

PRESS RELEASE

SMM 2014

Zeppelin Power Systems provides turnkey solutions for ballast water treatment in Germany and Eastern Europe

Hamburg, September 8th, 2014.

Zeppelin Power Systems, a leading provider of drive, propulsion, traction and energy systems, and Optimarin, a market frontrunner in the provision of proven ballast water treatment (BWT) technology, have signed an exclusive dealership agreement for the promotion of the Optimarin Ballast System (OBS) in Germany and Eastern Europe. The contract, signed today, means that Zeppelin now holds sole rights for the planning, engineering, supply and after sales service of the popular OBS in Germany, Poland, Russia and all CIS countries, excluding Ukraine.

“Zeppelin and Optimarin’s partnership cements a powerful market position for both companies ahead of the anticipated ratification of the IMO’s Ballast Water Management Convention“, Zeppelin Power Systems CEO Volker Poßögel says. „This is expected to trigger a surge in demand for systems with a track record of successful operation, and we can now offer our marine customers a first-class, flexible, reliable, and cost-efficient solution that is simple to install and maintain. Optimarin, meanwhile, can rely on our exceptional engineering and service standards to support its technology in key marketplaces. It’s a compelling proposition for our customers.”

The complete solution

The agreement sees Zeppelin Power Systems providing a comprehensive offer for shipbuilders and owners, encompassing all planning, design and the customization of the OBS to individual client requirements, as well as installation and service. All engineering work will be provided at the company’s state-of-the-art facilities in Achim, Germany. Zeppelin Power Systems’ portfolio includes the supply with individual components, through mounted skids and complete turn-key solutions to handling of all after sales services worldwide.

“The OBS has already proven its ability in the market“, Optimarin CEO Tore Andersen says. “Worldwide 180 systems have already been installed; more than 300 orders are placed. The agreement with Zeppelin Power Systems provides us with the perfect platform to make even more of an impact in the industry, alongside a partner that is renowned for its marine competence and excellent service.”

Optimarin is a pioneer and innovative leader concerning BWT onboard of vessels up to 60,000 DWT. Its inhouse development and unique system uses UV medium pressure lamps which are way more effective than systems using UV low pressure lamps. Combining effective filtration and high doses of UV irradiation the OBS eliminates threats for marine ecosystems in an environmentally friendly manner, without the use or generation of chemicals or biocides. The Optimarin Ballast System is IMO and USCG approved (AMS), with certification through DNV GL, BV, RMRS and CCS, and, thanks to its modular design, can easily be installed in both newbuilds and existing vessels.

Installation bottlenecks expected

Every year 10 billion tons of ballast water are carried by the global fleet and discharged in the harbors. Accompanying the ballast water invasive organisms, bacteria and pathogens are set free. These don't only threaten the environment but also cause damages in health and economy. Regarding the ratification of the IMO convention, expected for 2015, about 35,000 vessels in the existing global fleet and annually 1,200 newbuilds will have to install a BWT system to match IMO standards in 2016. This surge may lead to installation bottlenecks, if ship owners don't react in time.

During SMM 2014, experts from both Optimarin and Zeppelin Power Systems will be available at the Optimarin AS booth within the Norwegian Pavilion located in Hall B7, Stand 225.



Image footer: Individual planning and engineering of Ballast Water Treatment Systems at Zeppelin Power Systems facilities in Achim, Germany.



Image footer: Example of an Optimarin Ballast Water System – customized building blocks on skid.



Image footer: Optimarin Ballast Water System (here a solution for 1,000 m³/h) with flexible and easy to implement system components.

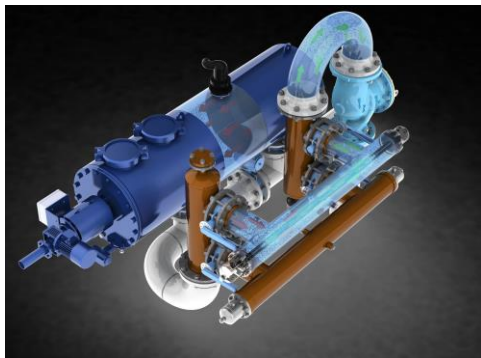


Image footer: Optimarin Ballast Water System – triple cleaning process with filtration and UV irradiation.

About the Zeppelin Group

The Zeppelin Group, which operates at 190 locations worldwide with around 7,700 employees, generated sales of EUR 2.43 billion in the 2013 financial year. It is organized into five strategic business units: Construction Equipment EU and CIS (sales and servicing of construction and agricultural machinery in Europe and the CIS countries), Rental (rental and leasing of construction machines and equipment), Power Systems (drive and energy solutions), and Plant Engineering (engineering and plant engineering). ZEPPELIN GmbH is the Group's holding company, with its legal seat in Friedrichshafen, Germany, and headquarters in Garching near Munich. Detailed information is available at www.zeppelin.com.

About Zeppelin Power Systems GmbH & Co. KG

Zeppelin Power Systems is the official partner of Caterpillar for Cat and MaK engines and a leading provider of drive, propulsion, traction and energy systems. It is a legal entity of the Zeppelin group with over 7,700 employees and a turnover of over 2.43 bn euros and has been partnering with Caterpillar for 60 years. With about 800 employees, Zeppelin Power Systems offers their customers individual, highly efficient system solutions with comprehensive services for industrial and marine applications, the oil and gas industry, rail vehicles and power generation.

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About Optimarin AS

Optimarin is a market leader in the provision of simple, flexible and reliable ballast water treatment (BWT) systems for the maritime marketplace. Based in Norway, the company installed the world's first BWT solution upon the cruise ship Princess Regal in 2000. Since then Optimarin has established an acknowledged position as a preferred supplier of environmentally friendly, market proven technology for vessels up to 60,000 dwt. Find out more at www.optimarin.com.

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