

# Technological Trends in the German Marine Equipment Industry

## – Opportunities for the Greek Shipping and Shipbuilding Industry

2025-10-14, HAUKE SCHLEGEL





## VDMA: Our platform

- » Over 3,600 member companies
- » A cross-section of the entire process chain from component to system
- » Over 50 sector associations

## VDMA - Marine Equipment and Systems

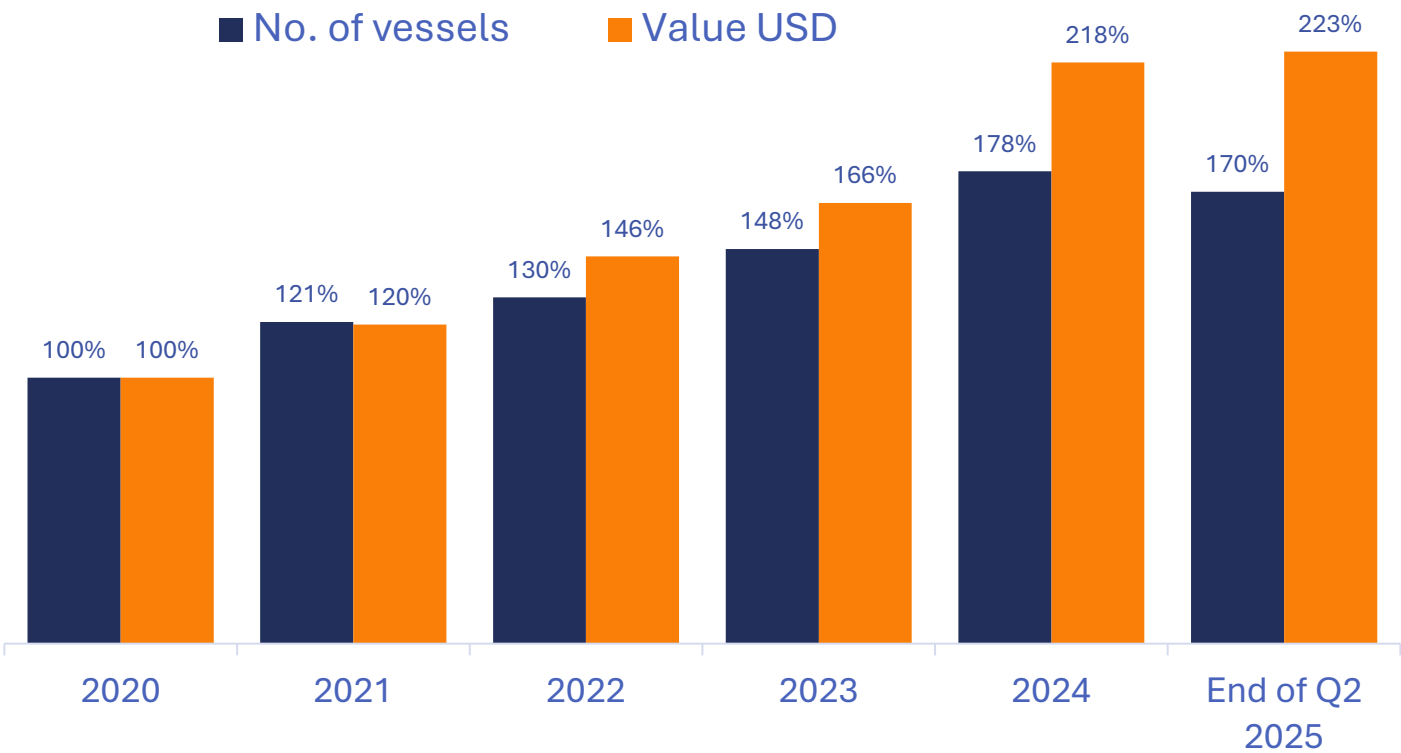
- » Representing the complete range of suppliers
- » World's largest exporter of marine equipment

**The largest network in our sector**



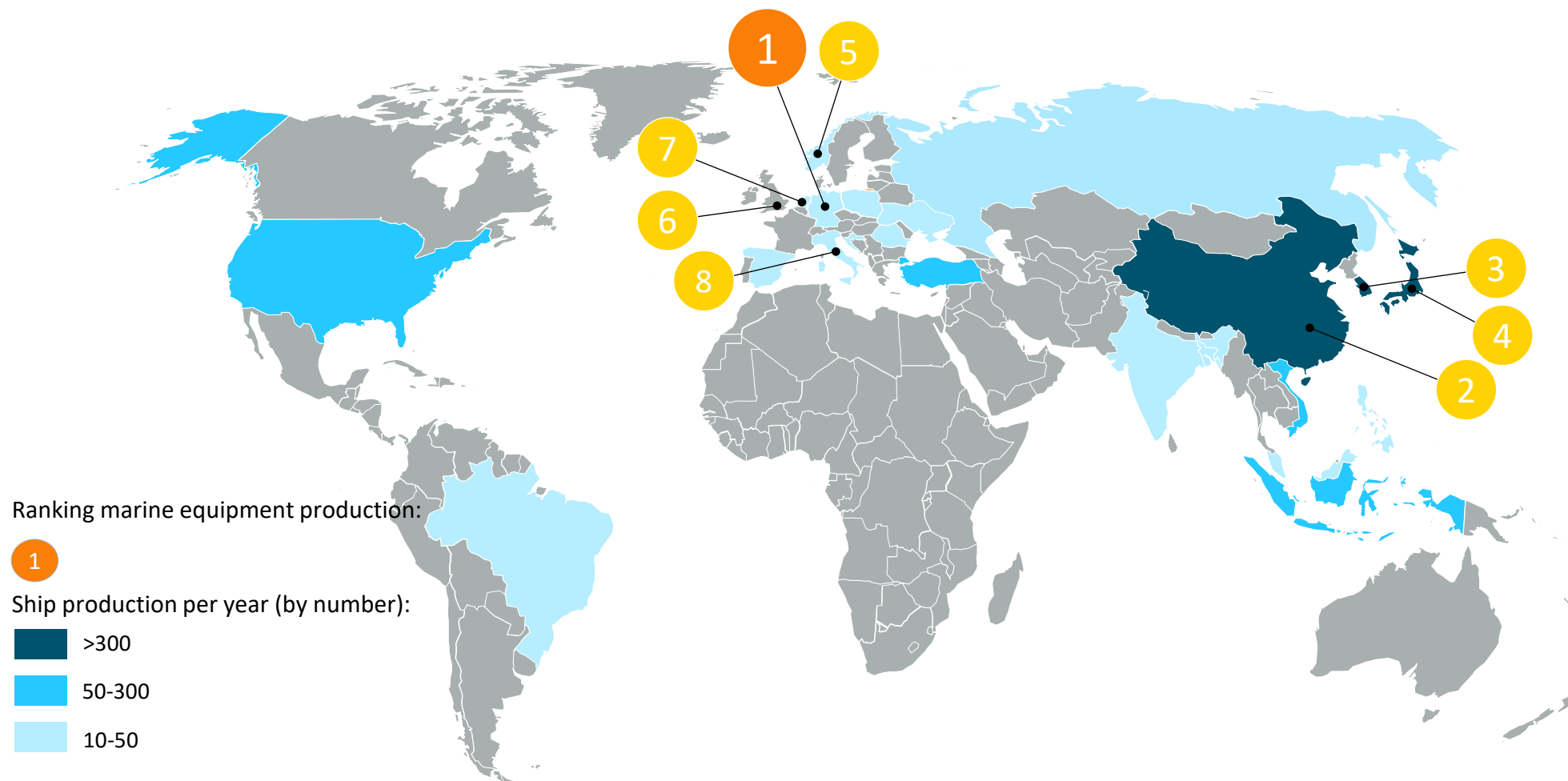
# Order backlog in global shipbuilding in Q2 2025

Development of the order book since 2020  
(the year 2020 with 3,536 vessels and a total value of billion USD 231,0 is set as 100%)



Source: Clarksons Research

# Global Shipbuilding and Marine Equipment Industries



# Technology / Market Trends

## Trends in maritime demand:

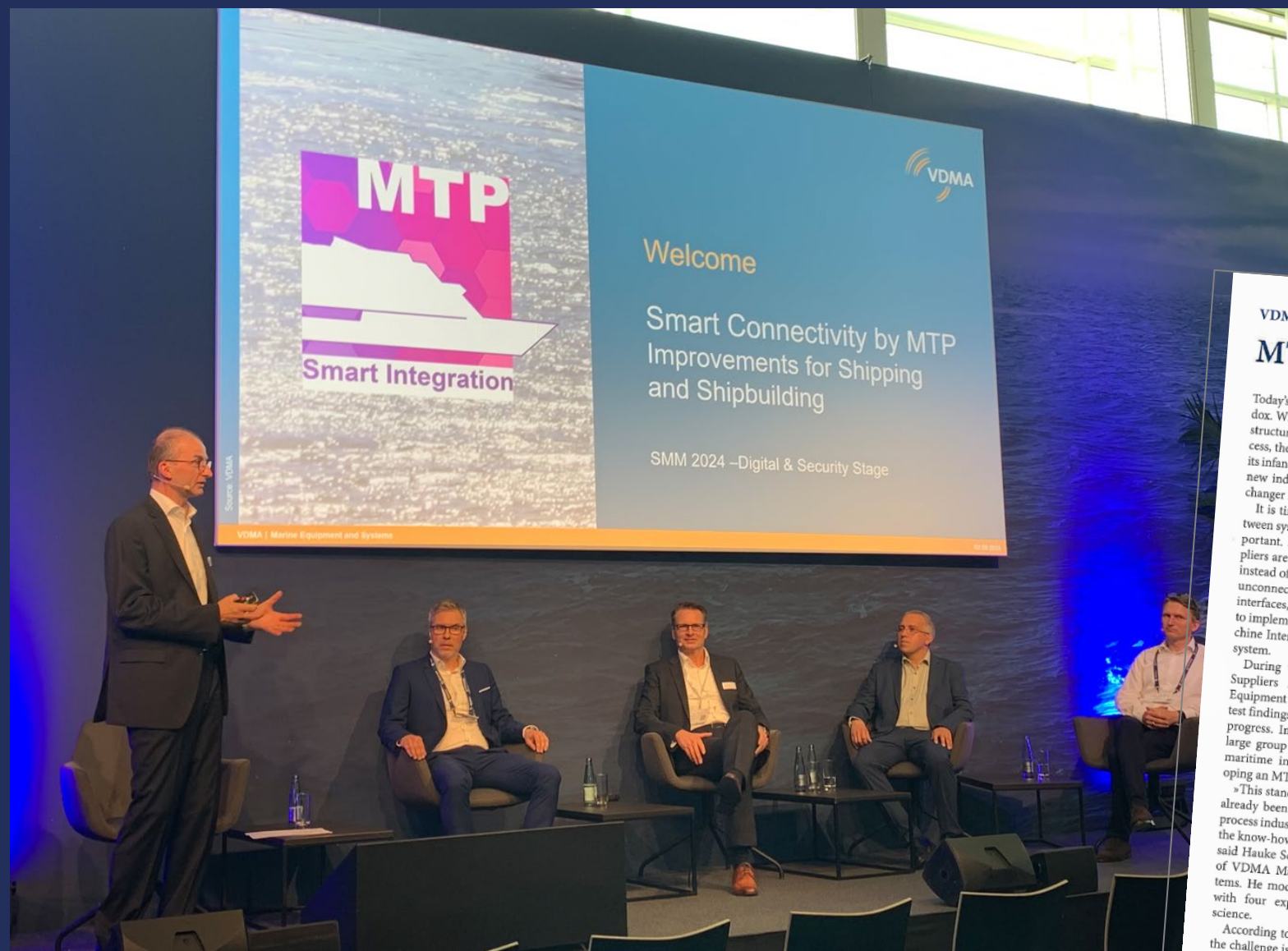
- » Green and safe technologies
- » Maritime Energy Transition
- » Digitalization & cyber security
- » Improved efficiency / cost reduction

## Consequences for marine equipment industries:

- » Equipment of higher quality and reliability is needed
- » Life Cycle Cost and Initial Cost counts
- » Deeper co-operation between companies needed
- » **Cooperation opportunities across borders and industry sectors!**







## VDMA MARINE EQUIPMENT AND SYSTEMS

### MTP – setting a new standard

Today's shipbuilding industry faces a paradox. While modularity is increasing in the structural aspects of the shipbuilding process, the use of modular software is still in its infancy. MTP (Module Type Package), a new industry standard, could be a game changer for the maritime industry.

It is time for change: Connectivity between systems is becoming extremely important. Many different equipment suppliers are involved in building a ship, but instead of the user working with 30 or 40 unconnected systems, each with different interfaces, it is much simpler and easier to implement just one HMI (Human Machine Interface) in the ship management system.

During the SMM, the German Ship Suppliers Association VDMA Marine Equipment & Systems presented the latest findings on this topic and the work in progress. In an MTP working group, a large group of representatives from the maritime industry are currently developing an MTP standard.

»This standard isn't new at all, as it has already been successfully applied in the process industry. Now we have to transfer the know-how to the maritime industry,« said Hauke Schlegel, Managing Director of VDMA Marine Equipment and Systems. He moderated a panel discussion with four experts from industry and science.

According to Sven Ropers of Siemens, the challenge is to »move from signals to

functions in order to be able to manage huge amounts of data. The aim is to minimise the engineering and processing effort and thus the costs.

By introducing an MTP file that contains all the information and documentation needed during the design and construction of a ship, the industry would be able to reach a new level, the experts agreed. It needs to be as simple as plugging a printer into a computer.

MTP is characterized by modern, standardized interfaces, a decentralized arrangement of intelligent, modular automation systems and a service and status-oriented control level. In ad-

dition to avoiding errors and shortening commissioning times, it also provides clarity and extended possibilities for factory testing. Additional advantages of the MTP standard include manufacturer independence, flexibility for retrofitting and simplified changes of use and extensions to existing systems. The new standard can also be used in combination with conventional automation systems.

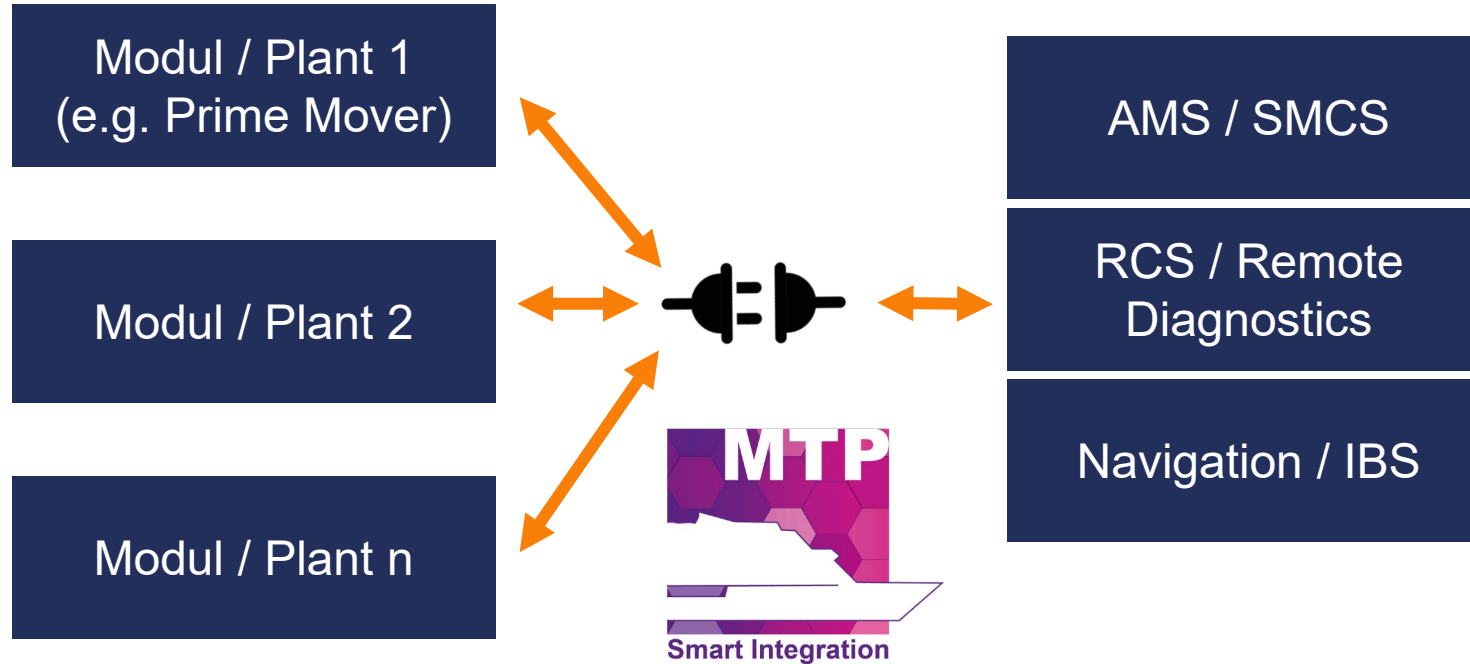
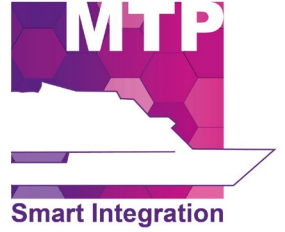
The MTP standard is already in the commenting phase and has been published. The VDMA standard sheet on »MTP in shipbuilding« is available for all interested parties.



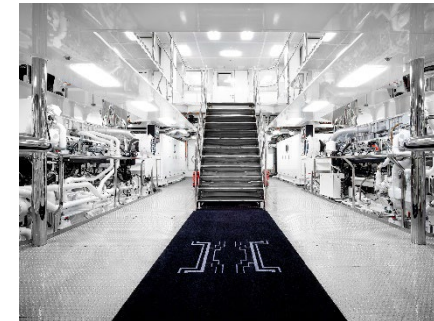
from left: Hauke Schlegel (VDMA Marine Equipment and Systems),

# Missing digital standard?

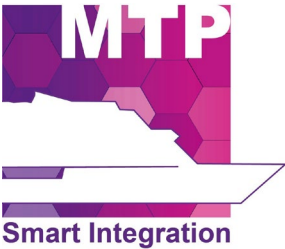
## MTP is the solution!



Logical integration must be plug and play as far as possible to decrease the building or retrofit time!



Picture source: Lürssen







# Never forget our customers' challenges!

- Environmental regulations
- Fuel price + availability
- Safety + security
- Crew shortage



The background of the slide is a photograph of a large cargo ship sailing on the ocean. The ship is silhouetted against a bright, low sun, which creates a warm orange and yellow glow on the horizon. The sky is filled with soft, wispy clouds. The ship has several lights on its deck and a prominent light on its mast.

**Our global main challenge:**

**Zero carbon shipping  
and  
zero carbon energy production**



Looking  
forward to  
even deeper  
cooperation  
in our  
maritime  
family to  
tackle the  
challenges





# Thank you for your attention

FOR FURTHER INFORMATION PLEASE CONTACT:

Hauke Schlegel

Managing Director  
VDMA Marine Equipment and Systems

+49 40 50720717  
[hauke.schlegel@vdma.eu](mailto:hauke.schlegel@vdma.eu)

