
Press release

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MAN Energy Solutions Signs Global Service Agreement with Wallem Group

Strategic partnership will provide world-class customer service

MAN Energy Solutions has signed a Global Key Account Management contract with Hong Kongbased Wallem Group, the leading provider of technology-driven maritime solutions. The contract covers the supply of spares and services to MAN main engines, generators and turbochargers aboard vessels managed by Wallem.

The global agreement covers all offices of the Wallem Group and provides access to a dedicated global and local key account manager from MAN PrimeServ, MAN Energy Solutions' after-sales division. MAN PrimeServ will manage the contract from Hong Kong in close cooperation with a network of over 100 global PrimeServ hubs.

Wallem currently has over 200 vessels under asset management, operating from its head office in Hong Kong and ship-management hubs in Singapore, Hamburg, India and Cyprus. The agreement covers over 580 units of MAN Energy Solutions' equipment aboard the diverse Wallem fleet that includes tankers, containerships, bulk carriers and vehicle carriers.

Frank Coles, CEO Wallem Group, said: "Our strategic partnership with MAN Energy Solutions comes as a part of our commitment to provide world-class customer service around the globe and deliver advanced technology-driven solutions. With MAN maintaining vessel engine systems, we can ensure a high level of safety, reliability, and asset utilization."

Per Rud, Senior Vice President – MAN PrimeServ said: "This Global Key Account Agreement builds on the foundation of a strategic partnership and developing sustainable value for Wallem Group through transparency and trust. Through this agreement, MAN offers a holistic life-cycle approach for Wallem's fleet that includes knowledge sharing and technical support, fleet-maintenance planning, procurement forecasting and budgeting."

Sarath Prasannan, Managing Director – MAN Energy Solutions Hong Kong said: "Through close dialogue and co-operation, Wallem will be able to benefit from the technology and resources at MAN, pursue joint-development projects and develop its potential optimally. We have a long history with Wallem and, with this agreement, wish to take our relationship to the next level and connect globally."

About Wallem Group

The Wallem Group is a leading provider of technology-driven maritime solutions, offering services supporting the complete lifecycle of a vessel from newbuilding supervision to end-of-life recycling guidance. Wallem's extensive portfolio includes

asset management, crewing, training, ship management, safety and compliance management and agency services.

As one of the largest and most experienced solutions-providers globally, Wallem offers world-class support to shipowners by bringing its customer-centric and transparent approach to all aspects of fleet operation. Wallem combines technology and forward-thinking to deliver on safety, technical, and commercial performance without compromise. Wallem believes in collaboration to foster innovation in meeting future needs.

Wallem operates globally with a shore-based team of 1,000 and more than 7,000 highly qualified seafarers, serving nearly all vessel segments.

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Pictured at the signing of the Global Key Account Management contract (from left to right): Mark Haslett (Global Director, Procurement, Wallem Group), Kennis Lee (Procurement Manager, Wallem Group), Frank Coles (CEO, Wallem Group), Jorgen Cilinder (Head of Global KAM, MAN PrimeServ, Denmark), and Sarath Prasannan (Managing Director, MAN Hong Kong)

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.