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MAN Diesel & Turbo secures orders from Iranian oil and gas industry

Turbomachinery trains and service contracts to support infrastructure in the Iranian midstream and downstream business

With a double-digit million order volume, MAN will deliver two turbomachinery trains of its ReTPac concept (Refinery Train Package) to a refinery about 450 km south of the Iranian capital Tehran. The machinery has been ordered by Iranian EPC Nargan Company and will later be operated by Esfahan Oil Refining Company (EORC). The ReTPac trains will serve the process of hydrotreating, ensuring an efficient production of ultra-low sulphur fuels.

Next to this order, MAN PrimeServ as the company's service provider received several spare part orders from the Iranian Oil Pipelines and Telecommunication Company, where MAN supports the client with service and upgrading of turbomachinery equipment along the Marun-Isfahan oil pipeline. This includes delivery of spare parts for gas turbines of the S-Series, a heritage brand of MAN Diesel & Turbo.

"These initial orders reward our efforts to reestablish relationships with Iranian partners now that the international sanctions have been lifted", states Dr Uwe Lauber, Chief Executive Officer of MAN Diesel & Turbo. "Since the first projects around seventy years ago, MAN Diesel & Turbo has delivered a three-digit number of machines and installations to the country - whether it is equipment for the oil and gas industry, for industrial production or power generation, we provided equipment for numerous branches in Iran, and we are looking forward to build upon that."

In the course of reentering the Iranian market the company has also reopened its local branch, MAN Iran Power, based in Tehran. "We are delighted to be back into what is a very promising market for us", states Gaby B. Hanna, Director of the company's Turbomachinery business in Middle East/Africa and Chairman of the Supervisory Board for MAN Iran Power. "We are currently in discussion with various new and existing customers, raising our understanding of the specific challenges the Iranian businesses are facing today and enabling us to address the demand with tailor-made offers."

The current order from ERC also underlines the success of MAN Diesel & Turbo's ReTPac concept. Specifically designed for refinery applications, these high-efficiency turbomachinery trains combine compressor and driver as a single-lift unit. Thanks to a customized design based on pre-engineered modules, the ReTPac concept allows for short delivery times. While serving refinery applications like hydro-treating, hydro-desulfurization and hydro-cracking, it allows customers not only in Iran to quickly capitalize on their investment in a volatile downstream market.

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About MAN Diesel & Turbo

Based in Augsburg, MAN Diesel & Turbo is the world's leading supplier of large diesel engines and turbomachinery. MAN Diesel & Turbo employs around 14,900 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China. The product portfolio includes two- and four-stroke engines for maritime and stationary applications, turbochargers and propellers as well as gas and steam turbines, compressors and chemical reactors. Complete solutions such as ship propulsion systems, engine power stations and turbomachinery sets for the oil and gas and process industry round off the scope of supply and services. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.