



German-Hellenic Chamber  
of Industry and Commerce  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

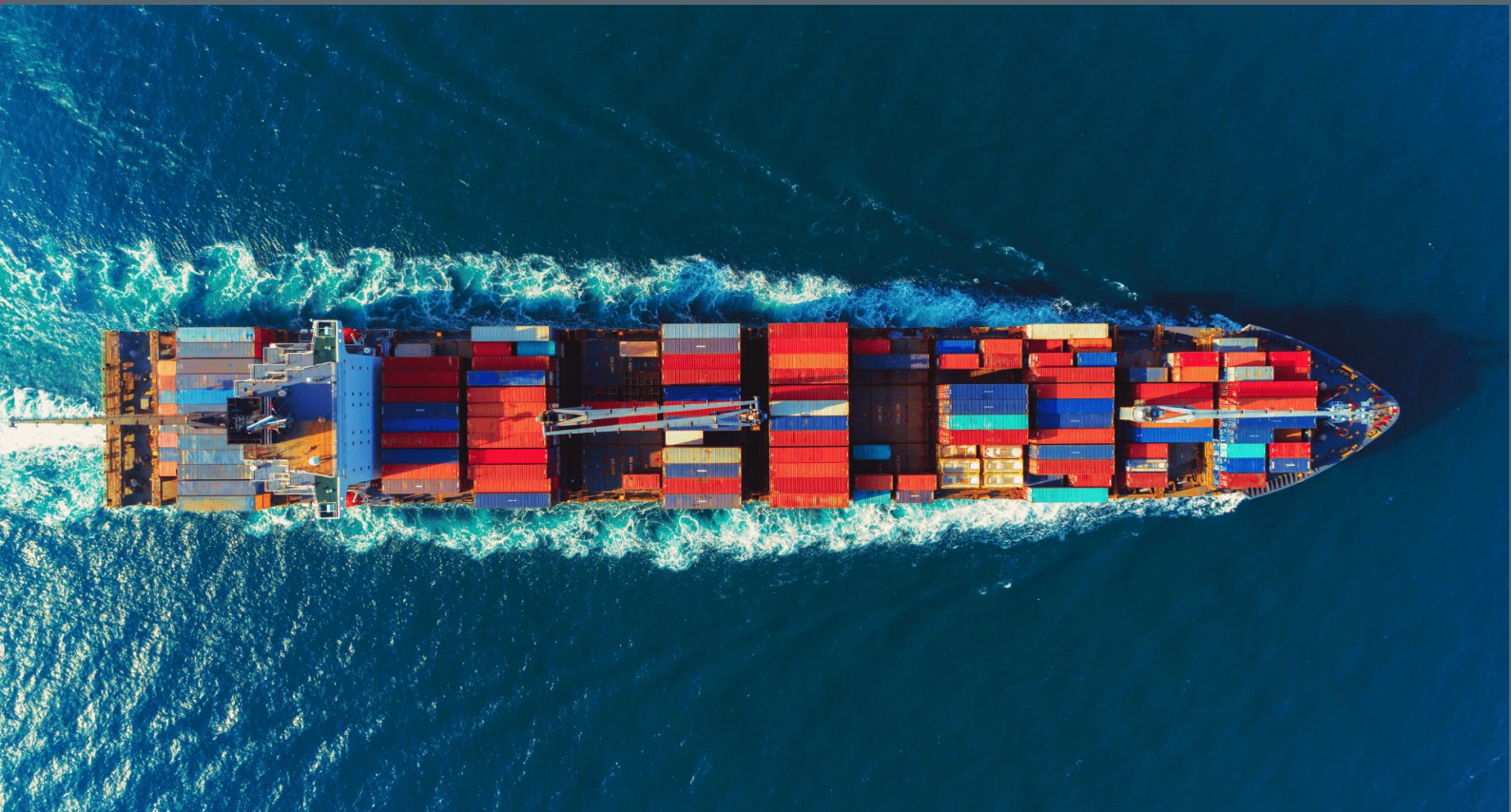


MITTELSTAND  
**GLOBAL**  
FOREIGN MARKET  
ENTRY PROGRAMME

# B2B-Matchmaking Guide

## Maritime Technologies – Made in Germany

German Business Delegation



# CleanTech for Shipbuilding & Shipping

Symposium & B2B meetings  
Oktober 14<sup>th</sup> 2025, Piraeus Chamber of Commerce and Industry

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# The Maritime Industry in Germany – An Economic Pillar

Germany's maritime sector plays a crucial role in supporting the country's competitiveness, economic growth, and employment. With an estimated annual turnover of around €50 billion and approximately 400,000 jobs, the industry is closely linked to a highly specialized and technologically advanced shipbuilding and supplier network. The sector also includes sophisticated marine technologies and services that are in global demand—not only for scientific applications but also for improving energy and raw material security. These technologies represent an area of high market potential and international growth.

Given the intensifying global competition, close collaboration between industry, academia, and policymakers is essential to strengthen Germany's position as a maritime hub. Investments in climate, environmental, and nature protection are not only ecologically necessary but also hold significant economic promise. Through innovation and the development of sustainable business models, the maritime industry can enhance international competitiveness, support the transition to renewable energy, and contribute to the sustainable use of the oceans by promoting high environmental standards and green technologies.

A study titled **“Maritime Value Creation and Employment in Germany”** highlights the sector's substantial contribution to national economic output and employment. In 2018, over 190,700 people were employed in the core maritime sectors (excluding tourism and port-related industries), generating €47.5 billion in revenue and €11.7 billion in gross value added.

Including economically effective investments, the initial impact rises to €48.4 billion in turnover, €12.0 billion in value added, and roughly 194,300 jobs. Through additional demand for intermediate goods and consumption-driven effects, the maritime sector indirectly supports a total of about 449,800 jobs, contributes €29.8 billion in value added, and generates €86.3 billion in turnover.

These multiplier effects are comparable to those found in other key industries, underscoring the maritime sector's broad economic significance—not just as a direct employer but also as a driver of value across multiple stages of the supply chain.

The **National Masterplan for Maritime Technologies (NMMT)** is the German Federal Government's central policy instrument to support and further develop the maritime industry. It is aimed at fostering integration, coordination, and innovation throughout the sector with a strong focus on international markets.

Key strategic areas of the NMMT include:

- Innovative shipbuilding
- A robust maritime supply chain
- Offshore and marine resource development
- A resilient logistics network
- Environmental technologies and coastal protection
- Scientific foundations and knowledge networks
- Digital transformation across the entire value chain

The [Maritime Agenda 2025](#) outlines a comprehensive framework for advancing Germany's maritime sector through targeted measures across nine strategic focus areas. A central goal is to strengthen collaboration between the government and industry to jointly develop a strategic roadmap. This roadmap is intended to define priorities for applied research funding and identify how the innovative strength of small and medium-sized enterprises (SMEs) – the core of the maritime economy – can be effectively supported. Maintaining technological leadership and opening new market opportunities are key objectives. One of the agenda's primary areas of emphasis is the digital transformation of the industry. Measures include expanding high-speed broadband infrastructure, particularly in port areas, and supporting flagship innovation projects such as real-time navigation services.

**Greece** operates one of the largest merchant fleets in the world and relies heavily on competitive, environmentally compliant technologies. Greek shipping companies are increasingly investing in alternative propulsion systems and energy-efficient equipment to meet IMO regulations and secure charter advantages. German technologies offer proven solutions in this field, especially for retrofitting existing fleets, hybrid propulsion and smart energy optimisation. For Greek shipyards, cooperation with German technology providers opens opportunities to offer competitive new builds and conversions.

The maritime energy transition is a global challenge. For Greece, as a major shipping hub, innovative solutions from Germany offer a concrete opportunity to future-proof its fleet. German technologies are also in high demand internationally, as they are known for being reliable, efficient and adaptable — key factors for shipping companies that must meet increasingly stringent regulatory requirements while remaining commercially successful. Partnerships between German technology providers and Greek shipyards or shipping companies also strengthen competitiveness in the Mediterranean region and beyond.

Information and contact:

[Federal Ministry of Economic Affairs and Energy](#)

# The Goals of the German Delegation in Piraeus & Benefits for Greek Shipowners at a Glance

As part of the official **Foreign Market Entry Program (MEP)** of the German Federal Ministry for Economic Affairs and Energy (BMWE), the German delegation's visit to Piraeus aims to strengthen maritime cooperation between Germany and Greece and to support the internationalisation of innovative German maritime technologies. This initiative is implemented by trusted partners such as the German Chamber Network (AHK) and maritime industry associations, ensuring maximum relevance for participating companies.



## Goals of the Business Delegation

- **Explore Market Opportunities:** The delegation aims to gather direct insights into the Greek shipping and shipbuilding market and to identify current needs and future trends in the Greek shipping sector to offer targeted solutions. Greece operates one of the world's largest merchant fleets, accounting for around 17% of global shipping capacity. This creates significant demand for efficient, low-emission and digital solutions.
- **Establish Reliable Business Contacts:** Through well-prepared B2B meetings, German technology providers connect directly with Greek shipowners, shipyards, suppliers and maritime stakeholders. These meetings are pre-arranged and structured to foster long-term business relationships. The goal is to create lasting networks between German technology providers and Greek shipowners, shipyards and stakeholders.
- **Present Tailored Solutions:** The German companies present practical solutions for decarbonisation, hybrid and alternative propulsion systems (e.g. LNG, hydrogen, batteries), digital fleet management and compliance with IMO and EU environmental regulations. The delegation's focus is on proven, market-ready technologies that help Greek partners modernise existing fleets and develop competitive newbuilds.

## Benefits for Greek Shipowners and Shipyards

- **Access to Proven and Reliable German Technologies:** Greek companies benefit from tested, market-ready German engineering and system solutions for energy efficiency, alternative fuels and smart ship systems. German maritime technology is globally recognised for its quality, safety and compliance with current IMO standards.
- **Customised Solutions for Fleet Upgrades and Retrofits:** German SMEs and technology providers can offer tailored solutions for both retrofitting older vessels and building new ships that meet stricter CO<sub>2</sub> and pollutant emission limits.
- **Efficient Business Matchmaking:** The participating companies meet leading German maritime companies in pre-arranged meetings. This format allows direct technical discussions, concrete project development and faster decision-making compared to traditional trade fairs.
- **Long-Term Cooperation Potential:** The delegation visits lays the groundwork for lasting partnerships in areas such as green shipping, digitalization, automation and smart port technologies – fields where German companies are international leaders.

By combining Germany's advanced technology with Greece's globally significant shipping industry, both sides gain: Greek companies strengthen their competitiveness in the Mediterranean and global markets, while German SMEs expand their export opportunities with trusted local partners.

Information and contact:

[Export initiatives: finding new markets](#)

[www.gtai.de/mep](http://www.gtai.de/mep)



# Project Partners & Supporting Institutions

## German-Hellenic Chamber of Industry and Commerce

Since its establishment in 1924, the German-Hellenic Chamber of Industry and Commerce has been working to strengthen economic relations between Greece and Germany. Its main objective is to connect businesses in both countries and promote bilateral trade. With a dynamic network of around 900 members in Greece and Germany, the Chamber supports businesses in their search for new growth opportunities. As a member of the international network of German Chambers of Industry and Commerce (AHK), which has 150 offices in 93 countries, it provides high-quality services and consulting support.



**German-Hellenic Chamber  
of Industry and Commerce**  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Through its offices in Athens and Thessaloniki, it facilitates business partnerships, represents leading German exhibition organisers and offers expert advice on economic, legal and tax issues. Companies benefit from targeted support that helps them establish and grow in the Greek-German business environment.

The German-Hellenic Chamber of Industry and Commerce, in its role as organizer, has been implementing federal export promotion projects since 2009 and has already brought together numerous collaborations between Greek and German companies within this framework.

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## SBS systems for business solutions

SBS systems for business solutions GmbH is a private consulting firm for international business development based in Munich, Rome, and Berlin. Since 2006, SBS has successfully carried out export promotion projects (both independently as a project sponsor and as a cooperation partner of various AHKs) on behalf of the BMW, as well as numerous other internationalization projects for clients from several countries. Since 2015, we have also counted the Federal Office for Agriculture and Food (BLE) and the Federal Ministry of Food and Agriculture (BMEL) among our clients. SBS is one of five approved service providers for consulting, designing, and implementing global business trips and projects for German SMEs on behalf of the BMEL. SBS has thus been able to organize well over 300 export promotion projects worldwide to date.



Isabel Kotnyek,

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## VDMA - Mechanical Engineering Industry Association

The association is a special division of the well-known nonprofit organisation VDMA (Machinery and Equipment Manufacturers' Association). VDMA – Marine Equipment and Systems represents the entire maritime supply industry with member companies from all disciplines including mechanical engineering, electrical engineering and electronics.



**Marine Equipment  
and Systems**

VDMA supports its member companies with a wide range of activities and services:

- intensifying mutual cooperation with operators and yards in technological as well as commercial fields.
- helping worldwide customers in arranging contacts with leading marine equipment manufacturers.
- fostering free and fair market principles in the global marine market by means of close contacts with various international organisations.
- sponsoring important international exhibitions and conferences in the shipbuilding sector.

Contact:

Hauke Schlegel

Managing Director

**VDMA – Marine Equipment and Systems**

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Web: [mes.vdma.org](http://mes.vdma.org), [german-marine-equipment.de](http://german-marine-equipment.de)

## VSM - German Shipbuilding and Ocean Industries Association

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 specialised 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.

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## Piraeus Chamber of Commerce and Industry (PCCI)

The Piraeus Chamber of Commerce and Industry is one of the oldest Chambers in the country. Founded in 1905 as a Private Entity and, since 1919, has been operating as a Public Entity. It is an institutionalized consultative and advisory body of the State and its companies-members, as regards commerce, industry and national economy in general. With the belief that the development of the city of Piraeus is directly linked to the wealth of the sea, one of the primary objectives of the Chamber is to upgrade the region as a shipping centre by bringing together the entire Maritime-Port Cluster in order to become a competitive magnet for international shipping. Moreover, through a series of actions, it promotes the improvement of extroversion of primary and secondary production of the country, focusing on the export of Greek products including supplying cruise ships and oceangoing vessels. In order to deal drastically with issues of maritime interest and problems of the sensitive and exchange-bearing branch of "Shipping industry", PCCI stays abreast of developments in the industry and takes the initiative for conducting studies, proposing solutions to competent bodies and intervenes dynamically, while its representatives participate in maritime conferences and working groups to resolve targeted issues of the field.

Furthermore, it implements successfully training programs, financed by the European Union, for employed and unemployed people, aiming at the skills' upgrading and certification of those in the Shipbuilding and Repairing Industry.

### Piraeus Chamber of Commerce and Industry

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ΕΜΠΟΡΙΚΟ & ΒΙΟΜΗΧΑΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΠΕΙΡΑΙΩΣ  
PIRAEUS CHAMBER OF COMMERCE & INDUSTRY

## Navigator Shipping Consultants Ltd

Established in 1991, NAVIGATOR has been a mainstay of the Greek shipping sector developing a robust network of towing companies and ship agencies around the world, offering tailor made programs to the Shipowning & Ship management Companies in more than 1,400 ports worldwide. We always aim at securing the excellence of the conducted services, punctuality, safety and highest level of quality. The cornerstone of our success has been a long-standing reputation for safe, efficient service, achieved through a combination of first-rate people and 24/7/365. On top of that, our main target is to secure the interests and beneficial synergies between vessel's operator and the provider, with guaranteed transparency and mitigation of possible related risks. We are the second generation of a family, traditionally engaged in the shipping and tourism industries the last 50 years, always respecting and serving the long-established ethics and standards of the Greek shipping market which is bonded as a «family». The last 24 years «NAVIGATOR - the Shipping Decision Makers' Forum», is organised on an annual basis, bringing together Shipowners, Executives and Managers of the International Shipping industry to exchange views and ideas on the most crucial matters of Shipping, as well as the new regulations. Aiming to create the next generation of shipping, NAVIGATOR established Young Executives & Students in Shipping (YES) Forum, the platform of open dialogue in the Greek Shipping and Sea Tourism Industry among principals, executives, students, recent graduates and young executives that takes place under the auspices of the Ministries of Shipping, Education, Tourism and most of the Greek Universities.

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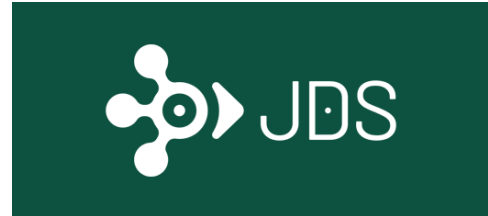


# German Company Profiles

## JDS GmbH

JDS is an innovative German company specializing in real-time transportation data solutions, maritime analytics and maritime intelligence.

JDS focuses on collecting, analyzing, and processing transportation and mobility data, particularly for maritime, logistics, and security applications. The company provides customized vessel tracking, data-driven risk detection, port intelligence, and real-time multimodal data solutions to a range of private and industrial clients.



[www.jds-monitor.com](http://www.jds-monitor.com)

### Products and Services:

- Real-Time Transportation Data Solutions (AIS tracking, vessel movement monitoring, maritime domain awareness).
- Predictive Analytics & Risk Intelligence (ETA forecasting, dark vessel detection, spoofing & jamming alerts).
- Port & Terminal Optimization (Congestion forecasting, berth allocation, supply chain visibility).
- Custom Data Integration & API Services (Easy integration for logistics, defense, and security partners).
- Sustainable & Intelligent Mobility Solutions (Optimizing transportation efficiency with environmental impact monitoring).

### Unique Selling Proposition (USP):

- AIS industry veterans – deep technical and commercial expertise
- Custom-built solutions – tailored to specific client needs, not off-the-shelf products
- Trusted research and government partnerships – including EU-level collaboration
- Independent and self-directed – not influenced by foreign venture capital or investor pressure
- Proven stability – committed to long-term partnerships and continuity

### References and export activities:

- Certified UN supplier
- In process of being ISO 9001 and ISO 27001 certified

### Target Group:

- 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, navy, revenue & customs
- security contractors, intelligence agencies, and maritime insurers
- port authorities and port management systems and terminal operators
- marine fuel suppliers

### Ideal Business Partners:

JDS' technologies support companies and organizations active in supply chain optimization, critical infrastructure protection, and maritime situational awareness.



## Goetze KG Armaturen

Manufacturer of safety valves, overflow valves and pressure reducing valves  
“Made in Germany”

The competence of Goetze KG Armaturen has been in demand for 75 years. Our wealth of experience is as broad and varied as our areas of application for our high-performance fittings. Our well-thought-out product portfolio covers every industrial application: Liquids of all kinds, gases, technical vapors and steam. Goetze valves are used with temperatures ranging from -270 °C up to +400 °C. The greatest possible safety is a priority. We have the shortest delivery times, bright portfolio of certificates and approvals, 3D models for your projects and software for individual calculations.



[www.goetze-group.com](http://www.goetze-group.com)

### Products and Services:

Our valves could be used for all possible applications: liquids of all kinds, gases, cryogenic applications, high pressure hydrogen, technical vapors and steam. Goetze valves are used with temperatures ranging from -255 °C to +400 °C. Regardless of whether it is safety valves, pressure reduction valve, pressure relief valve or overflow valve, our delivery time is 1 week ex works.

### Unique Selling Proposition (USP):

High quality products “Made in Germany, shortest producing time within 3 to 5 working days, express production option within 48 hours, various certificates and approvals, competent technical support are part of the advantages which you will experience once you start working with Goetze.

### References and export activities:

Goetze products – available worldwide, directly and quickly. No matter whether through Goetze or our trading partners. Our sales subsidiaries and local dealers will always provide the advice you need to find the product that suits you best.

Discover our dealer network and find your local dealer.

### Target Group:

All companies with pressurized systems, and anyone seeking the safe operation of their system. Whether you need safety, control, pressure reduction, or shut-off functions – our valves deliver it all. We help you manage the pressure in your system.

- OEM customers
- wholesaler and dealers
- planning and design companies,

### Ideal Business Partners:

We are searching for long-term partners, who could help us to develop the market and expand even more the popularity of our brand. Companies with good technical knowledge who rely on high quality products.

# KEM Küppers Elektromechanik GmbH

Many years of experience and expertise in automation and instrumentation makes us the ideal partner for flow measurement technology in marine.

Since KEM was founded in 1965, we have been helping our customers worldwide to continuously optimize their individual processes with the help of our flow measurement technology. In this way, we work closely with our customers to ensure that resources and costs are saved, and legal requirements are met. Because the quality of products depends on reliable measurement, we document the accuracy of our flow meters in comprehensive calibration protocols and thus guarantee compliance with standard values. Promoting customers' further development with reliable products is our strongest driving force. If required, we are also happy to offer the addition of customized solutions to our product range, such as manufacturing from specific materials, compact and lightweight versions, high-pressure and high-temperature designs, or the construction of special connections and OEM designs.



[www.kem-kueppers.com](http://www.kem-kueppers.com)

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## Products and Services:

- Coriolis Mass Flow Meters
- Gear & Helical Flow Meters
- Turbine & Pelton Wheel Flow Meters
- Evaluation Electronics
- Calibration

## Unique Selling Proposition (USP):

As a mid-size company KEM Küppers Elektromechanik GmbH is flexible and very customer oriented. Their products to measure fuel consumption on vessels are designed and specified to meet the needs and requirements of operators and users.

Their lead time is also between 4 to 8 weeks.

## References and export activities:

- Automotive
- Oil & Gas
- Marine
- Hydraulics
- Energy
- Chemical
- Hydrogen

## Target Group:

- Shipyards for new building projects
- Shipowners for retrofit
- OEM (booster module manufacturer, Boiler maker)
- Companies which provide fuel monitoring systems

## Ideal Business Partners:

Companies which provide fuel monitoring systems and companies in the OEM sectors (boiler / booster module manufacturer).

## Ostsee Marine Solutions GmbH

Ostsee Marine Solutions designs, manufactures and installs shell door systems for super- and megayachts and specialized vessels.

Ostsee Marine Solutions (OMS), established in 2021, is an expert in crafting premium shell doors and hatches, positioned as a leader in designing, assembling, and installing these components for super- and mega-yachts, as well as for naval and specialized vessels. Our products decorate the world's finest vessels, showcasing our commitment to excellence in the shipbuilding industry. Over the years OMS has evolved into a comprehensive, one-stop solution provider for turn-key door and hatch systems. We pride ourselves on delivering seamless solutions tailored to our clients' needs. Leveraging our in-house expertise across the entire supply chain, we excel in 3-D cold forming, welding, and constructing complete sections with integrated shell doors. Our track record includes our largest fitted door, measuring 15x4m and weighing 24 tons.



[www.ostseemarine-solutions.com](http://www.ostseemarine-solutions.com)

### Products and Services:

- OMS produces the complete range of shell doors, including but not limited to, tender and rescue boat doors, sea terraces, stern and transom doors, mooring flaps, hinged bulwarks and crew access doors. All these doors come as complete systems with hydraulic or electrical drive and locking units, as well as power packs (for hydraulically operated systems) and control cabinets.
- OMS' dedicated service staff will provide installation and commissioning and, once the vessel is in operation, after sales service that includes spare parts sales.

### Unique Selling Proposition (USP):

We deliver complete door and hatch systems (door with frame) including drives (hydraulic or electrical), locking units and control system. We have some unique features in our drive and locking devices. All our systems can be fully factory tested and we have qualified staff to cover installation and commissioning.

### References and export activities:

At present we are mainly supplying the German builders of megayachts, Lürssen Group (including the recently taken over Nobiskrug), Abeking & Rasmussen and Dörries Yacht, but also builders of navy and government ships and cruise vessels.

### Target Group:

Yacht builders building super and mega-yachts over 50 meters of length, builders of navy and cruise vessels.

### Ideal Business Partners:

Larger of medium sized yacht builders in the super- and mega-yacht sector. Naval yards, builders of government vessels and builders of cruise ships.

## Promarin – Propeller und Marinetechnik GmbH

For more than 30 years, Promarin GmbH has been a trusted partner to shipowners, shipyards, and captains around the world. Since 1992, we have specialized in the design and production of high-performance propellers and customized propulsion systems.

We provide complete solutions — from precision-engineered propellers to fully integrated drive systems and reliable service. Our commitment is clear: performance, reliability, and sustainability.

With over 20,000 propellers delivered, we combine extensive industry expertise, advanced technology, and a strong focus on innovation.

At the core of our work stands the Promarin Standard: Excellence in every detail, ensuring we meet even the most demanding requirements with confidence.

Tailored propulsion solutions. Designed to perform. Built to endure.

[www.promarin.de](http://www.promarin.de)



### Products and Services:

Custom-tailored propulsion solutions, including high-performance propellers, shaft systems, gears, as well as professional propeller repair services, measurements and analytics and predictive maintenance systems.

### Unique Selling Proposition (USP):

Cutting-edge technology, custom-tailored solutions, excellence in performance and efficiency.

### References and export activities:

More than 20,000 propellers installed across 6 continents, seamlessly integrated with innovative drive trains. Each year, we produce 1,500+ new propellers and complete around 2,000 repairs, serving world-wide clients.

### Target Group:

Shipyards, Ship designers, Shipping companies, Vessel owners, Fishermen, Tug boats, yachts and more worldwide.

### Ideal Business Partners:

- Shipyards
- Ship designers
- Shipping companies
- Vessel owners
- Fishermen
- Tug boats, yachts, and others.

# Rötelmann GmbH

Expert for shut off and control technology

The medium-sized family business Rötelmann GmbH which exists for more than 100 years in Werdohl is known as the market leader in the field of control, shut-off and instrumentation technology. Through its intense comprehension for technique and through its pleasure in learning it keeps pace with developments and market changes. This openness for development characterizes the entire staff of Rötelmann GmbH. The request of the customers is on its focus to find customer-specific solutions with precision and proper service.



[www.roetelmann.de](http://www.roetelmann.de)

## Products and Services:

- High performance and reliable technique as the result of decades of experience.
- Whether 2-way- or multi-way ball valves
- Ball Valve Function Systems
- Ball valves for instrumentation
- Hydraulic actuators, attachments or accessories
- Intensive handling of materials and understanding for the complex working conditions
- Customer specific special solutions

## Unique Selling Proposition (USP):

The Rötelmann success story is based on quality products made in Germany mixed with innovative product development and a close customer cooperation.

## References and export activities:

Through existing partnerships all over the world Rötelmann delivers its products to most EU countries, the United States of America, Canada, parts of Asia, Australia and Africa.

## Target Group:

Rötelmann ball valves and solutions can be found in different markets like stationary or mobile hydraulics, gas applications, ship building and offshore, defense, wind energy, hydrogen technology (e.g. fuel cells) and many more.

## Ideal Business Partners:

Rötelmann is looking for long-term relationships. A distributor should have an elementary understanding of the company's techniques and a reasonable overview of the local market.



# SAACKE GmbH

Marine and Industrial Heat Generating Systems and Gas Combustion Units  
Plants and spare parts deliveries, repairs, modifications, services

On the basis of series products and customer-specific demands, SAACKE designs and manufactures tailored heat generating plants. SAACKE products satisfy both industrial and marine demands as well as high ecological standards. The SAACKE Group is represented worldwide with its own companies, production facilities, service stations and partner companies. Some 1000 employees ensure that energy is used optimally and in an environmentally conscious manner everywhere in the world every day. Having SAACKE on board means reliable, environmentally friendly and energy-efficient heat generating plants for sea-going vessels and offshore plants using all kinds of available fuels. Decades of experience in development, design and construction of new plants and conversion of existing plants enable us to assist our clients to maintain and improve the highest levels of reliability and operational efficiency.



[www.saacke.com](http://www.saacke.com)

## Products and Services:

- Marine Boilers
- Oil and Gas Burners
- Controls
- Boiler Repair Services
- Crew Trainings
- Spare Parts
- Engineering Services

## Unique Selling Proposition (USP):

- Innovator of the Rotary Cup Burner technology
- Innovator of the Environmentally friendly BoilOffGas handling by GCU's
- Waste Heat Recovery and Decarbonization Experts
- Combustion and Firing Experts incl. innovative Monitoring and Automation systems
- Fuel and Energy Expert of Marine Applications
- SAACKE – stands for: We burn all possible fuels- no exemptions!
- Taylor made Engineering, Design and Commissioning
- House-internal R&D

## Target Group:

- Ship-managers and Operators
- Shipyards
- Ship-owners and Charterers
- Oil & Offshore Operators
- Shipbuilding Design & Engineering

## Ideal Business Partners:

- Ship-managers, Fleet-managers and Technical Directors for any kind of vessels
- LNG Fleet Operators
- Designers and Procurement Directors of Shipyards and Shipbuilders Organizations
- Performance Managers of Ship-operators & Managers
- Decision Makers for Decarbonization and Performance Improvement on board of seagoing vessels

- Oil & Gas Offshore – Technical Managers

## SCHOTTEL GmbH

SCHOTTEL founded in 1921, we develop and manufacture propulsion and manoeuvring systems for vessels (power ratings of up to 30 megawatts).

SCHOTTEL Industries GmbH is an industrial holding company with activities in the areas of marine propulsion systems, gearbox technology, automation technology and renewable energies. SCHOTTEL Industries is owned by the descendants of the founder of SCHOTTEL GmbH as well as by the Norwegian company Frydenbø Group AS. The Group currently comprises six companies and a total of around 1,500\* employees. Around 100 sales and service locations worldwide ensure customer proximity (\*as of 2022).

### OUR MISSION

All of our operating entities are long-term investments, and we support them in their sustainable development. In so doing. In areas where common activities are more efficient and where it makes sense to develop common standards, we strive to bundle the necessary measures. These areas include IT infrastructure, quality management and compliance. Please find more information on documents such as the group quality handbook and the code of conduct here.

[www.schottel.de](http://www.schottel.de)



### Products and Services:

Propulsion systems up to 30MW, new and retrofit business. As well as worldwide service for all SCHOTTEL products.

### Unique Selling Proposition (USP):

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 propulsion systems for vessels of all types and sizes. Decades of expertise in the field of propulsion combined with state-of-the-art technologies enable us to offer a wide range of innovative and future-oriented products and services.

### References and export activities:

With its own network and subsidiaries, SCHOTTEL offer worldwide sales & service activities.

### Target Group:

Shipowners and companies, shipyards in Tug, Ferry, Merchant, as well as Navy and maritime Military segments.

### Ideal Business Partners:

Shipowners and companies, shipyards in Tug, Ferry, Merchant, as well as Navy and maritime Military customers.

## Trusteddocks.com GmbH

trusteddocks.com helps ship managers worldwide to find the right shipyard for repair, newbuild and recycling of ships

Trusteddocks.com supports ship-managers and ship-owners to identify and handle maritime construction and repair projects following ESG Standards by helping them to find reliable shipyards for repair, new-built and recycling projects. With their intelligent database, trusteddocks.com tenders the projects to interested shipyards. Currently focused mainly on repair projects.

[www.trusteddocks.com](http://www.trusteddocks.com)



### Products and Services:

The company supports ship-owners and ship-managers, e-tendering of Ship-repair, Dry-dock Projects and Monitoring of New Build and Recycling market.

### Unique Selling Proposition (USP):

Unlike normal shipbrokers, trusteddocks.com uses Big Data and business intelligence as well as advanced procurement technology to help ship managers and ship-owners find the right shipyards and maritime suppliers.

### References and export activities:

The company works for various Shipowners like Maersk, CMA, Bourbon or Wilhelmsen but also for international Shipyards from Europe and China and supports equipment providers like Caterpillar or Wartsila with Business Intelligence Data for their After Sales Business and CRM Integration.

### Target Group:

Ship-managers, Ship-owners, Shipyards, Maritime Service & Maritime Equipment companies.

### Ideal Business Partners:

We want to support shipyards, equipment providers and maritime service companies to accelerate.

## Ingenieurbüro Weselmann GmbH & Co. KG

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.

We are headquartered in Hamburg/Germany and have side offices in Hong Kong and Copenhagen, as well as a worldwide surveyor network.

[www.weselmann.de](http://www.weselmann.de)



### Products and Services:

Weselmann offers a wide range of technical consultancy services, ship valuations including TC rates, OPEX etc., warranty/damage/condition surveys, FATs, repair supervision, yard surveys, towage approvals, stability calculations, ESG assessment, work specifications for repair and docking, sustainability assessments of shipyards and vessels, advisory services.

### Unique Selling Proposition (USP):

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 Weselmann Value – the so-called “WeselmannValue” is a guarantee for a conservative, independently determined ship value for ship financing institutions; expansion of existing and new market seg

### References and export activities:

Among many others f. e. Avice Leasing, KfW IPEX-Bank, DVB, Deka Bank, Hamburg Commercial Bank, Ostfriesische Volksbank, Berenberg, OLB Bank, Fairplay Towage Group, HADAG, Hapag-Lloyd, Interorient Shipmanagement, Orion Reederei, Vogemann Reederei, Brise, M.M. Warburg Bank, Leonhardt & Blumberg, Junge, Georg Duncker, Harren Group, Zeaborn Ship Management, Lürssen, Blohm+Voss, Pantaenius, SAL

### Target Group and Ideal Business Partners:

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



# Xpress Seals GmbH

Manufacturer of customized seals for hydraulics and pneumatics.

Xpress seals GmbH is located in Germany, Schleswig-Holstein, Wedel, 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. 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.



[www.xpress-seals.com](http://www.xpress-seals.com)

## Products and Services:

- Hydraulic and pneumatic seals, individually customized to meet customer demands
- CNC machining of seals up to Ø 1500 mm within hours
- Wide range of materials: NBR, FKM, PU, PTFE, tailor-made compounds
- Waterjet cutting and 3D printing for prototypes and complex geometries
- Automated inspection methods (Keyence picture-based measurement)
- Rigorous testing for temperature, pressure and chemical resistance
- Eco-friendly materials and recycling initiatives

## Unique Selling Proposition (USP):

- High-speed production, including very large seals within hours
- Hundreds of digitalized seal profiles for quick customization
- Advanced material portfolio for diverse applications
- Flexible technologies: CNC machining, waterjet cutting, 3D printing
- Strong export focus with 40% of sales abroad
- Sustainable production practices

## References and export activities:

- Trusted by wholesalers, distributors, and industrial partners worldwide
- 40% of production exported internationally
- Customers value speed, flexibility, and reliability

## Target Group:

- Wholesalers and distributors of hydraulic and pneumatic components
- Repair shipyards and industrial service providers
- Hydraulic workshops
- OEM customers with special sealing requirements

## Ideal Business Partners:

- Long-term partners with strong technical expertise and networks
- Distributors of sealing solutions in international markets
- Companies that value high-quality, flexible, and fast-produced products
- Partners aligned with our international growth strategy.

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Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο  
Deutsch-Griechische  
Industrie- und Handelskammer

Company Profile | CleanTech for Shipbuilding & Shipping

Supported by:



Federal Ministry  
for Economic Affairs  
and Energy

on the basis of a decision  
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