



Technology trends in the German Marine Equipment Industry

- Opportunities for the Greek shipping and shipbuilding industry

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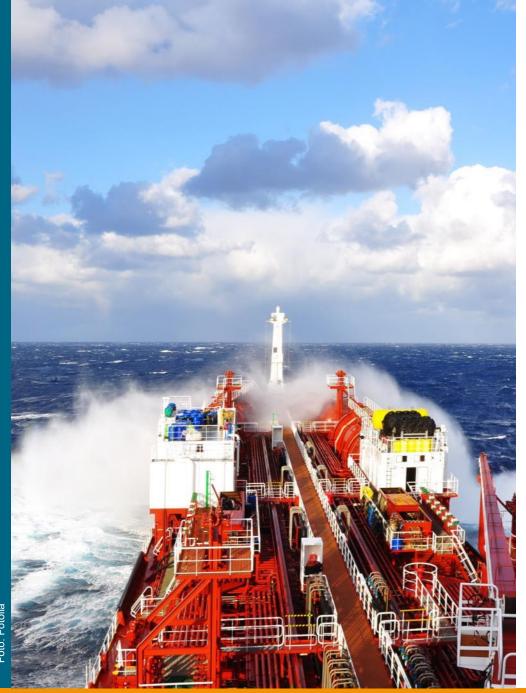
Managing Director VDMA Marine Equipment and Systems

Association Profile VDMA - Marine Equipment and Systems

- » VDMA (Mechanical Engineering Industry Association): Largest industrial association in Europe
- » German Marine Equipment and Systems: Special division of VDMA
- » 250 Member companies from all industrial branches like
 - Mechanical engineering
 - Electrical engineering / Electronics
 - Interior equipment, etc.



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German Marine and Offshore Equipment Industries



Facts and Figures

- » 400 manufacturing companies
- » 63,000 employees
- » Turnover: Euro 11 billion
- » Export Volume: 75 %
- World's largest exporter of marine equipment

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Technology / Market Trends



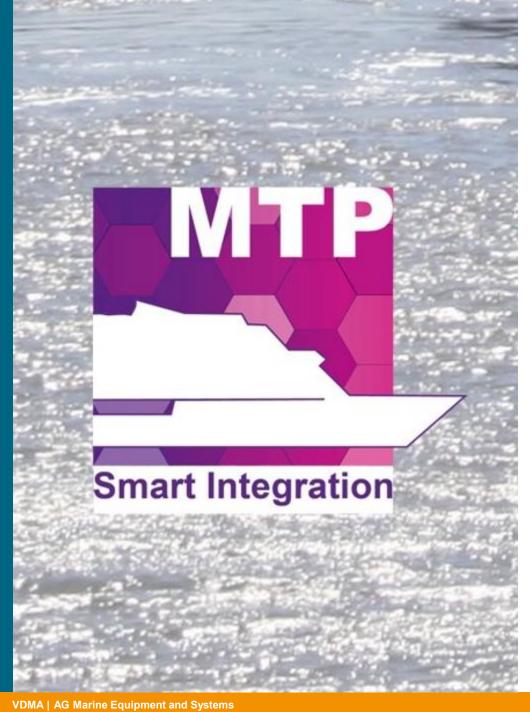
Trends in maritime demand:

- » Larger and more complex vessels
- » More reliable technologies
- Green and safe technologies
- Maritime Energy Transition
- » Digitalization
- » Improved Efficiency / Cost reduction

Consequences for marine equipment industries:

- Equipment of higher value, quality and reliability is needed
- Solution of System System Solution of System System Solution of System System
- » Life Cycle Cost and Initial Cost counts
- New and deeper cooperation between companies needed
- » Cooperation opportunities for Greek and German Companies!

Fotos: VDMA, MMG



Main challenge: Missing digital standards



Solution:

"MTP in shipbuilding"

- MTP = Module Type Package
- Standardized integration of subsystems
- MTP already established in the process industry
- Adapted and modified for ship technology 6/2021
- Increasing efficiency along the marine value chain

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German Marine Equipment Industry

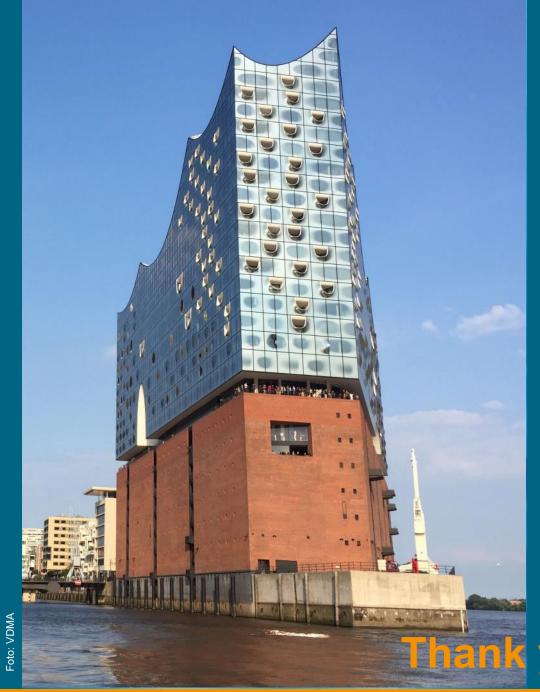
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German Marine Equipment

- looking forward to fruitful cooperation with the Greek maritime industry!

Thank you very much for your attention!

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