

Press Release

Vanzetti Engineering strengthens its presence in the Asian marine market

Following the successful outcome of the Kormarine exhibition in Korea, Vanzetti Engineering will attend Marintec China 2025 (Shanghai, 2-5 December) to showcase its range of LNG marine cryogenic pumps and to consolidate its relations with the main Asian market players, also in view of Sea Japan 2026, a first for the company.

*Cavallerleone, November 2025 - Vanzetti Engineering is attending **Marintec China 2025**, the leading international trade fair dedicated to the marine and maritime sector, scheduled to take place in Shanghai from 2 to 5 December. The company will have its own **stand N2E5C** to introduce the Asian market to the latest technological developments in its range of LNG marine cryogenic pumps. Specifically, an **ARTIKA 160** submerged cryogenic pump and a scale **mock-up of the VT-3 high-pressure reciprocating pump** will be on display at the Marintec stand.*

Participation in Marintec is part of a strategy of continuous visibility at major Asian trade fairs in the marine sector, following the positive results achieved at the **Kormarine** exhibition in Korea last October. *"Our presence at Kormarine allowed us to consolidate our relations with the world's leading players and gather valuable information on developments in the marine market, particularly on the consolidation of LNG in the fuel transition,"* says **Federico Buono**, Marine Business Unit Manager at Vanzetti Engineering. *"The proximity of the two trade fairs will help us pursue meetings and negotiations we initiated in Korea, with the aim of creating new commercial synergies, as well as strengthening existing ones."*

Meeting the major Korean, Chinese and European fuel gas system suppliers at Kormarine allowed Vanzetti Engineering to identify the market's orientation towards the construction of new high-tech ships, such as LNG carriers and large container vessels. "The investments we have made in recent years to increase and enhance our range of cryogenic pumps now allow us to respond effectively to market needs," comments Federico Buono.

At Marintec China, Vanzetti Engineering aims to further strengthen its long-standing strategic relationships with leading Chinese fuel gas system suppliers, in a market that currently accounts for the majority of global shipbuilding. Another important goal is to expand direct relations with shipowners, who represent a strategic target that will enhance future service and after-sales management, in agreement with the company's

direct customers. *"In addition to fuel gas system suppliers - our traditional customers - it is essential to establish direct relationships with those who order and use the ships. Direct knowledge of shipowners enables for the entire supply chain to be involved, thus facilitating greater market penetration and the establishment of long-lasting relationships,"* emphasises Federico Buono.

Market developments and new opportunities

Market analysis conducted by Vanzetti Engineering, and supported by data from Clarksons Research, highlights a significant change in the scenario. After the wave of container vessel orders over the last

three years, the market is shifting towards other types of ships, in particular bulk carriers, tankers and bunkering vessels.

*"Our forecasts indicate a significant **increase in orders for bulk carriers and LNG tankers in the coming years**, partly due to the average age of the existing fleet, which will require replacement with new units equipped with more environmentally sustainable fuels. LNG will play a leading role in this transition, and we are ready with advanced technological solutions,"* says Mr. Buono.

Vanzetti Engineering has expanded its product range, developing high-pressure solutions with increased flow rates for large ships and adapting to the new platforms released by leading engine manufacturers, so as to be ready to respond to changing market needs, in addition to developing new retractable submerged pumps (ESK-IMO Series) for cargo management in bunkering vessels.

Targeting Sea Japan 2026

Participation in Marintec will also serve as a springboard for the relationships that Vanzetti Engineering intends to build with fuel gas system suppliers and Japanese shipyards at **Sea Japan 2026**, to take place in Tokyo from 22 to 24 April next year. The company will attend for the first time with its own stand. *"Japan is a strategic market, historically specialised in bulk carriers. It represents an important opportunity to diversify our business, which is currently heavily focused on the Chinese market,"* concludes Federico Buono.

Attending the three trade fairs – Kormarine, Marintec China and Sea Japan – confirms Vanzetti Engineering's commitment to serving the main Asian shipbuilding markets, a geographical area that is presently the beating heart of the global marine sector.