Press release



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Polsteam and Nova Ship Tech SA select Alfa Laval PureBallast 3 for installation throughout their fleets

Alfa Laval has signed fleet agreements with Polsteam and Nova Ship Tech SA for the supply of PureBallast 3, the third generation of Alfa Laval's ballast water treatment technology. Under the agreements, Alfa Laval will provide dozens of Polsteam and Nova Ship Tech SA vessels with PureBallast 3 systems – the vast majority of which will handle large flows of more than 1000 m³/h.

The agreements with Polsteam and Nova Ship Tech SA come as many ship owners shift their focus from individual ballast water treatment systems to complete fleet solutions. Over the past year, clarifications of the ballast water management legislation have made it easier – and more important – to maintain a wider, more long-term perspective.

"Leading actors like Polsteam and Nova Ship Tech SA are now pursuing ballast water treatment system retrofits in earnest," says Anders Lindmark, Head of Alfa Laval PureBallast. "In light of recent directives from authorities, they are keen to secure not just the right technology, but also a stable partner who will be there to support them in the long term."

Large systems and strong partnership

Polsteam's fleet agreement expands upon a previous investment in PureBallast 3 systems that the company made in mid-2017. With the installation of those six systems currently underway, Polsteam has now chosen to equip the rest of its fleet with PureBallast 3 – bringing its total ownership to 60 systems. All systems will handle large flows of at least 1000 m³/h, with 16 systems handling 2000 m³/h or more.

"This was a key decision for Polsteam, based on long-term factors such as operating economy and supplier security," says Grzegorz Wardzyński, Director of the Technical Department at Polsteam. "The UV technology used by PureBallast 3 will be simpler and more cost-effective than electrochlorination, even for our very large systems. But it was equally important to choose a supplier who could deliver now and still be there to support us long into the future."

"Knowledge, service and parts will be critical to ensure compliance in the years our vessels have ahead," Wardzyński concludes. "That made Alfa Laval and PureBallast 3 the right choice for equipping our fleet."

Simplifying fleet-wide installations

For Nova Ship Tech SA, whose fleet agreement covers ballast water treatment systems for 34 vessels, the high flexibility of PureBallast 3 was a major factor in the decision. PureBallast 3 can be implemented smoothly, despite the variations that exist when working across a fleet.

"Intervening in the existing structures and systems of ships in operation is much more complex than a whole newbuild project," says Francesco Costagliola, Nova Ship Tech SA Technical Manager. "Alfa Laval PureBallast 3 has a compact and highly flexible structure that facilitates installation as a retrofit. Above all, Alfa Laval has the field expertise and proven operating procedures to adapt it to any ship."

Costagliola notes, however, that the choice of PureBallast 3 goes deeper than installation. "The operating costs and the opportunity for global service are clearly very important to us," he says. "If there were any problems of any kind, we know that Alfa Laval would solve them."

To learn more about Alfa Laval PureBallast 3 and Alfa Laval's approach to ballast water treatment, visit <u>www.alfalaval.com/pureballast</u>

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Editor's notes

About Alfa Laval PureBallast

PureBallast, which was the first commercially available ballast water treatment solution, is a chemical-free technology sold and serviced by Alfa Laval. A vital component of PureBallast is the enhanced UV reactor, which was developed jointly by Alfa Laval and Wallenius Water based on Wallenius Water technology. All PureBallast systems are available with both IMO and U.S. Coast Guard type approvals.

About Alfa Laval

Alfa Laval is a leading global provider of specialized products and engineering solutions based on its key technologies of heat transfer, separation and fluid handling.

The company's equipment, systems and services are dedicated to assisting customers in optimizing the performance of their processes. The solutions help them to heat, cool, separate and transport products in industries that produce food and beverages, chemicals and petrochemicals, pharmaceuticals, starch, sugar and ethanol.

Alfa Laval's products are also used in power plants, aboard ships, oil and gas exploration, in the mechanical engineering industry, in the mining industry and for wastewater treatment, as well as for comfort climate and refrigeration applications.

Alfa Laval's worldwide organization works closely with customers in nearly 100 countries to help them stay ahead in the global arena. Alfa Laval is listed on Nasdaq OMX, and, in 2017, posted annual sales of about SEK 35.3 billion (approx. 3.6 billion Euros). The company has about 16 400 employees.

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