



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

Trade Mission Maritime Industry & Shipbuilding

Germany - United Kingdom
Glasgow & Newcastle, June. 30th – July 4th, 2025



Organizer

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About the Trade Mission

On behalf of the German Federal Ministry for Economic Affairs and Energy (BMWE), Trade Horizons Ltd. is organizing a Trade Mission to Glasgow and Newcastle in cooperation with the German trade association VSM - German Shipbuilding and Ocean Industries Association.

The delegation consists of twelve selected German companies that specialize in technologies and services in the fields of Maritime Industry and Shipbuilding. The delegation will be in Glasgow on June 30th and July 1st and in Newcastle from July 2nd to 4th. The companies are visiting the regions to learn about the maritime industry in the United Kingdom, share their technology and develop strategic relationships with relevant companies. The aim of this delegation trip is to establish new partnerships and cooperations with British and Scottish companies as well as to develop market entry strategies for the German companies and to meet business and trade partners.

The Federal Ministry for Economic Affairs and Energy as client and Trade Horizons Ltd. as organizer cordially invite you to get to know our German delegation participants and engage in B2B activities.

The German companies will present their products and technologies and will be available for business meetings and extensive networking. The delegation is also interested in learning interesting and up-to-date information about the UK market from local players and market experts as well as exploring opportunities for German-British and German-Scottish cooperation.

Feel free to contact us and arrange individual meetings with one or more of the following German companies! We are happy to answer any questions you may have. If you are unable to attend during the week of the Trade Mission, we can help you set up a personal or digital meeting in the future.



The Trade Mission is accompanied by **Mr Tom Bruchmann, Consultant at the Maritime Economy and Office of the Coordinator for Maritime Economy**, from the Federal Ministry for Economic Affairs and Energy.

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Phone: +49-30- 18-615-5341

E-Mail: Tom.Bruchmann@bmwk.bund.de

Message of greeting from the Foreign Market Entry Programme



Mr. Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Energy (BMWE)
Germany Trade & Invest

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the initiating business opportunities module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between the United Kingdom and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy, I would like to thank the participants from Germany, all multipliers, and other involved parties in the United Kingdom for their contribution to create a successful measure.

German Shipbuilding and Ocean Industries Association (VSM)

The German Shipbuilding and Ocean Industries Association (VSM) represents the political and economic interests of the whole supply chain of the German maritime industry. Founded in 1884, today it represents the economic interests of more than 850 direct and indirect member companies vis-à-vis politics in the EU, federal government and federal states as well as public authorities and the general public. It advises and supports its members in areas such as export and sales promotion, international and European regulatory development and research, development and innovation topics. The VSM also offers an important networking and marketing platform for its members and the entire maritime community through its numerous specialized and cross-sectional committees as well as its diverse publications and events.

German Maritime Export Initiative (GeMaX)

The German Maritime Export Initiative (GeMaX) is an initiative of the VSM for the export promotion of the German maritime industry and an international marketing platform for maritime-industrial products "Made in Germany". German design companies, system, equipment and material manufacturers, shipyards and financial institutions have joined forces to form GeMaX in order to provide high-quality maritime shipbuilding components combined with long-term project financing for shipbuilding, retrofit and offshore projects.

Contact details

Verband für Schiffbau und Meerestechnik e.V. (VSM)

Address: Steinhoeft 11, 20459 Hamburg - Germany

Contact: Mr. Christian A. Schilling, Managing Director

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Web: www.vsm.de



Organizing Team: Trade Horizons Ltd.

Trade Horizons is an award-winning market entry company, assisting ambitious companies to identify, develop and grow sustainable revenues in new geographic markets. We offer support to clients in international strategy development for their global business growth, and throughout the key phases of market entry execution – Preparation, Launch and Growth. We assist with all aspects of market entry by providing the local, specialised end-to-end knowledge, skills and expert support required to help companies establish their business successfully and fast. We connect our clients with the local support they need to assess the market successfully, taking full advantage of market opportunities. Tailored expert assistance is available at every stage.



Mr. Nick Jordan, CEO

Mr. Nick Jordan is the founder and CEO of Trade Horizons. He has been the driving force on building a team that has deep local roots as well as years of practical international expansion expertise. Nick has over 20 years experience working in global multinationals, running his own consulting company and in start-ups. He has worked for large US, European and British financial services companies as well as in consulting, technology and manufacturing. Nick is also a Tech London Advocate and a qualified Private Banker.

Mr. Giulio Jossa, Associate Director

Mr. Giulio Jossa is Associate Director of Trade Horizons, with a solid background in the financial sector. He has over 10 years experience in international business development and has a proven track record of being able to build qualified pipelines of leads and successfully convert them. He is able to combine a deep understanding of products and manufacturing processes with market knowledge. He has deep experienced in project managing Institutional trade missions to the UK.





Ms Miriam Achenbach, Associate Consultant - Germany/Italy

Ms Miriam Achenbach is an experienced tender and project manager for internationalization and market entry projects (especially Italy and D-A-CH). She has 20 years experience working on behalf of the Federal Ministry for Economic Affairs and Energy, Germany Trade & Invest (GTAI), the Federal Office for Agriculture and Food, and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) and has organized and coordinated over a 100 projects on all continents.

Mr Edward Nute, Trade Analyst

Edward is experienced in international trade and development, managing relationships across industries. He has been heavily involved in export projects for pharmaceutical companies and other businesses, demonstrating expertise in lead generation, client management, and collaboration with government agencies. Also experienced in global sourcing and distribution, facilitating improved relationships between manufacturers and wholesalers.



Ms. Ceren Ozturk, Associate Consultant – UK/USA/Turkey

Ms Ceren Ozturk is an experienced business developer with a strong track record in driving the success of various businesses. Specialising in remote operations, she has successfully led business development initiatives in the EMEA region, USA, Canada and Australia. Ceren has strategic vision, market knowledge and a proven ability to cultivate valuable partnerships.















Ms Vanessa Dal Busco, Digital Marketing und Social Media

Ms Vanessa Dal Busco is an experienced Marketing Specialist with a demonstrated history of success in Information Technology and Services, and in Finance and The Arts. She is a strong business development professional skilled in Marketing, Social Media, Lead Generation, Negotiation, Business Planning, Sales, Market Research, and Management.



German Companies

The following German companies are participating in the Trade Mission to Glasgow and Newcastle. After the following overview you can find the detailed profile of each participant, in alphabetical order.

	Alternative Energy Solutions GmbH: Consulting firm for in fuel saving and emission reduction strategies for maritime- and power plant applications!
	Fraunhofer-Institute for Large Structures in Production Engineering IGP: Leading German R&D institution, focusing on tasks in the field of production and manufacturing of large structures!
	Hoppe Marine GmbH: Leading supplier for Motion Control systems like Anti Heeling Systems and passive Anti Rolling Systems, and more!
	Ingenieurbüro Weselmann GmbH & Co. KG: Technical consultancy services, ship valuations, repair supervision, yard surveys, towage approvals!
	J.M Voith SE & Co. KG: High-end propulsion systems with excellent maneuverability, reliability, comfort, and environmental friendliness!
	Joined Data Systems (JDS) GmbH: Multimodal transportation data and maritime intelligence!
	Leak Stop Gun GmbH: Pressure-based sealing system for quick and reliable sealing of leaks!
	ProfiSeal GmbH: Highly reliable propeller-shaft and bulkhead seals for the yacht and shipbuilding industry!
	RUD Ketten Rieger & Dietz GmbH u. Co. KG: Integrated systems that generate movement by transferring power!
	SCHOTTEL GmbH: Leading manufacturers of steerable propulsion systems for ships and offshore applications!
	Tescvolt Ocean GmbH: High-performance battery storage systems!
	xpress seals GmbH: High-quality, efficient, and customized sealing solutions for various industries!

EXHAUST GAS RECIRCULATION (E.G.R.) system :

- ✓ NOx reduction up to IMO Tier III
- ✓ No chemicals, only technical water is used
- ✓ No back-pressure and resulting fuel consumption increase compared to SCR systems
- ✓ Small and compact design
- ✓ References:
 - MS ARTANIA, from IMO Tier II to III
 - Roll-on/Roll off ferry, from IMO 0+ to II & approx. 8% fuel saving achieved



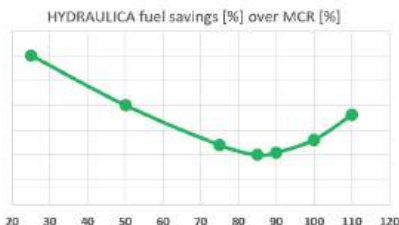
MS ARTANIA Wärtsilä 12V W32E engine - before and after E.G.R. installation

HYDRAULICA system - Hydraulically supported Fuel Valves



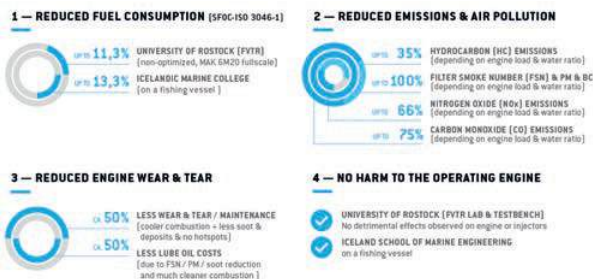
- ✓ Fuel saving and CO₂ reduction system
- ✓ Bouncing of the spring avoided through fuel valve modification
- ✓ Better combustion is leading to less particle matter and visible smoke
- ✓ Lowers operational costs
- ✓ References:
 - Retrofits on several ferries, container ships and power plants

- † Specific measurement of customer fuel valves before and after HYDRAULICA modification
- † Calculation and presentation of fuel savings in dependency of engine load
- † Experience data: 4-8% fuel savings achieved



FUELPROCESSOR + AcidX - Real - time Inline Fuel Processing

- ✓ Eliminates High-Acid & Varying Quality Associated Fuel Risks
- ✓ Enables BioFuel & Alternative Fuel Blends
- ✓ Reduced fuel consumption, emissions, air pollution
- ✓ Protects engine & components, reduced OPEX
- ✓ References:
 - MaK 6L M20 (1MW) FVTR
 - Iceland Fishing Vessel



**Alternative
Energy
Solutions**



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www.aes-dts.com



Company

Alternative Energy Solutions is a consulting firm specializing in fuel saving and emission reduction strategies for maritime- and power plant applications. With over 15 years of expertise in engineering, sales, and installation of advanced technologies, AES delivers tailored solutions to their clients. Their comprehensive Project Management services cover every stage, from planning and installation to regulatory approval, ensuring seamless execution for Maritime and Power Applications utilizing Diesel and LNG engines. AES is committed to driving efficiency and sustainability in the energy sector.



Products and technologies

AES works together with exclusive partners to develop, produce, promote, sale, deliver and install product technologies like:

- Advanced Exhaust Gas Recirculation (EGR) system for NOx emission reduction to achieve compliance with international emission standards like IMO Tier levels.
- Hydraulically supported fuel injectors for fuel consumption reduction (HYDRAULICA).
- Water in Fuel emission technology for acid- and fuel consumption reduction (FUELPROCESSOR + AcidX).

Strengths

- Expert knowledge, experience and competence in the energy sector for maritime and power plant applications.
- High level of networking in the engine manufacturing industry and supply-chain for fast and flexible quotation.
- Comprehensive project management experience for goal-orientated project execution.
- Knowledge about regulatory requirements, certification & approval procedures and cooperation with the authorities and classes in the marine- and power plant industry.
- Knowledge about regulatory requirements and reporting procedures with Norwegian NOx-fund.

Target Clients

Shipowners, -operators, -managers and -manufacturers.

Fleet managers, Superintendents or decision makers would be nice to meet.



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Fraunhofer Institute for Large Structures in Production Engineering IGP



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Manufacturing Technologies

- Joining and Forming by Plastic Deformation
- Mechanical Joining Technology
- Thermal Joining Engineering
- Thermal Coating Systems



Hydrogen Application Center

The »Hydrogen Application Center« is one of three components of the Hydrogen Research Factory MV. The core element is a large engine test facility.



Hydrogen Research Factory MV

The »Hydrogen Research Factory MV« is a collaboration between the Fraunhofer IGP, LIKAT Rostock, and INP Greifswald.

Company



The Fraunhofer Institute for Large Structures in Production Engineering IGP in Rostock focuses on tasks in the field of production and manufacturing of large structures. On the basis of applied research, concepts for product and process innovations are developed and realised for many future-oriented branches of the economy such as shipbuilding and steel construction, energy and environmental technology, rail and commercial vehicle construction as well as mechanical and plant engineering within the framework of research and development projects with our cooperation partners.

Products and technologies

- Forming technology joining and shaping
- Mechanical joining technology
- Thermal joining technology
- Adhesive bonding technology
- Fiber composite technology
- Coating, weathering and corrosion protection
- Factory and work organization
- Production planning and control
- Automation technology
- Measurement of large structures

Strengths

The aim of Fraunhofer IGP's research and development activities is to develop holistic solutions that enable customers to manufacture more cost-effectively and in line with quality standards. These goals are achieved with applicable and practical solutions. The development of new methods and processes of manufacturing as well as the implementation of technically demanding, new engineering findings from research in the company are part of the service spectrum of Fraunhofer IGP.

Target Clients

business, e.g. manufacturers, producing companies (shipyards, suppliers, construction for maritime products)

BRANDS & EXPERIENCE



Measurement, control, monitoring and management systems



Accurate shaft power measurement and ships performance solutions



Passive open box roll damping tanks



Passive U-tank roll damping and anti-heeling solutions



Hoppe Marine GmbH



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22525 Hamburg
Germany



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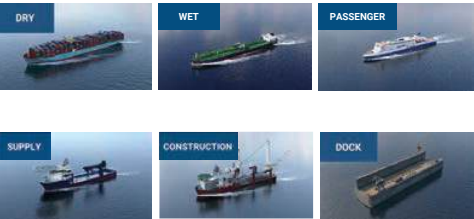
sales@hoppe-marine.com



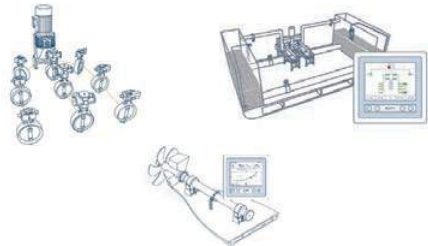
www.hoppe-marine.com

WORLD OF HOPPE

APPLICATIONS



PRODUCTS



PRODUCTS

CONTROL SYSTEMS

- Valve Remote Control
- Anti-Heeling
- Load Moment Control
- Trim Control
- Roll Damping
- Dock Control

MEASURING SOLUTIONS

- Tank Content Measurement
- Draught Measurement
- Dynamic Draught Measurement
- MAIHAK Shaft Power Meter
- MAIHAK SHaPoLI
- Fuel Consumption Measurement
- Electronic Inclinator
- Bunker Management

INFORMATION SERVICES

- Performance Monitoring
- Fleet Connect
- Crew Connect

FLEET SERVICES

- Technical Support
- Spare Parts
- Service Onboard
- Retrofit



Company

Hoppe is a family-owned group of companies with global presence and activities focused and dedicated to the maritime market with head office in Hamburg, Germany. Sister companies Hoppe China, Hoppe Korea, Hoppe Singapore, and Hoppe Amerika play an important part in the global shipbuilding business. Hoppe is a leading supplier for Motion Control systems like Anti Heeling Systems and passive Anti Rolling Systems, as well as Measuring Control Systems incl. Valve Control and Tank Measuring Systems. Delivery worldwide. For a few years Hoppe has also been a key player in the digital world offering performance monitoring and fleet data analysis.



Products and technologies

The passion for technology is Hoppe's strength, our products are fully designed in Germany by skilled engineers. The group of Naval architects working in the Hoppe team are offering to the customers system standard solutions but also project specific solutions. Hoppe has been approaching the maritime market for 75 years, offering remote valves, tank, and draught measuring systems, as well as the already mentioned Anti Heeling and Anti Rolling Systems (based on Flume Stabilisation System USA and Interling Ship Stabilisation System Germany).

Strengths

Individual approved solutions for different kinds of vessels, class conformed and quality products. Hoppe combines decades of engineering know-how and sustainable on-board experiences with the continuous development of new technologies and innovations.

Target Clients

Shipyards, Design Offices, Shipowners and Ship-operators.



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Maritime Monitoring



Critical Infrastructure



Collaborative Development



JDS GmbH



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Company

JDS is a German technology company specializing in multimodal transportation data and maritime intelligence. Built by industry veterans who helped shape today's leading AIS platforms, JDS provides real-time vessel tracking, port and supply chain optimization, offshore infrastructure monitoring, and risk detection solutions. With a team spanning both technical and commercial expertise, JDS delivers powerful, custom-fit data services to support ports, logistics providers, government agencies, offshore operators, and energy traders worldwide.



Products and technologies

JDS's core technologies combine real-time AIS tracking, multimodal transportation data integration, and advanced geospatial analytics to deliver actionable insights across the maritime and logistics sectors. Our platform supports:

- Offshore infrastructure surveillance using maritime signals and location intelligence
- Port call analysis and ETA forecasting
- Vessel trajectory monitoring with historical and live movement data
- Dark vessel detection aiding through multi-source data fusion
- Custom API services for seamless integration into client systems

These technologies enable JDS to support applications in supply chain optimization, critical infrastructure protection, and maritime situational awareness.

Strengths

- Founded by AIS industry veterans - deep technical and commercial expertise
- Custom-built solutions - tailored to specific client needs, not off-the-shelf products
- Real-time data delivery with historical tracking and high-resolution trajectory data
- Trusted research and government partnerships - including EU-level collaboration
- Based in Germany - local, reliable, and responsive
- Independent and self-directed - not influenced by foreign venture capital or external investor pressure
- Proven stability - committed to long-term partnerships and continuity

Target Clients

e.g.: Offshore energy providers; Marine and Engineering Consultancies; Infrastructure operators and maritime surveillance projects; Environment agencies and disaster preparedness teams; Autonomous Ship Developers; Coast Guards, Border Force, Royal Navy, HM Revenue & Customs; Security contractors, intelligence agencies, and maritime insurers; Port Authorities and Port management systems and terminal operators; Marine Fuel Suppliers, and many more.



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LSG 150



LSG 400

LEAK STOP GUN
THE POWER OF SIMPLICITY

Leak Stop Gun GmbH



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Industry				
	Chemical Industry	Oil Industry	Biogas / Agriculture	Steel Industry
				
	Cargo Ships	Cruise Ships	Transportation Sector	Construction Sites
Government				
	Navy Ships	Coastal Shipping	Firefighting	Pipeline



Company

The Leak Stop Gun (LSG) is a pressure-based sealing system for quick and reliable sealing of leaks. The device is CE labelled and patented.

- Rapid & effective damage control
- Support in life-threatening conditions
- Environmental protection
- Prevents operational downtime
- Quick and easy to use

Products and technologies

The LSG 150 is used to seal leaks with a diameter ranging from approximately 50 to 120 mm. The LSG 400 is used to seal leaks with a diameter ranging from approximately 120 to 350 mm.

Strengths

Time-saving: Ready to use in seconds - no tools or complex setup, easy to deploy, handle and maintain.
Rapid effects.

High sealing pressure: Stops leaks even under strong water flow

Adaptive & Durable: Balloon adjusts to uneven holes, resistant to chemicals (oil, acid, gas...) & mechanical damage (cut, tears, punctures...)

Deep water use: LSG 150 works reliably up to 20m water depth

No operational downtime: Seals leaks immediately

Easy handling: Operable by just one person, even in hard-to-reach areas

Certified & Safe: CE-certified (Conformité Européenne), ATEX-approved

Autonomous & Low maintenance

Target Clients

British navy or alternative institutions

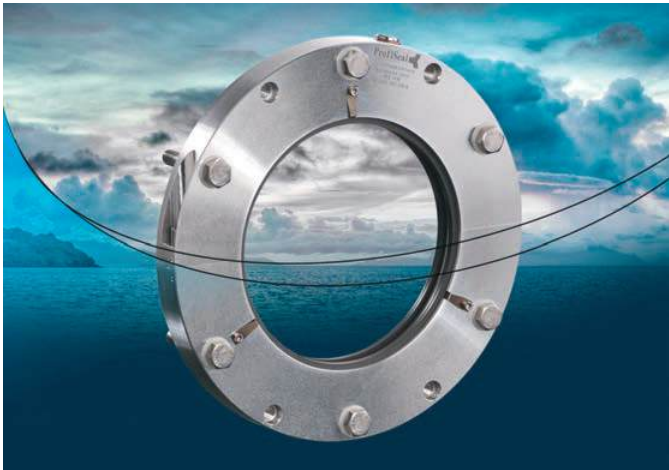
Shipping companies

Coastal defense

First responder



Propellershaft Seal



Bulkhead Seal



Fireproof Bulkhead Seal



ProfiSeal GmbH



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<https://profiseal.com/en/>



Company

ProfiSeal GmbH was established in 1995 and designs and manufactures highly reliable propeller-shaft and bulkhead seals for the yacht and shipbuilding industry. ProfiSeal has a worldwide network of selected and authorized distribution partners, which ensure reliable delivery and service, and exports their seals in more than 50 countries worldwide.



Products and technologies

The main activities are in the segments of workboats (including passenger and cargo ships), government vessels (including patrol boats and "special crafts"), and yachts. They developed and patented The World's first fireproof Bulkhead Seal A60, famous for an easy installation due to split housings and split seal rings. ProfiSeal also offers a stock of spare parts, OEM production of spare parts and express spare part production of broken or defect parts based on drawings or measurements. Their seals have received type approvals from major international classification societies like DNV, LR, BV, and include a Product Design Assessment (PDA) from ABS.

Strengths

Leading supplier of bulkhead seals and developer of the world's first fireproof Bulkhead Seal A60. Long lasting propeller shaft seals with a proven track history of multiple thousands installations. Offering fast delivery and exceptional product quality, along with services including repair, overhaul, etc. ProfiSeal has an extensive stock of parts for more than 90% of their product range.

Target Clients

Shipyards, distributors, propulsion system integrator companies, propulsion system maintenance companies.



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RUD Ketten Rieger & Dietz GmbH u. Co. KG



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Germany



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www.rud.com



Company



The company RUD Ketten Rieger & Dietz GmbH u. Co. KG was founded by Carl Rieger and Friedrich Dietz in Aalen, Southern Germany, in 1875. Today, it has a workforce of more than 1,700 employees in 120 countries and achieves annual revenues of over 200 million Euros. The family-run company continues to manufacture integrated chain and component solutions, non-skid chains, hoist chains, conveyor systems, drive technology and tool handling equipment at its sites in countries including Germany, Australia, Brazil, China, India, Romania, and the USA. With the Erlau brand, the long-established German company also manufactures tyre protection chains and interior and exterior fixtures and fittings. We are an efficient team of engineers, technicians, sales and marketing specialists and our work focuses on:

- Consulting and service for the use of RUD chains in conveyor systems
- Supply and design of selected components for conveyor systems
- Sales of selected products from RUD Ketten Rieger & Dietz GmbH u. Co. KG in Aalen

Products and technologies

Generating movement by transferring power. RUD TECDOS drive systems / drive technology / chain drives are, technically speaking, integrated systems that generate movement by transferring power. We have created a range of standard components that can be integrated as modules to create complete RUD TECDOS systems. Based on RUD round steel chains, the complete RUD TECDOS OMEGA and RUD TECDOS PI-GAMMA systems really live up to their names by offering comprehensive solutions tailored to specific customer requirements. These all-in-one packages include electrical, hydraulic or pneumatic drives and suitably calibrated chains along with all the other components needed to ensure rapid problem-free installation on site.

Strengths

RUD TECDOS components and modules succeed where other systems fail, covering a multitude of applications in many different industries and sectors, in fact, anywhere that things need to be swivelled, lifted, moved, telescoped or rotated safely and reliably.

Target Clients

Engineer offices, manufacturers.



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SCHOTTEL GmbH



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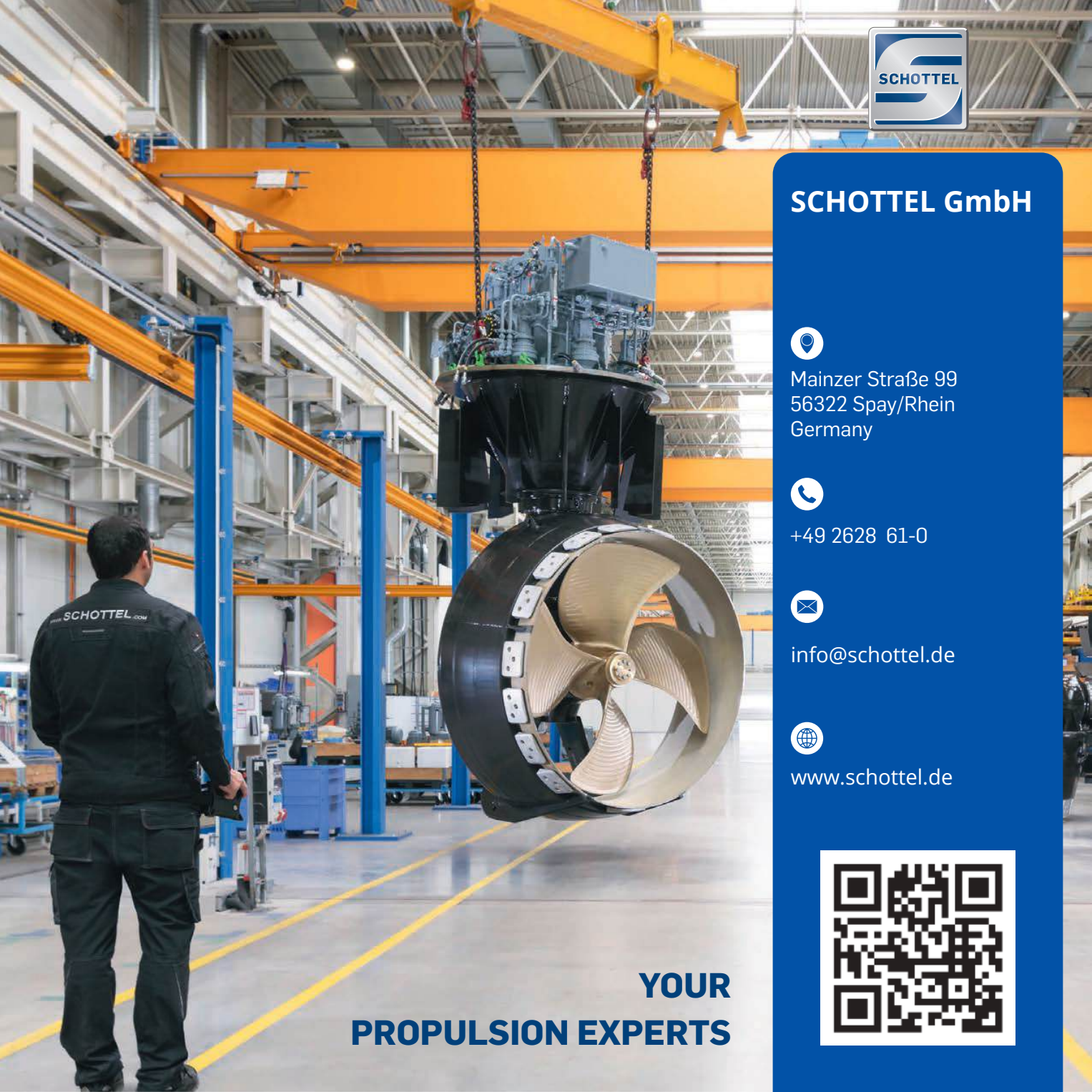
info@schottel.de



www.schottel.de



**YOUR
PROPULSION EXPERTS**





Company

The SCHOTTEL Group, with its headquarters in Spay/Rhine, is one of the world's leading manufacturers of steerable propulsion systems for ships and offshore applications. Founded in 1921, the company has been developing and manufacturing azimuth propulsion and complete propulsion systems with power ratings of up to 30 megawatts for vessels of all sizes and types for 75 years. Around 100 sales and service locations worldwide ensure customer proximity.

Products and technologies

With the invention of the modern rudder propeller in 1950, Josef Becker laid the foundation for SCHOTTEL's development into one of the world's leading manufacturers of vessel propulsion systems: SCHOTTEL offers the largest range of propulsion and control systems on the maritime market with its more than nine product series covering a power range from 100 to 30,000 kilowatts. Whether azimuth propulsion systems, controllable pitch propellers, main propulsion units or manoeuvring aids, rudder propellers or automation systems: We develop and produce intelligent solutions for vessels and offshore applications of all types and sizes.

Strengths

From the planning phase through the entire life cycle, customers benefit from many years of propulsion expertise paired with advanced simulation and calculation methods and the latest scientific findings. The result is state-of-the-art products with maximum efficiency, reliability and safety. Production takes place in our own factories in Dörth and Wismar, Germany, accompanied by continuous controls to ensure the highest quality standards. In cooperation with our sister company elkon, we can also provide fully integrated electrical systems for various types of ships.

Target Clients

The SCHOTTEL team supports shipyards, naval architects, owners and operators in designing, building and operating their vessels. SCHOTTEL systems are installed on nearly all types of vessels, including tugs, offshore vessels, navy and government ships, ferries, yachts, cruise ships, as well as fishing and cargo vessels.



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Kaptein NMC

Kaptein NMC Series - Navigator: Advanced Marine Energy Storage.

The Kaptein NMC Navigator offers superior energy storage in a compact, lightweight module tailored for maritime demands. With high energy density, a reliable 4C discharge rate, and flexible mounting options, it's designed for resilience in extreme conditions. Certified to IP67 and resistant to sea salt mist, the Navigator is ideal for both open deck and enclosed installations. Mountable at any angle, it sets a new standard in marine energy solutions.

Find the marine energy solution you've been looking for with the Kaptein Navigator.



Seawater-Compatible
Liquid Cooling



Ultra-Lightweight



Exceeding DNV
Standards



Any Angle
Mounting



Exceptional
Reliability



Vibration
Resistant



High Energy
Density

TESVOLT OCEAN

TESVOLT OCEAN
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Company

TESVOLT OCEAN specializes in high-performance battery storage systems - designed from the ground up to meet the toughest maritime challenges. Our solutions redefine what's possible in energy storage at sea and on inland waterways. With the Kaptein NMC Navigator, TESVOLT OCEAN offers a market-leading solution that combines safety, performance, and cost-efficiency like no other.

Products and technologies

Introducing the Kaptein NMC Navigator - our next-generation lithium NMC battery system built for maritime excellence. Lightweight, modular, and scalable from 100 kWh to several MWh, it's engineered for vessels that demand both power and precision.

Optimized for high C-rates and unmatched energy density, the Kaptein system ensures maximum efficiency in every voyage. A robust multi-level safety design and ongoing DNV Type Approval ensure compliance, performance, and peace of mind.

Strengths

We deliver more than just a battery. Our systems set new industry standards in:

- Safety - multi-level architecture for reliable operation
- Energy Density - more power, less space
- Lightweight Design - optimized for speed and range
- Modularity - tailored capacity for any vessel size
- IP Protection - built for harsh maritime conditions
- Competitive Pricing - future-ready technology at fair cost

Target Clients

For shipyards, shipowners, and system integrators who want reliable, future-proof energy storage - whether for new builds, conversions, or retrofits.

VOITH propulsion solutions

Our propulsion solutions are specifically designed for all maritime tasks and requirements



Voith Schneider Propeller (VSP)



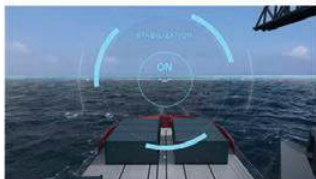
Electric Voith Schneider Propeller (eVSP)



Remote-Controlled Voith Schneider Propeller (rcVSP)



Voith Control System (VEC)



Voith Roll Stabilization (VRS)



OnCare.Health Marine



Voith Inline Thruster (VIT)



Voith Inline Propulsor (VIP)



Voith Linear Jet (VLJ)



© Wide range of applications

Voith provides propulsion systems tailored to a wide range of applications



Tugs



Offshore wind



Offshore oil and gas



Single Ended Ferries & Passenger Ships



Double Ended Ferries



Yachts



Special ships

VOITH

**J.M Voith
SE & Co. KG**



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Company

Voith is a 1867 founded, family-owned company active in various business fields and active in more than 60 countries of the world. The Group's broad portfolio includes systems, products, services and digital applications that set standards in the energy, paper, raw materials and transportation & automotive markets. Voith's operating business is divided into the three Group Divisions Voith Paper, Voith Hydro and Voith Turbo.

VOITH

Products and technologies

With its drive technologies such as the Voith Schneider Propeller (VSP), Voith Turbo plays a leading role in the marine industry. Developed almost 100 years ago, the VSP is a ship propulsion system that enables high maneuverability and efficiency thanks to its special design. It is used in particular in tugs (the Voith Water Tractor (VWT) is based on this drive concept), ferries, offshore and special ships as well as navy applications that require precise dynamic positioning and fast course changes. With the electric Voith Schneider Propeller (eVSP), Voith has succeeded in transforming a proven drive concept with all its advantages and outstanding properties into an electric and therefore low-CO2 drive solution with even better noise characteristics. This has already proven itself in a wide variety of applications. For example, further service operation vessels for the offshore wind industry, ferries and research vessels are currently under construction and will be powered by eVSP in the future. The Voith portfolio is complemented by the Voith Inline Thruster (VIT) and the Voith Linear Jet (VLJ). The VLJ in particular was developed for fast ships in the speed range of 25 to 40 knots and can demonstrate its advantages in terms of extremely low noise and vibration emissions for example in yachts, fast ferries and coast guard applications. Ships equipped with the gearless and shaftless Voith Inline Thruster as a bow or stern thruster system can be maneuvered very precisely and with extremely low noise and vibration. Thanks to its design, the drive power is converted directly; this increases the thrust yield and thus the efficiency. The VIT is frequently used as a transverse thruster in offshore and passenger ships, yachts and navy vessels. As a maneuvering aid and for easy dynamic positioning, it can also be used as a swing-out and rotating auxiliary drive (Voith Inline Propulsor (VIP)).

Strengths

Voith Turbo Marine is producing unique, high-end propulsion systems with excellent maneuverability, reliability, comfort, and environmental friendliness. The products are additionally outstanding in low operating costs through high efficiency and low maintenance requirements.

Target Clients

Ship owners, ship designers, ship operators and shipyards looking for high standard propulsion solutions.



Trade Horizons
GLOBAL BUSINESS GROWTH

Trade Mission Maritime Industry and Shipbuilding
Glasgow & Newcastle, 30th June – 4th July, 2025

VALUATIONS AND ANALYSES

- Appraisal of ships and offshore constructions
- Ship value, TC rates, OPEX etc.
- Commonly accepted valuation methods
- Market analyses for different segments

SURVEYS AND SUPERVISIONS

- Condition and damage surveys
- Maritime warranty surveys
- Supervisions
- Factory acceptance tests (FATs)
- On & off hire surveys
- Towage approvals
- Risk assessment of hot works and loss prevention
- Shipyard surveys
- Inland waterway services

WESELMANN VALUE

- Automatic ship valuation system
- Indication of current and historic market values
- Data driven estimation tool
- Accessible via weselmannvalue.de

CONSULTANCY AND TECHNICAL EXPERTISE

- ESG assessment
- Monitoring and reporting on repair works
- Work specifications for repair and docking
- Sustainability assessments of shipyards and vessels
- Advisory services



WESELMANN

THE MARITIME CONSULTANCY
AND VALUATION FIRM

Ingenieurbüro Wesermann GmbH & Co. KG



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VALUATIONS for:

All types of commercial vessels, new buildings, second-hand vessels and offshore structures.



DATABASE:

Information covering three decades, featuring continuously updated data on the global fleet. Incorporating market analyses from industry-wide publications.



DATA PORTFOLIO:

Reported transactions, rates, price information, OPEX, market data and manual valuations, in combination with a condition survey if requested.



SERVICE:

Quick process of inquiries and explanation of the valuation to our clients.



VALUATION METHODS:

Comparative value analysis, alternative valuation methods e.g., earnings-based models (LTAV).



CLIENTS:

Ship financiers and international banks, leasing companies, institutional investors, national and international shipping companies and ship owners.



OUR STANDARD:

Compliant with regulations of German Covered Bond Act, By-Law for Appraisal of Collateral Values of Ships, German Investment Code, Accounting and Appraisal Ordinance and International Valuation Standards.

Company

Since 1947 active in the shipping industry as marine experts and ship valuers with experienced team of naval architects, mechanical & marine engineers, master mariners, shipping economists and analysts with shipbroking background. Side offices in Hong Kong and Copenhagen.



Products and technologies

Wesermann offers a wide range of technical consultancy services, ship valuations, warranty/damage/condition surveys, FATs, repair supervision, yard surveys, towage approvals, stability calculations etc.

Strengths

Excellent, long-standing reputation with banks; connection of ship values (commercial parameters) with e.g. energy efficiency (technical parameters), which could be a unique feature; development of modern value appraisal methods such as WesermannValue – the so-called “WesermannValue” is a guarantee for a conservative, independently determined ship value for ship financing institutions; expansion of existing and new market segment through strategic partnerships.

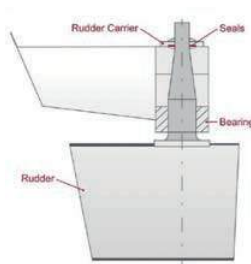
Target Clients

Ship financing institutions, ship owners, shipping insurance companies, ship financing banks, shipyards.



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xpress seals

**xpress seals
GmbH**



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Germany



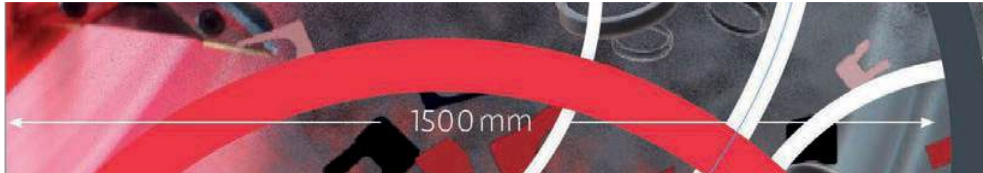
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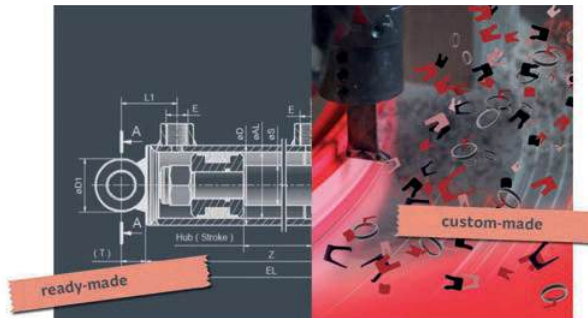
Standard Profiles for
Propulsion System
Ship Propeller



Standard Profiles for
Propulsion System
Propeller Pod



Standard
Profiles for
Rudder



Company

xpress seals GmbH is located in the north of Germany, in a brand new building designed for production of seals for hydraulics and pneumatics. By leveraging advanced technologies, xpress seals GmbH aims to provide high-quality, efficient, and customized sealing solutions to meet the evolving needs of our customers across various industries around the world.



Products and technologies

1. Material Selection and Development

- Polymer Technologies: Utilization of advanced polymers such as NBR, FKM, and PU, PTFE and Compounds to ensure resistance to a wide range of temperatures, pressures, and chemical environments.
- Custom Compounds: Developing tailored material blends that optimize performance characteristics based on client-specific applications.

2. Precision Machining

- CNC Machining & Rapid Prototyping: Incorporating CNC machines for precise manufacturing of seals, ensuring tight tolerances and high-quality finishes. Sizes up to 1500 mm produced within hours.
- External Waterjet Cutting: Using waterjet cutting technology for creating complex shapes and sizes of seals without inducing mechanical stress.
- External 3-D Printing: Employing additive manufacturing for rapid prototyping of seals allows for quick iteration and testing of designs before full-scale production.

3. Quality Control and Testing

- Automated Quality Inspection: Implementing automated inspection systems and techniques, such as picture-based measurement by Keyence devices.
- Performance Testing: Conducting rigorous testing protocols for thermal stability, pressure resistance, and chemical compatibility to verify seal performance under real-world conditions.

4. Sustainability Practices

- Eco-Friendly Materials: Researching and adopting biodegradable and sustainable materials
- Recycling Initiatives: Implementing processes for recycling scrap materials from production to minimize waste.

Strengths

Unique selling proposition: High speed production up to diameter 1500 mm of various materials and hundreds of digitalized seal profiles, easy to change and adapt. xpress seals GmbH is known for its advanced sealing technology for hydraulic and pneumatic seals that integrates cutting-edge materials and design, catering to a range of industries.

Target Clients

Distributors (for seals), repair warfts, common industry, hydraulic shops



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