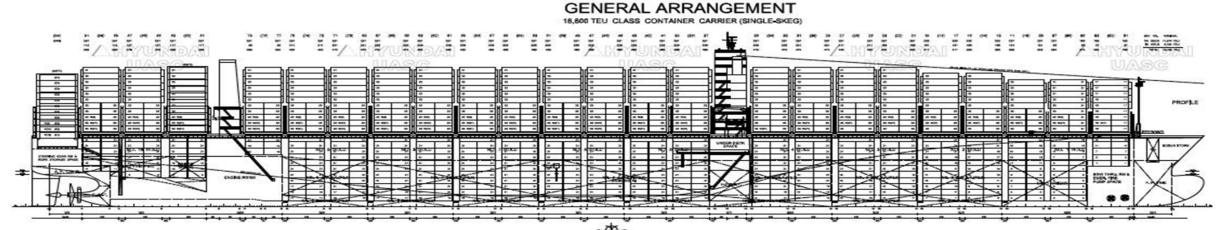
First VLCV in the world to be retrofitted to be fueled with LNG



Hapag Lloyd Case



Hapag Lloyd Case



UASC A15 – 11 Nos. Years built 2014 - 2016

Length over all	368.00 m
Length betw. Perp.	352.00 m
Breadth (moulded)	51.00 m
Depth (moulded)	30.35 m
Draught (design)	14.50 m
Draught (scantling)	15.50 m
Container Capacity	14,500 TEU
Reefer Capacity	1,000 TEU
Catch-up Speed (Ts)	22.0 kts

Machinery details:

Main Engine: MAN 9S90ME-C10.2 Power MCR: 54,900 kW / 84 RPM Power NCR: 32,625 kW / 68.7 RPM Aux. Engines: Himsen 9H35DF (4,320 kW) x 4 WHRS / PTO-PTI: installed

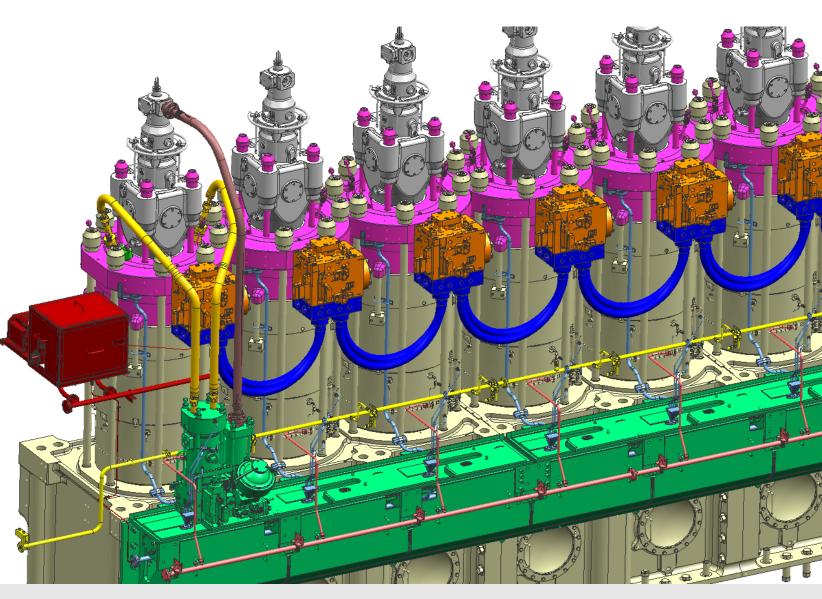
Daily Fuel Consumption (av.):	62.8 t
Yearly Fuel Consumption of string:	248,000 t
Transport Cost per TEU/nm:	1,53 ct
CO ₂ output per TEU/nm: CO ₂	63.2 g
output of string per year:	0.8 Mio. t

Strictly confidential

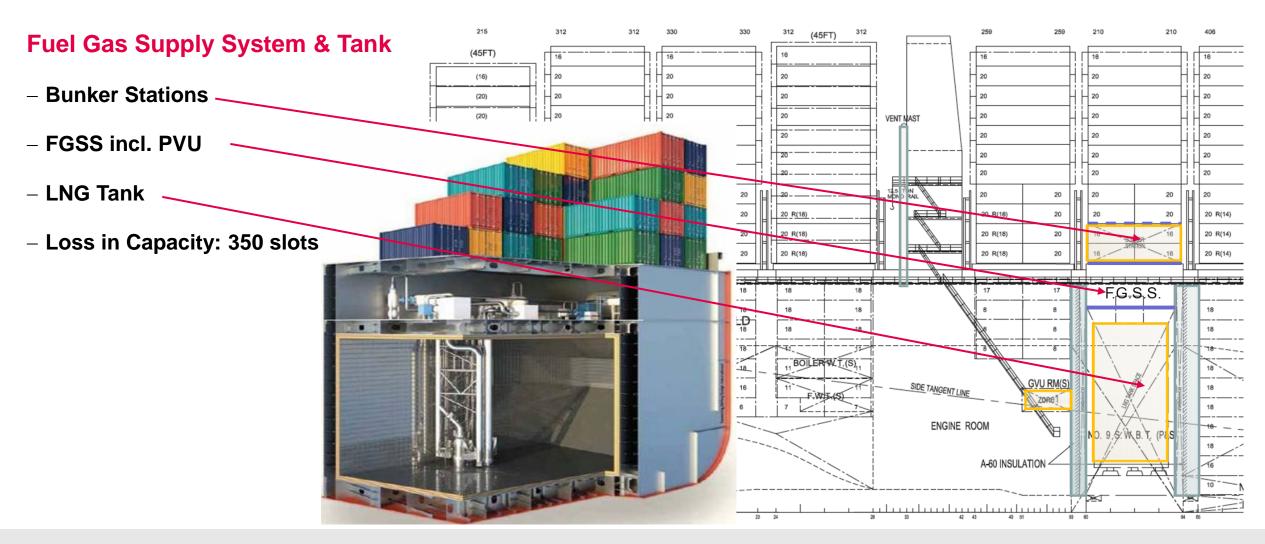
Hapag Lloyd Case

Main Engine Scope

- Cermet coated Piston rings
- Piston
- Sealing oil system
- GI(E) control system
- HP fuel pipes
- Gas injectors
- Cylinder cover
- Cylinder liners
- Gas control block
- Adaptor block
- Gas chain pipes
- LP oil system
- Compression shims



Hapag Lloyd



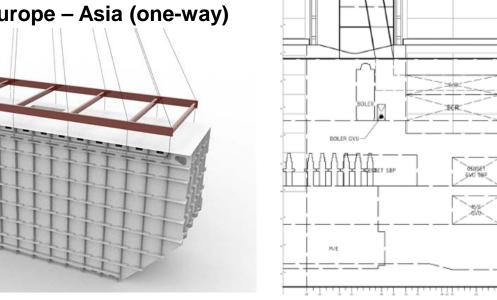
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ME-GI Retrofit

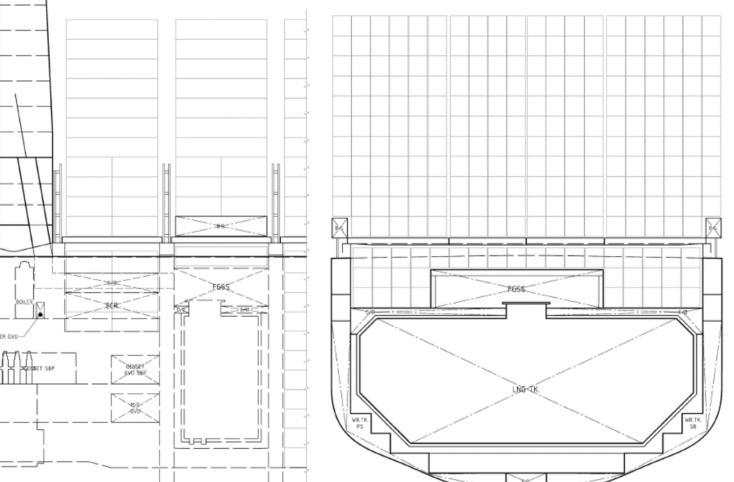
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LNG Tank Specifications

- Type: Membrane Tank build in exoskeleton structure
- Size: 6.800 m3
- Endurance: Europe Asia (one-way)



Public

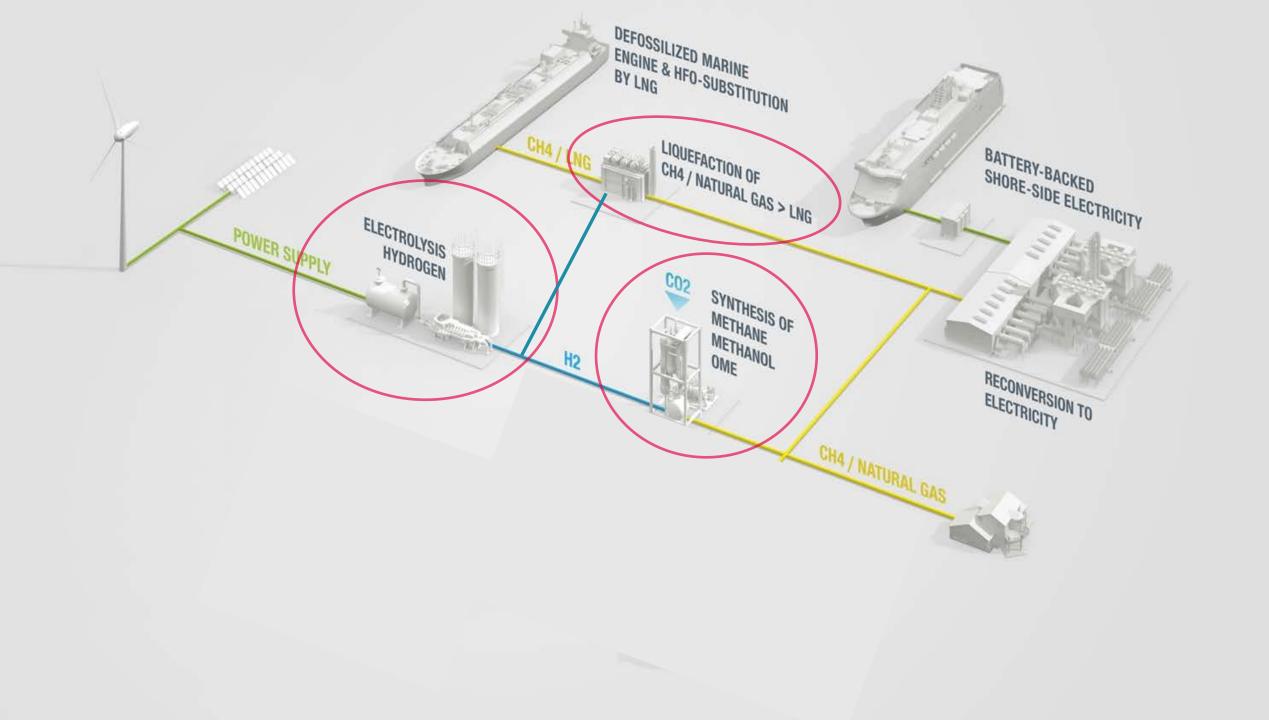




Taking the next step towards Carbon neutral Shipping

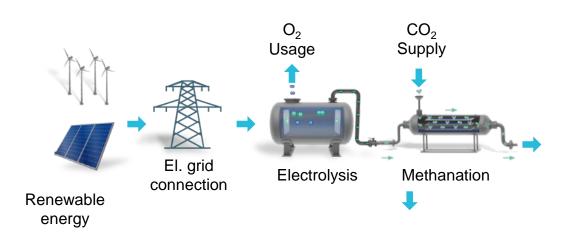
P2G - Converting electricity to Hydrogen & Synthetic Gas





Combined solutions

Digestion & electrolysis



Gas grid



LBG SynGas LNG



MAN Power to Gas - Audi

MAN customer reference in Werlte







Key facts:

- 6,3MW power input for alkaline Electrolysis
- SNG used as e-fuel for Audi customers
- Methanation reactor by MAN Deggendorf

Commercial operation since December 2013

Picture source: Audi

Electric & Hybrid propulsion

Hybrid solution

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Project Seaspan

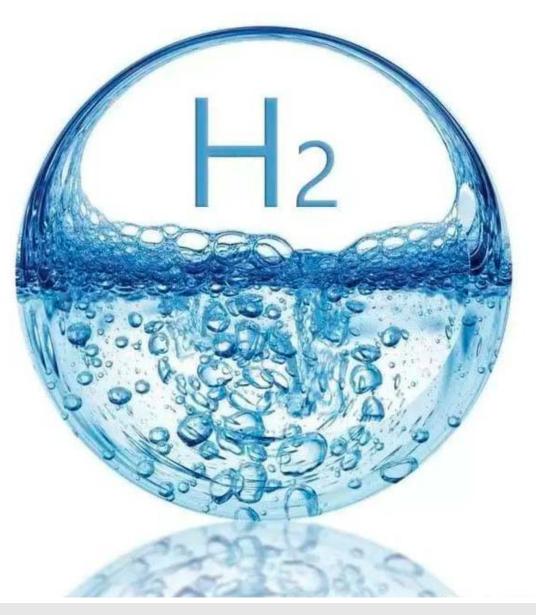
LNG Battery Hybrid propulsion

- 2 x MAN 35/44 DF engines (one always in stand-by)
- Pure Gas start
- Excellent load pick-up capability
- MAN AKA Battery Hybrid system
- MAN Cryo Fuel Gas Supply System



Peak power support from batteries to optimize engine performance, fuel consumption and emissions

Hydrogen – an alternative to batteries



Picture from Best Water Inc

Cooperation for a cleaner future



Electrolysers Fuel stacks Hydrogen fueling solutions



MAN Cryo

Batteries Hybrid systems Energy storage

Cryogenic solutions

Liquid Hydrogen – fuel gas system



Class approved

- For fuel cell feed
- Approval in principal by class
- Ready to be delivered
- Tank size 10 400 cbm

Bunkering solutions LH2 & LNG

Complete solutions from well-to-propel



Flexible bunkering solutions for

- LNG
- Hydrogen



MAN Energy Solutions Future in the making



Thank you!

Roger Göthberg

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