



Straight talk - Quo vadis MPV Heavy Lift market

# Executive summary – Survey Quo vadis MPV Heavy Lift market

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- Need for new tonnage
- In the medium-term ships:
  - sized up to 17,000 tons
  - with heavy lift gear up to 250 tons
  - one large hold
  - and environmentally friendly propulsion concepts are in focus
- When choosing alternative propulsion, methanol prevails in the MPV industry, followed by ammonia. One third cannot judge or sees no change because of lacking alternatives
- Germany among the Top 3 building countries of MPVs
- All kinds of European policy impetus to ensure MPV shipbuilding expected
- Competition from container lines will continue. In general bulkers are regarded as no permanent alternative for the transport of MPV cargoes
- Overwhelming majority sees new market entrants with beneficial cargo owners in the forefront

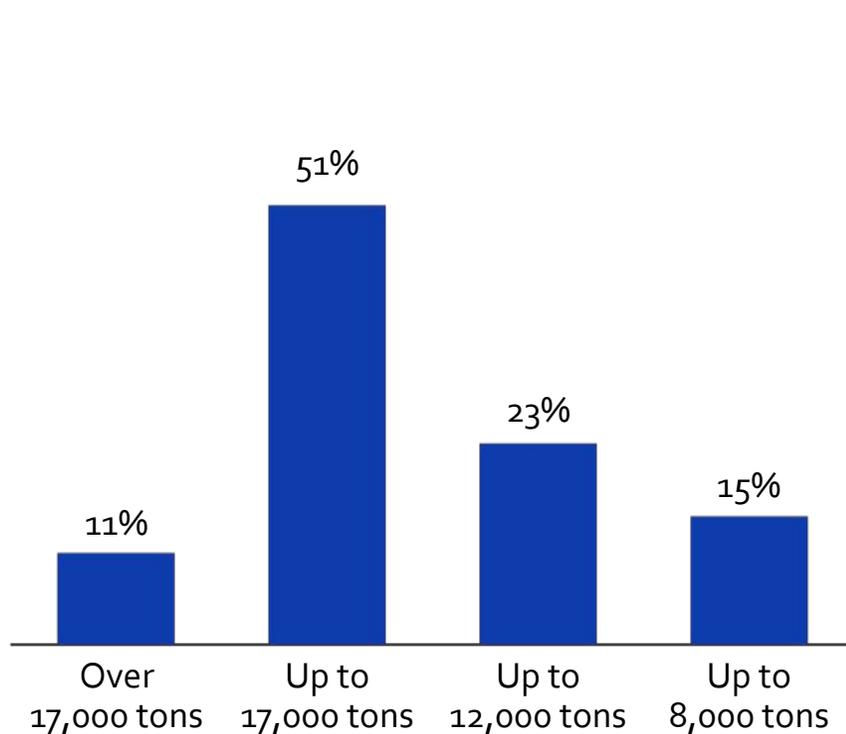
# More than 80% of the respondents see a lack of tonnage

The current MPV fleet is severely outdated, and the order book is very thin. Do you see a fundamental lack of tonnage?

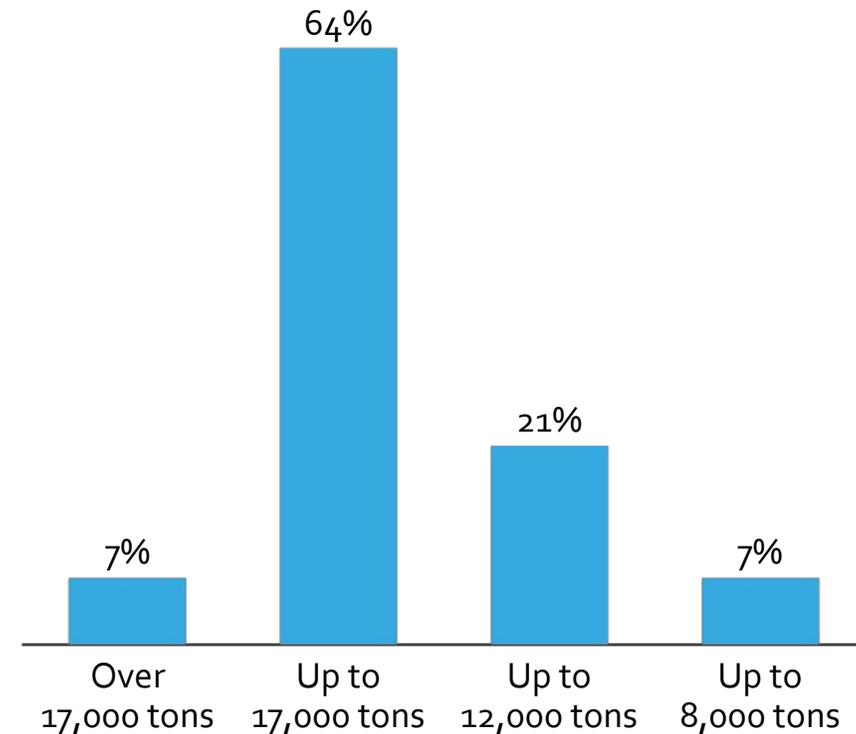


# Ship size: MPV up to 17,000 tons are needed. This is especially the view of the respondents from medium-sized companies

Ship size: Which design features are particularly needed in the medium term?

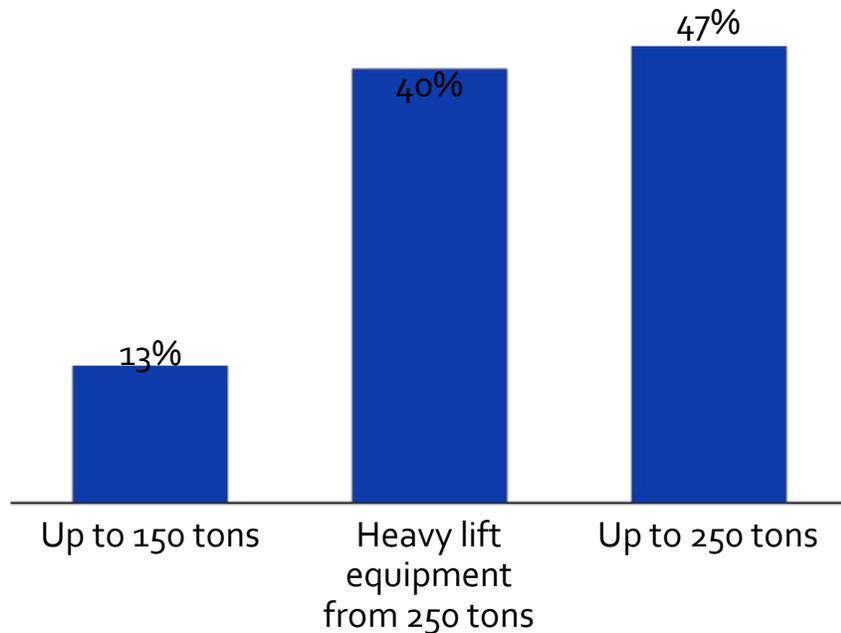


Ship size: Which design features are particularly needed in the medium term?  
Answers from medium-sized companies only.

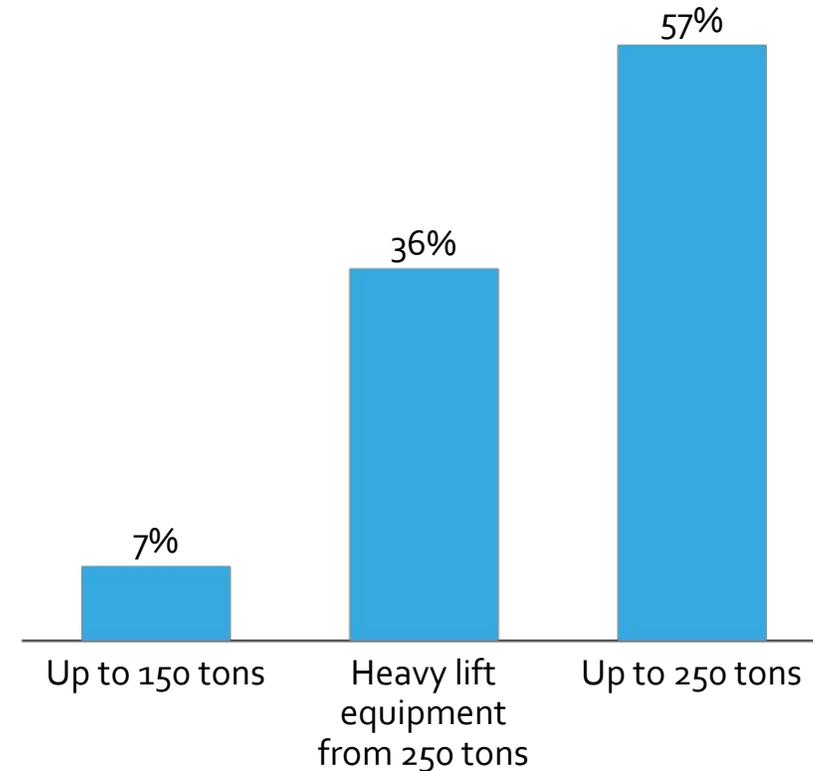


# Heavy lift equipment up to 250 tons is needed

Heavy lift gear: Which design features are particularly needed in the medium term?

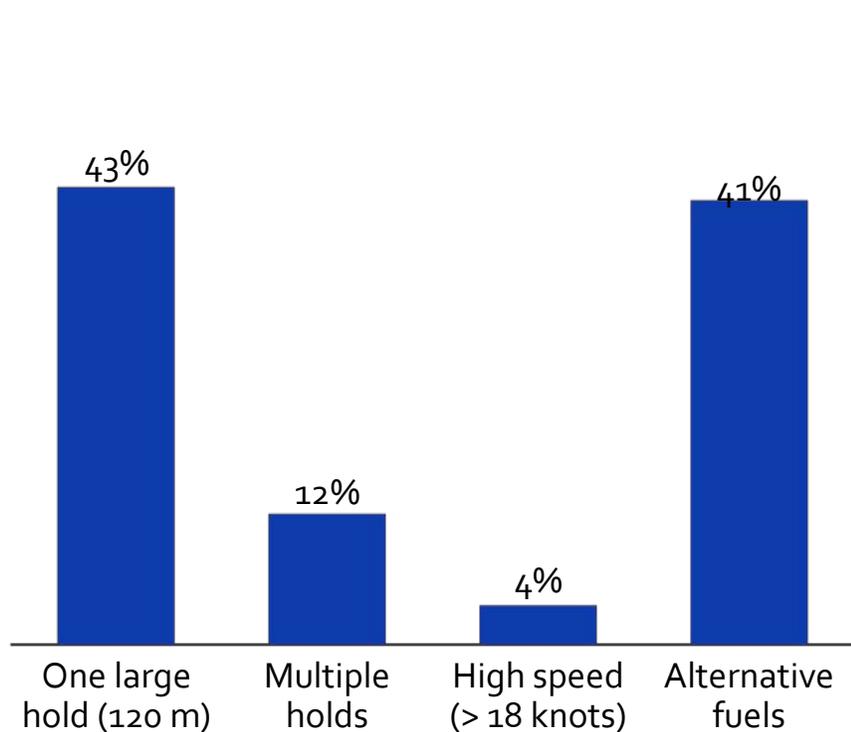


Heavy lift gear: Which design features are particularly needed in the medium term?  
Answers from medium-sized companies only.

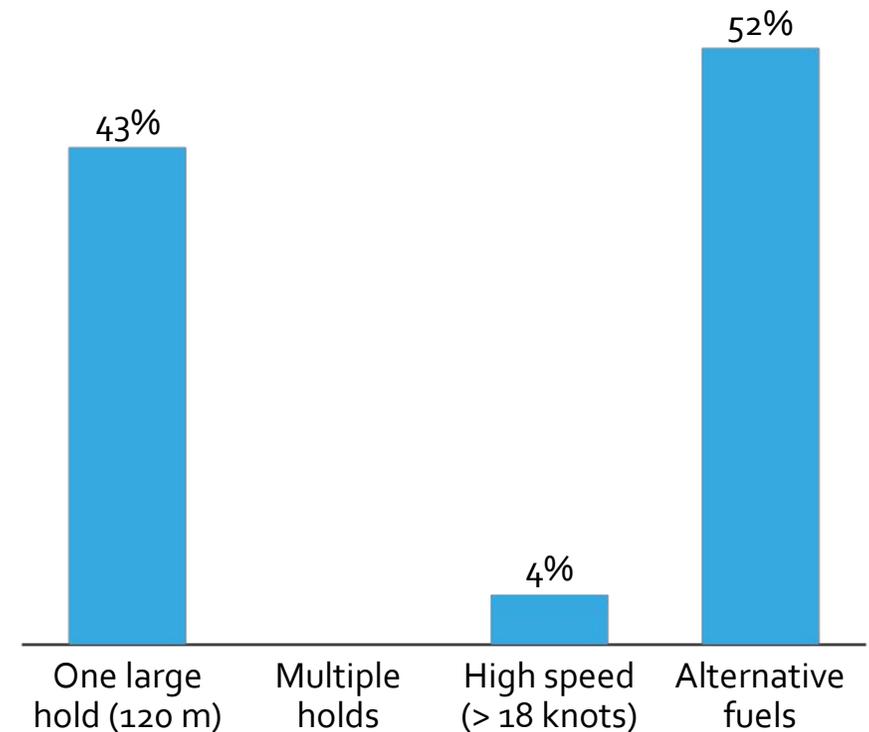


# Alternative fuels and one large hold are seen as most needed future design features

General: Which design features are particularly needed in the medium term?

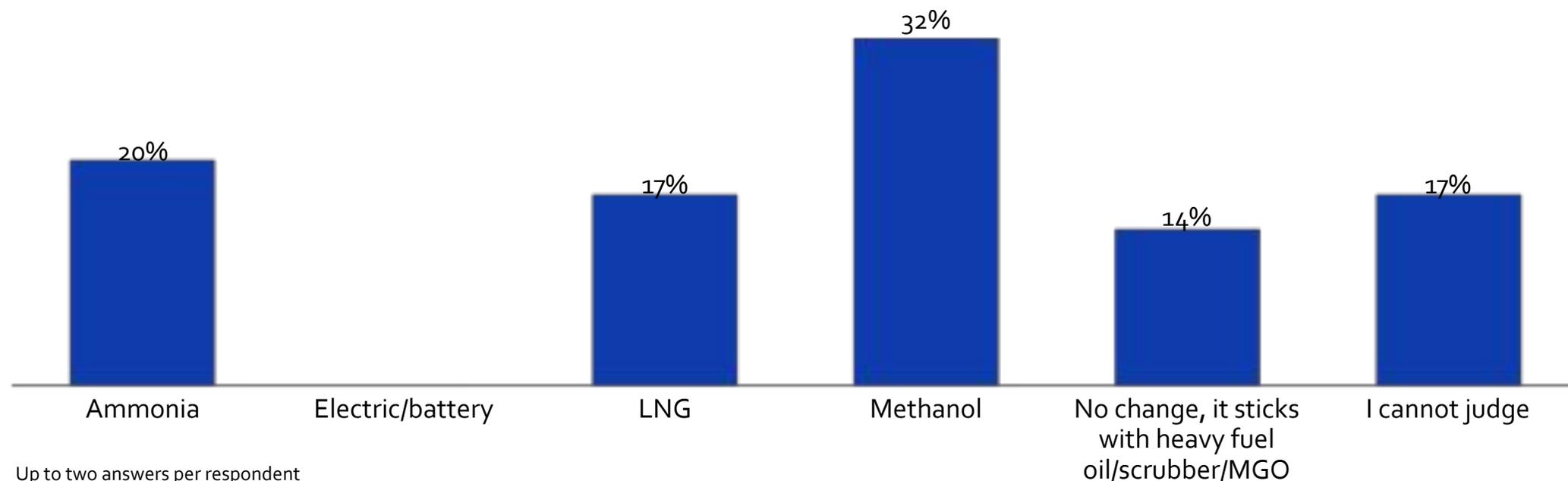


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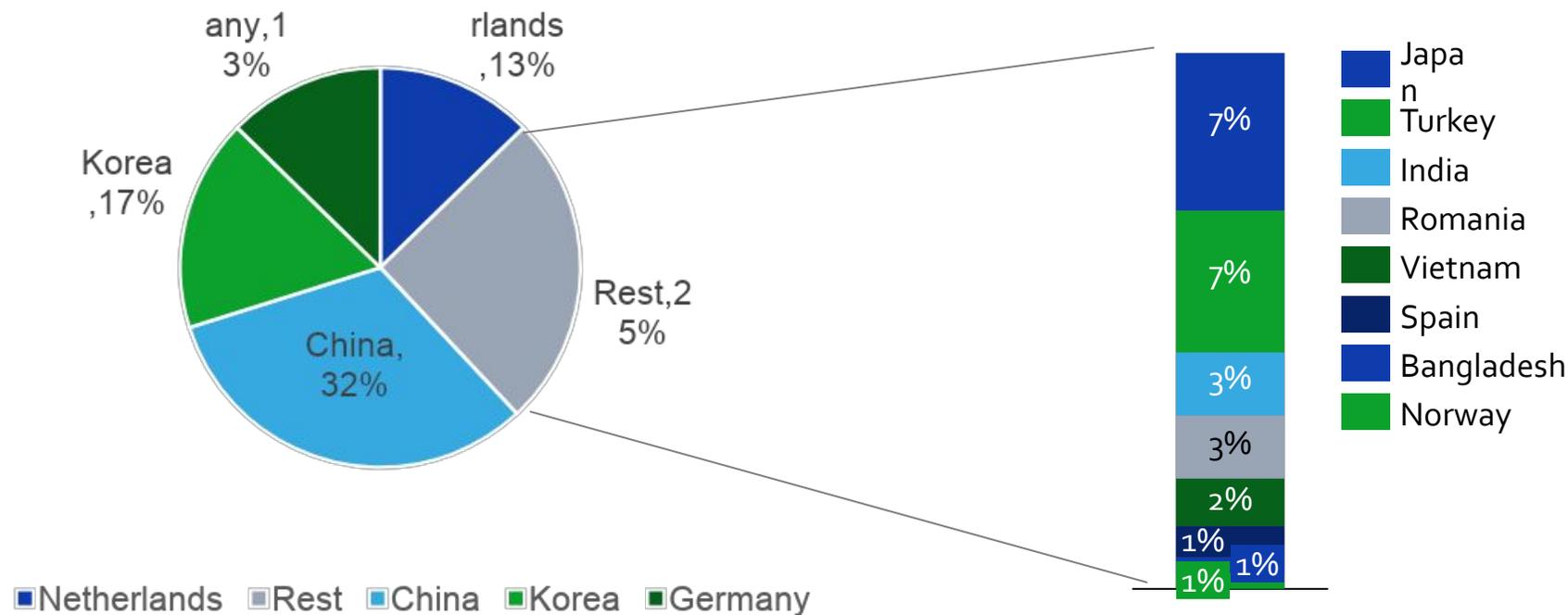
## Methanol is seen as most sustainable and future-proof propulsion. One third cannot judge/see no change of alternatives

When choosing alternative propulsion, MPV shipowners face the difficulty of relying on a global bunkering infrastructure rather than calling at the same ports over and over again, as liners do. With this in mind, which fuel do you think will prevail in the MPV industry?



# China and Korea are seen as main builders of MPVs (49%); Germany and the Netherlands as main European potential builders (13% each)

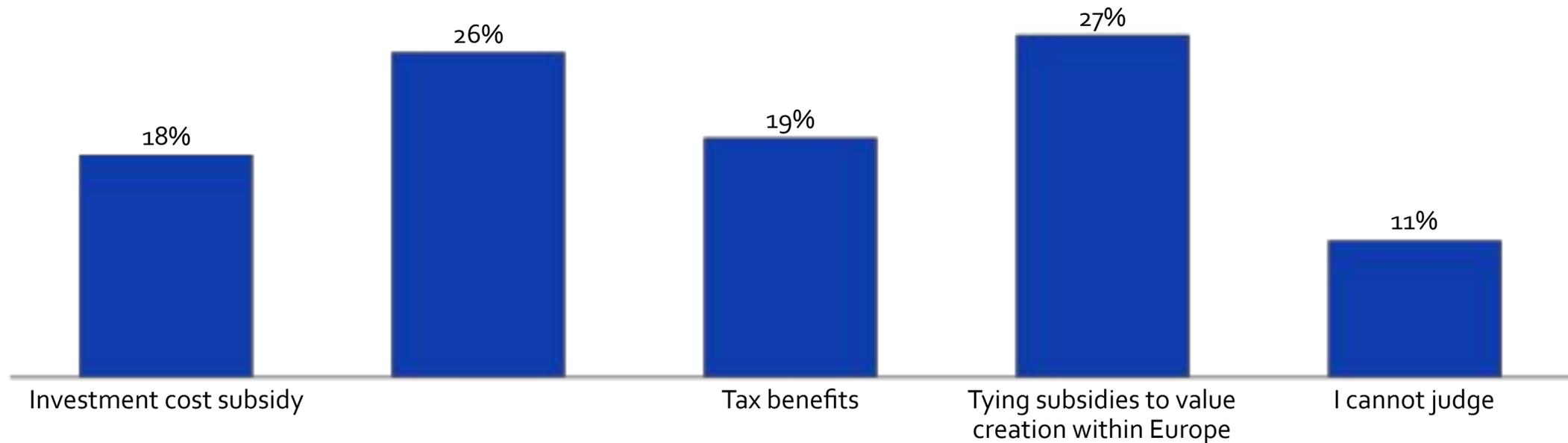
What would be conceivable countries where MPV vessels could be built?



Up to three answers per respondent

# All kind of policy support is most welcomed

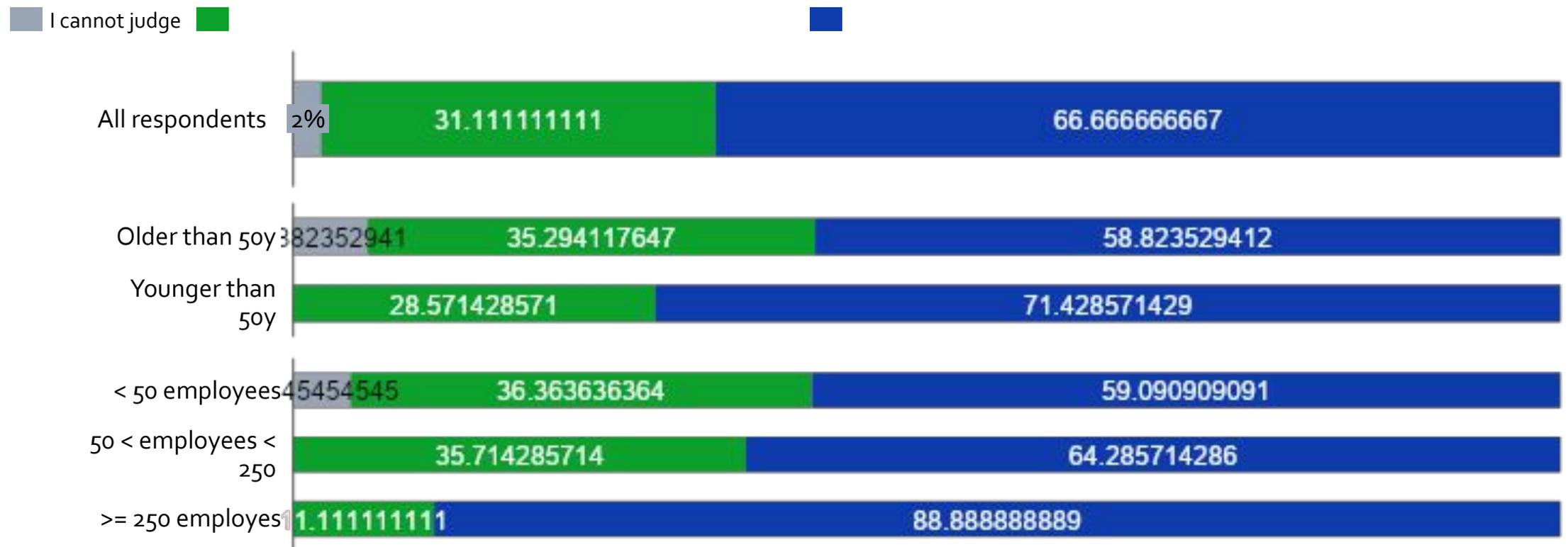
Against the backdrop of the energy transition and higher transport demand, what impetus do you expect from European policy to ensure that more MPV ships are built?



Up to two answers per respondent

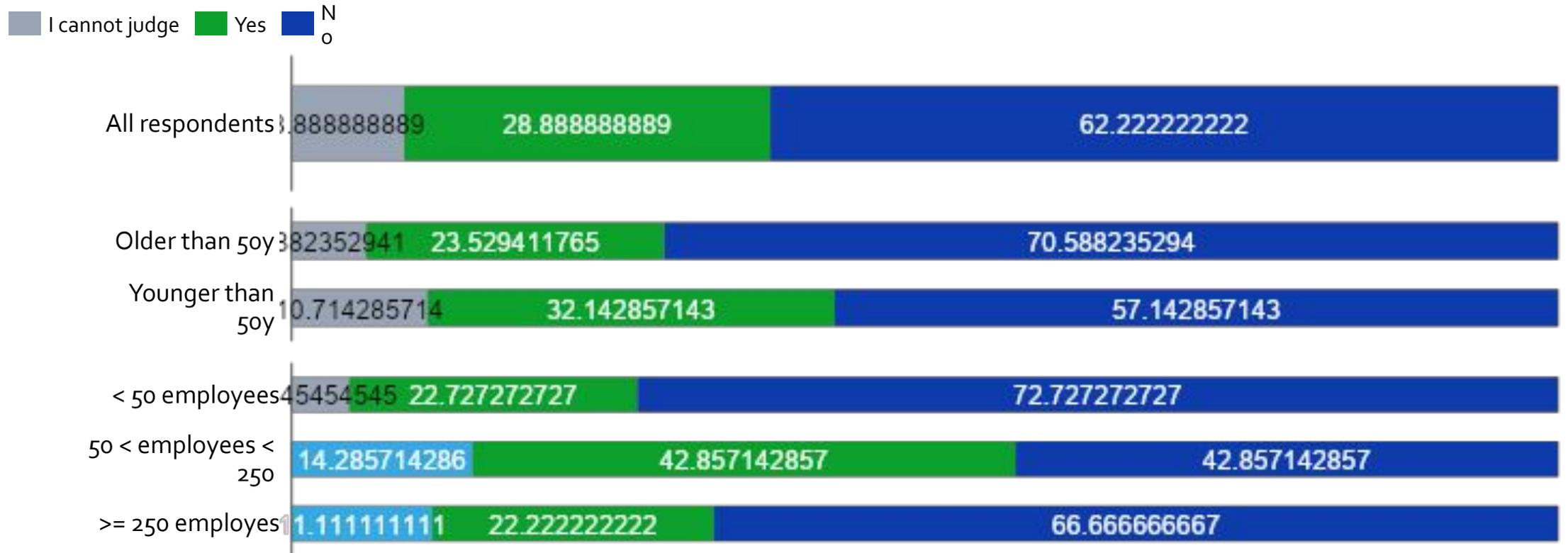
# Container lines are expected to continue their position in the MPV market

After the demand for container transport has increased enormously, container lines have reduced the transport of MPV cargoes again. Do you think that this trend (MPV cargo on container ships) will come back again depending on the market situation or that container lines will leave the market permanently?



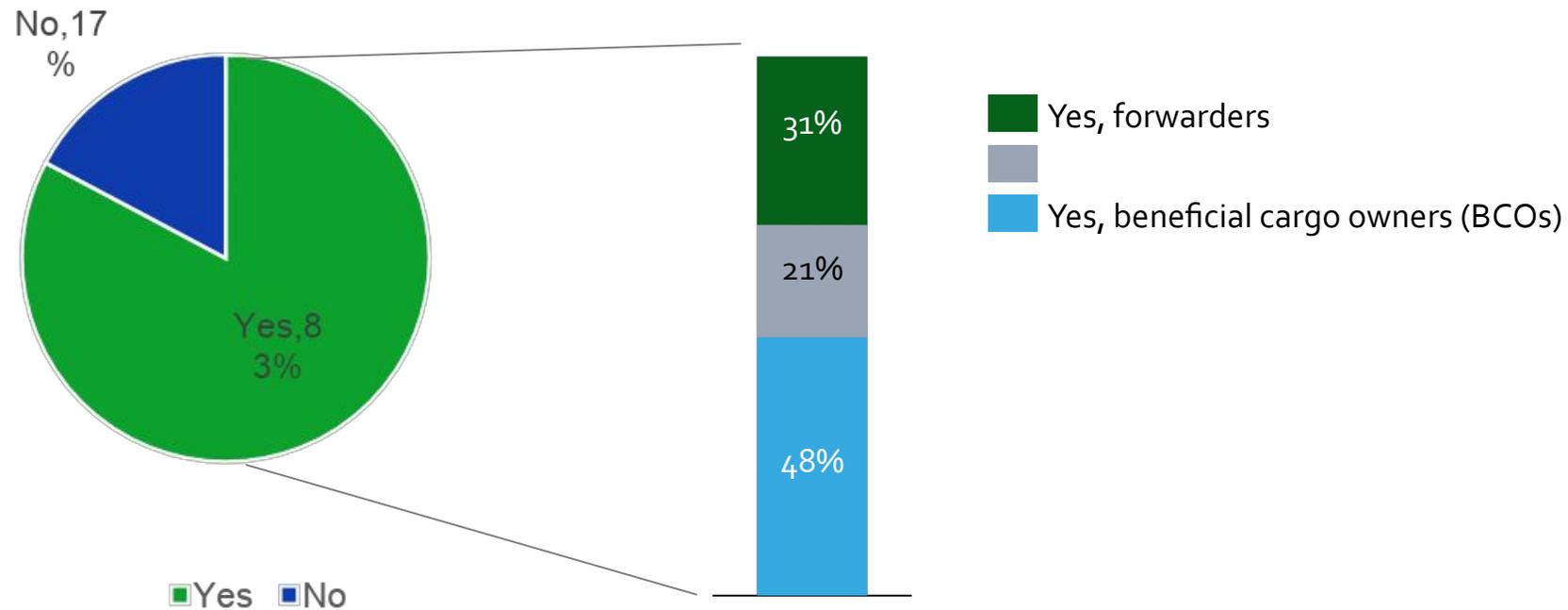
# 43% of the medium-sized companies believe bulkers are an alternative transport solution while this is only the case for 23% of the small and 22% of the big companies

Are bulkers - different or stronger than possibly container ships - a permanent alternative for the transport of MPV cargo?



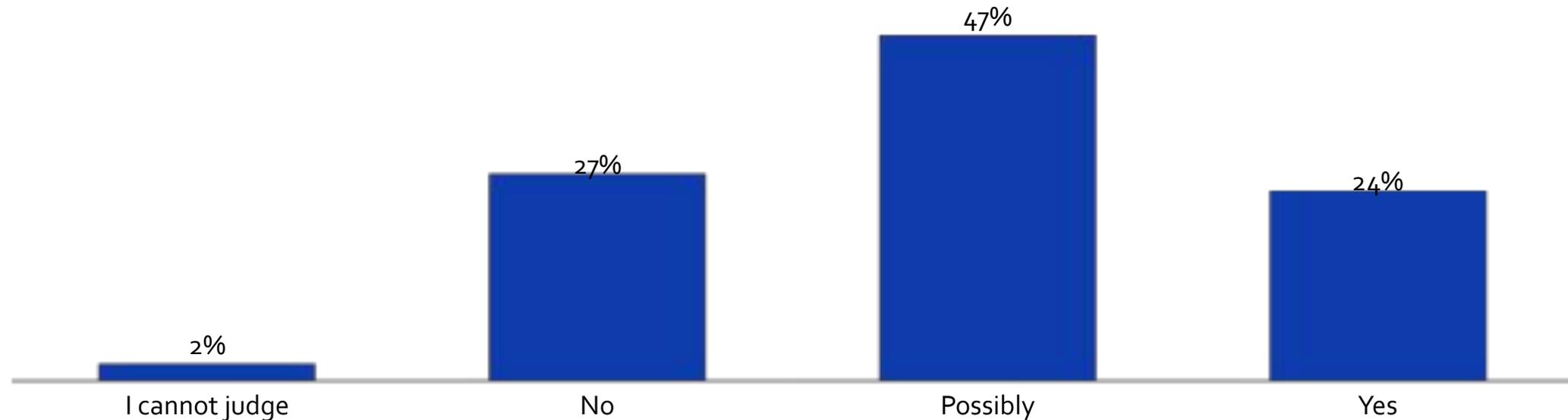
# New market entry is expected by 83%, among them cargo owner and forwarders

Could the large investment needs for fleet renewal combined with positive market outlook lead to new entrants entering the market? If yes, which ones?



## Likelihood of speculative orders is low

In the MPV market, shipowners place great emphasis on special, tailor-made designs. In your view, can it still make sense for shipyards to build new ships without a firm order in order to sell them after completion (shortly before final outfitting) and thus secure market share?



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