

PrimeServ Trident

Facilitates Customer Investment in Retrofits



MAN Diesel introduces PrimeServ Trident, an unique retrofit-financing package where saved expenses cover the investment

MAN Diesel PrimeServ is addressing the present decline in the world economy and maritime shipping by introducing a financing to help its customers invest in retrofit technology.

The 'Trident' package aims to support shipowners looking to cut expenses by employing particular retrofit solutions, such as:

- Alpha Lubricator – reduces cylinder-oil feed-rates by 20-30%
- Turbocharger cut-out – improves main-engine performance during low-load operation
- Blending on board – blends additives into system oil for use as cylinder oil

The investment required to purchase these retrofit solutions is relatively low compared to the resultant savings, and the pay-back period can be 2 years or less.

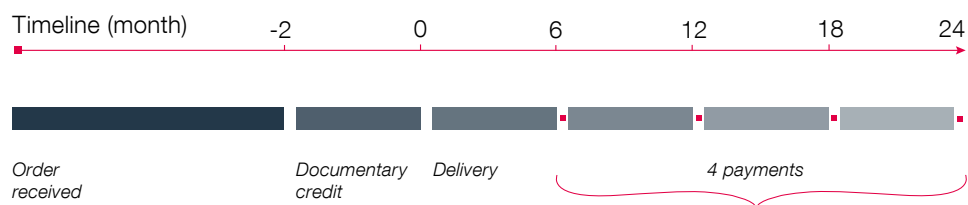


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New thinking

The new financing scheme is directly linked to the two-year pay-back period, with 4 semi annual payments. The payment is spread out over the pay-back period and balanced by the savings created by the retrofit itself. PrimeServ sees this distributed payment model as an incentive that will draw attention to its retrofit solutions.



As such, Trident offers funding through bank-to-bank financing using a documentary credit with deferred payment and standard documentation, which PrimeServ will provide.

PrimeServ Trident represents a non-cash investment and is a standard bank solution that will appeal to many shipowners. PrimeServ has pinpointed essential, environmentally friendly retrofits where the opportunity for reducing running expenses is great, and believes that it will appeal to many of the potential 4-5,000 shipowners globally that can benefit from this package.

PrimeServ Trident customer benefits

- No tie-up of cash and a short pay-back period
- Competitive interest rates and costs
- An alternative source of funding at attractive rates in a market where investment funds are scarce
- Standard documentation
- Documentation prepared by MAN Diesel

MAN Diesel | PrimeServ

All queries regarding PrimeServ Trident may be directed to:

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