

---

**Press release**

Augsburg, 2018-0713

---

**MAN Energy Solutions SE**  
Stadtbachstraße 1, 86153 Augsburg  
GermanyPostal address:  
86224 Augsburg, Germany[www.man-es.com](http://www.man-es.com)

---

**Group Communications**  
Jan Hoppe  
P +49 821 322 3126  
[jan.hoppe@man-es.com](mailto:jan.hoppe@man-es.com)

## MAN Energy Solutions Ready for SMM

**Company stand at major trade fair to showcase new hardware and address industry trends including decarbonisation and digitisation**

MAN Energy Solutions has announced its agenda for SMM 2018, the leading international maritime trade fair in Hamburg from September 4<sup>th</sup> to 7<sup>th</sup>. The company will focus on future themes and new hardware on its stand, which will present itself in a totally new livery in accordance with the company's recently unveiled, new corporate design. The stand layout also marks a clear departure from previous years, placing an emphasis on exchange and orientation in an uncertain industry environment.

### Vision Talk Box

A new departure for MAN Energy Solutions at SMM this year is the introduction of its Vision Talk Box that will bring together a group of experienced panellists from across the industry to take part in exclusive debates at the company's SMM stand.

The Vision Talk Box sessions will take place on Tuesday, Wednesday and Thursday and direct their attention towards the current major topics of interest within the maritime sector, including digitisation, decarbonisation, energy efficiency and future fuels.

### Decarbonisation

The company is using SMM to further its decarbonisation agenda by presenting new dual-fuel engines. The Two-Stroke business unit will be promoting its brand-new ME-LGIP dual-fuel engine, aimed at decarbonisation and the growing LPG (Liquid Petroleum gas) sector.

Bjarne Foldager – Vice President, Sales & Promotion – Two-Stroke Business, said: “The ME-LGIP builds on the success we have had with our ME-GI gas-injection and ME-LGI liquid-gas injection engines. Employing essentially the same proven technology, we can now add LPG to the expanding list of non-HFO/alternative fuels that our two-stroke technology can exploit.”

MAN Energy Solutions' Four-Stroke interests will also be represented by the new MAN 45/60CR engine. Lex Nijsen – Vice President, Head of Four-Stroke Marine – said: “We're looking forward to showcasing the 45/60, the latest in our '4X' line of high-performance diesel engines, at SMM. It's a versatile unit that we are offering to the market in marine and land-based versions. The marine unit is initially available as 12V/14V versions with 15,600 and 18,200 kW power outputs respectively, while the land-based version is available as a 20V45/60 unit that can deliver 26 MW, the most powerful four-stroke engine ever built.”

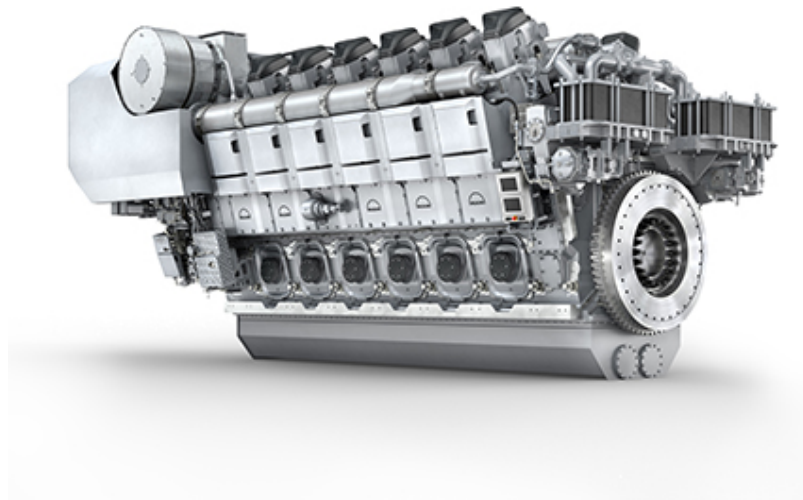
Additionally, MAN PrimeServ, the company's after-sales division, is using SMM to advance the decarbonisation vision through, among other possibilities, the

promotion of its retrofit service that converts existing, HFO-burning engines in the field to dual-fuel operation.

## **Digitisation and systems competence**

The MAN Energy Solutions stand at SMM will also offer the possibility to experience live the company's new propositions within the field of digital products for the shipping industry with an emphasis on making business more efficient and transparent for customers. The intention is to show how digitisation is more than just the application of digital technologies, but deals too with the general trend towards a 'service and solutions' industry.

The company additionally plans to use SMM to promote its systems competence within hybrid marine solutions. This is where mechanical and electric engines work together to provide power for propulsion and hotel loads, optimising the fuel efficiency of vessels that have a flexible power demand. New battery-storage solutions will further reduce maintenance costs, fuel consumption, greenhouse gas emissions and noise production.



*The MAN 45/60CR engine*

---

MAN Energy Solutions enables its customers to achieve sustainable value creation in the transition towards a carbon neutral future. Addressing tomorrow's challenges within the marine, energy and industrial sectors, we improve efficiency and performance at a systemic level. Leading the way in advanced engineering for more than 250 years, we provide a unique portfolio of technologies. Headquartered in Germany, MAN Energy Solutions employs some 14,000 people at over 120 sites



globally. Our after-sales brand, MAN PrimeServ, offers a vast network of service centres to our customers all over the world.