

## Press Release

# Consolidation and new challenges: Vanzetti Engineering's highlights of a positive 2025

*An overall positive 2025 year-end close for Vanzetti Engineering, which was mainly driven by the marine sector, within a market characterised by increasing competitive complexity and geopolitical dynamics that continue to support the role of liquefied natural gas as a key vector in the global energy transition. The outlook on 2026 is confident, with the focus on product innovation and emerging markets.*

*Cavallerleone, February 2026* - With a turnover of **over €51 million** and a backlog of two years of revenue coverage, despite complex geopolitical dynamics and a progressive competitive reorganisation at a global level, Vanzetti Engineering closed the 2025 fiscal year with an overall positive balance sheet, consolidating its position in strategic segments such as the marine sector and continuing to invest in R&D to meet future technological challenges

In the **automotive** sector, LNG has shown a decline over the last year compared to initial expectations, mainly due to the high volatility of methane prices and to a European regulatory framework increasingly oriented towards green energy carriers, which has penalised the combustion engine market in favour of electric vehicles. *"The peak in LNG energy prices has had a significant impact on fleet operators' confidence, lengthening the return on investment and causing the European market to lose competitiveness to the Asian market,"* explains Andrea Capuani, Chief Commercial Officer of Vanzetti Engineering. *"This has reduced new installations, while leaving room for retrofitting."*

Despite the unfavourable scenario, the automotive sector shows good **growth** potential in **India**, a market that is also showing positive signs in the industrial sector. The latter, in particular, is a sector in which Vanzetti Engineering **performed well** in 2025, focusing mainly on **biogas**, which is experiencing steady growth, **and industrial gases**. *"With regard to industrial gases, in 2025, MOCA certification - which certifies the compliance of components with the suitability requirements for contact with substances intended for consumption - was extended to additional pumps and skids, thus expanding the scope of application to plants intended for food processing,"* specifies Luca Gazzera, Automotive & Industrial Business Unit Manager.

On the other hand, the naval sector, which currently accounts for more than 70% of the company's turnover and in which Vanzetti Engineering maintains a leading position with a significant market share in Fuel Gas Systems, performed very positively in 2025. The Fuel Gas System segment for naval applications has indeed continued to grow, supported by structural demand for highly reliable solutions and a medium- to long-term vision where LNG is the key fuel at least until 2035. *"We are not dealing with a fossil fuel like any other: LNG maintains a clear competitive advantage and will continue to play a central role in the energy transition, transforming over time into increasingly cleaner methane, such as bio-LNG or e-LNG,"* as Mr. Capuani points out.

### New 3x50% architecture for high flow rates

In 2025, one of the most significant developments was the completion, with in-house validation, of the new VT-3 high-pressure pump architecture with 3x50% redundancy, which was designed to meet the needs of large container ships. The evolution of the shipping market requires, in fact, ever higher flow rates and pressures, particularly for vessels over 16,000 TEU.



[WWW.VANZETTIENGINEERING.COM](http://WWW.VANZETTIENGINEERING.COM)

Vanzetti Engineering S.p.A.  
Soggetta a direzione e coordinamento da parte di Theresia Holding  
Via dei Mestieri 3, 12030 Cavallerleone (CN) - ITALIA  
R.E.A. CN141360 - Cap. Sociale 1.500.000,00€  
CF/Registro Imprese di Cuneo 04333110015 - P.IVA IT02104460049  
TEL +39 0172 915811 - FAX +39 0172 915822



The new solution allows **flow rates of over 20 m<sup>3</sup>/h** to be achieved, effectively doubling the current capacity covered by the Vanzetti portfolio, which has traditionally focused on Triplex architectures up to 11 m<sup>3</sup>/h with 2x100% redundancy. *"With this architecture, we are significantly expanding our market scope while maintaining Vanzetti's design distinctive levels of quality and reliability,"* points out Federico Buono, Marine Business Unit Manager.

From a technical and economic point of view, the 3x50% solution guarantees lower GHG and BOG emissions, especially during manoeuvres in port, when it is possible to work at lower flow rates to reduce consumption. In addition, this architecture offers greater operational flexibility, optimised after-sales management and advantages in terms of both CAPEX and OPEX.

To ensure the new architecture's reliability, control logic was successfully tested in-house and, in 2025, pumps with 3x50% redundancy already obtained their first application reference, thus officially entering the market.

### **New markets and innovative technologies**

Alongside these opportunities, the cryogenic sector is experiencing increasing competitive pressure, with a high geographical concentration in China, as well as an increase in M&As by large industrial groups. *"We are witnessing a shift from a 'Blue Ocean' to a 'Red Ocean', with new competitors and vertical integration strategies that alter the market balance,"* notes Mr. Capuani.

In response to this increasingly challenging environment, Vanzetti Engineering is looking ahead to 2026 with a strategic approach based on several guidelines. In the industrial sector, **LNG applications for small-scale terminals** continue to represent a growing sector. The **commercial launch of the ESK-IMO retractable pump** is planned precisely for this market segment, following extensive testing.

On the technological front, the company is also continuing to invest in enabling technologies for the development of solutions dedicated to **liquid hydrogen**. *"While in the short and medium term we see methane holding up well with growth in biomethane, in the long term we will see a gradual integration between LNG and liquid hydrogen,"* says Mr. Capuani, outlining a vision that ensures continuity of the LNG supply chain and the economic accessibility of the transition.

Finally, Vanzetti Engineering's growth path also includes **research activities in the aviation sector**, aimed at the future development of cryogenic pumps for new green engines, with possible spin-offs in the industrial and naval sectors for dual applications.



[WWW.VANZETTIENGINEERING.COM](http://WWW.VANZETTIENGINEERING.COM)

Vanzetti Engineering S.p.A.  
Soggetta a direzione e coordinamento da parte di Theresia Holding  
Via dei Mestieri 3, 12030 Cavallerleone (CN) - ITALIA  
R.E.A. CN141360 - Cap. Sociale 1.500.000,00€  
CF/Registro Imprese di Cuneo 04333110015 - P.IVA IT02104460049  
TEL +39 0172 915811 - FAX +39 0172 915822

