

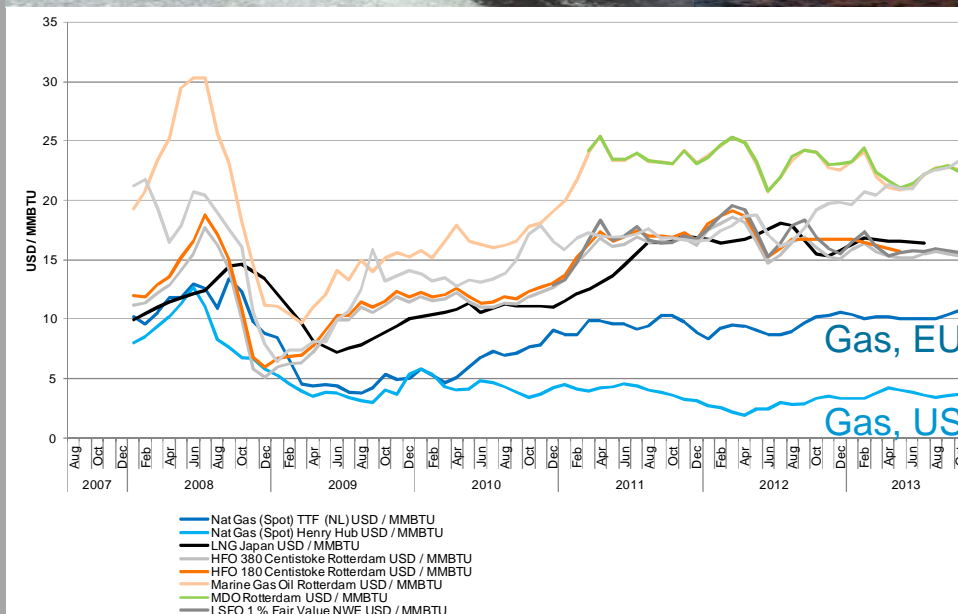


IMO TIER 3 REGULATION - HOW TO DEAL WITH THE PRESENT SITUATION

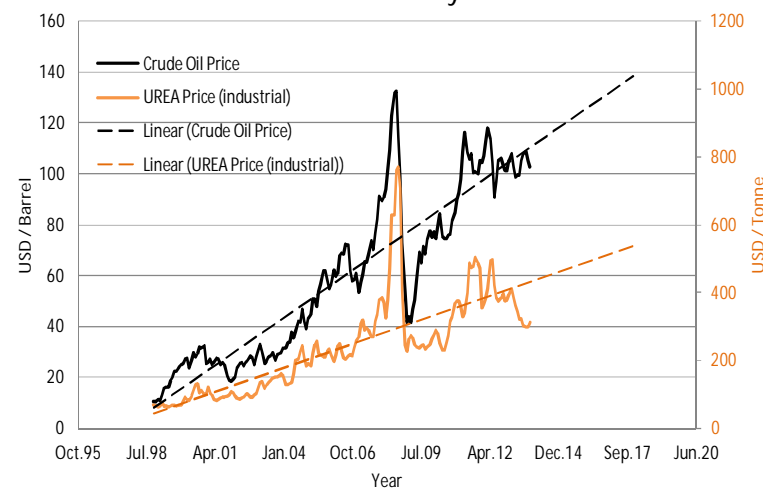
THE OPTIMUM PLATFORM-TECHNOLOGY CHOICE FOR MAXIMISED BENEFITS IN ALL TRADES

Robert Ollus, CIMAC Circle,
SMM Hamburg 2014

A certain market with a certain fuel



Oil and UREA (unrefined) price development for the last 15 years



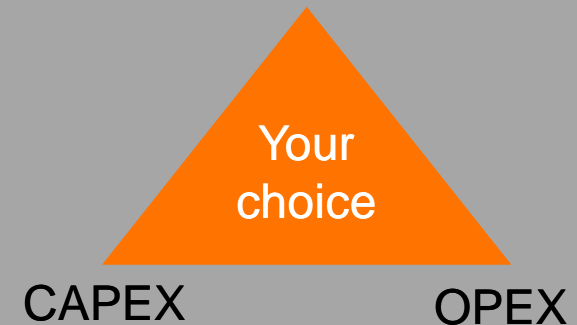
Gas is competitive

Cases evaluated, 3 years period

CAPEX and OPEX evaluation has been made for the following cases:

- Cost evaluations for two different operational scenarios:
 - **Worldwide trade**: 80% non-ECA (**75% average load**), 20% ECA (**50% average load**)
 - **Regional trade**: 20% non-ECA (**75% average load**), 80% ECA (**50% average load**)
 - **Three years operation, 6500 running hours per year**
- Cost evaluations for two different engine installations:
 - (Small bore: 2*1600 kW)
 - **Large bore: 4*14400 kW = 57 600 kW nominal power**

Fuel compatibility,
Loading capability &
Switch ability

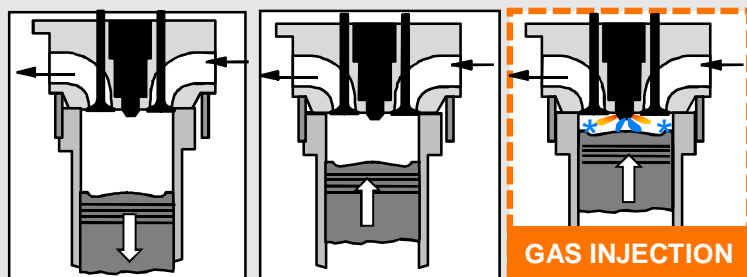


*Disclaimer: Costs & prices
estimated based on 2014 levels.*



Find your optimal solution

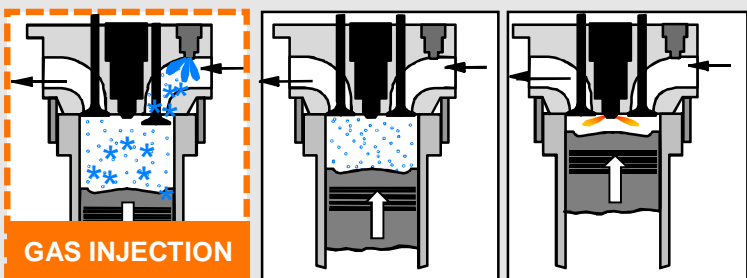
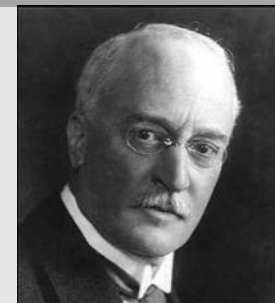
The 4-stroke product types



DIESEL OR GAS-DIESEL (GD)

Does NOT meet IMO Tier III

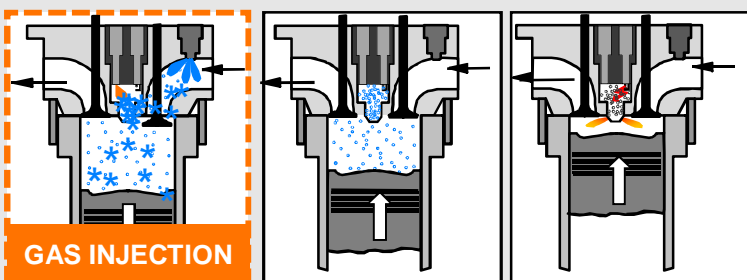
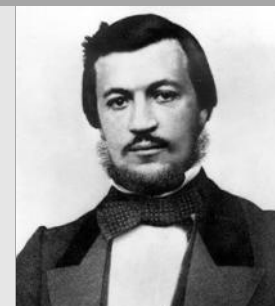
High injection or gas pressure



DUAL-FUEL (DF)

Meets IMO Tier III

Does NOT meet in back-up (HFO/LFO mode)

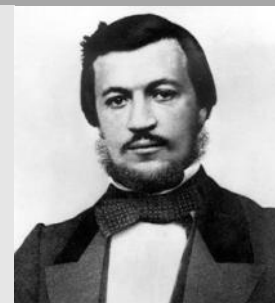


SPARK-IGNITION GAS (SG)

Meets IMO Tier III

No redundancy

No HFO flexibility



Otto has beaten Diesel in many respects

Wärtsilä gas product references

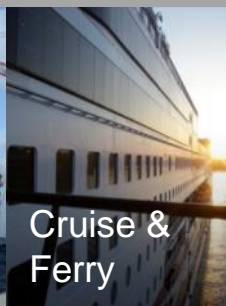
Gas Diesel (GD)

- High Pressure Gas



Dual Fuel (DF)

- Low Pressure Gas



Spark-ignited Gas (SG)

- Low Pressure Gas



□ 8 segments □ >800 installations
□ >2,700 engines □ >20,000,000 running hours

Technology combinations evaluated

- a) 1-stage + NOR** (HFO1-2 usage in Tier II and LFO in Tier III)
- b) 2-stage + NOR** (HFO1-2 usage in Tier II and LFO in Tier III)
- c) 2-stage + Inter-Turbine SCR** (HFO1 usage in Tier II and LFO in Tier III)
- d) 2-stage + Internal EGR** (HFO1 usage in Tier II and LFO in Tier III)
- e) 2-stage + EGR** (HFO in Tier II & LFO in Tier III)
- f) 1-stage + EGR** (LFO only)
- g) Scrubber + NOR** (if HFO use in ECA instead of LFO)
- h) DF including LNG plant, Low LNG price** (USA)
- i) DF including LNG plant, average LNG price** (Europe)

The references

CAPEX: IMO Tier 2 HFO engine

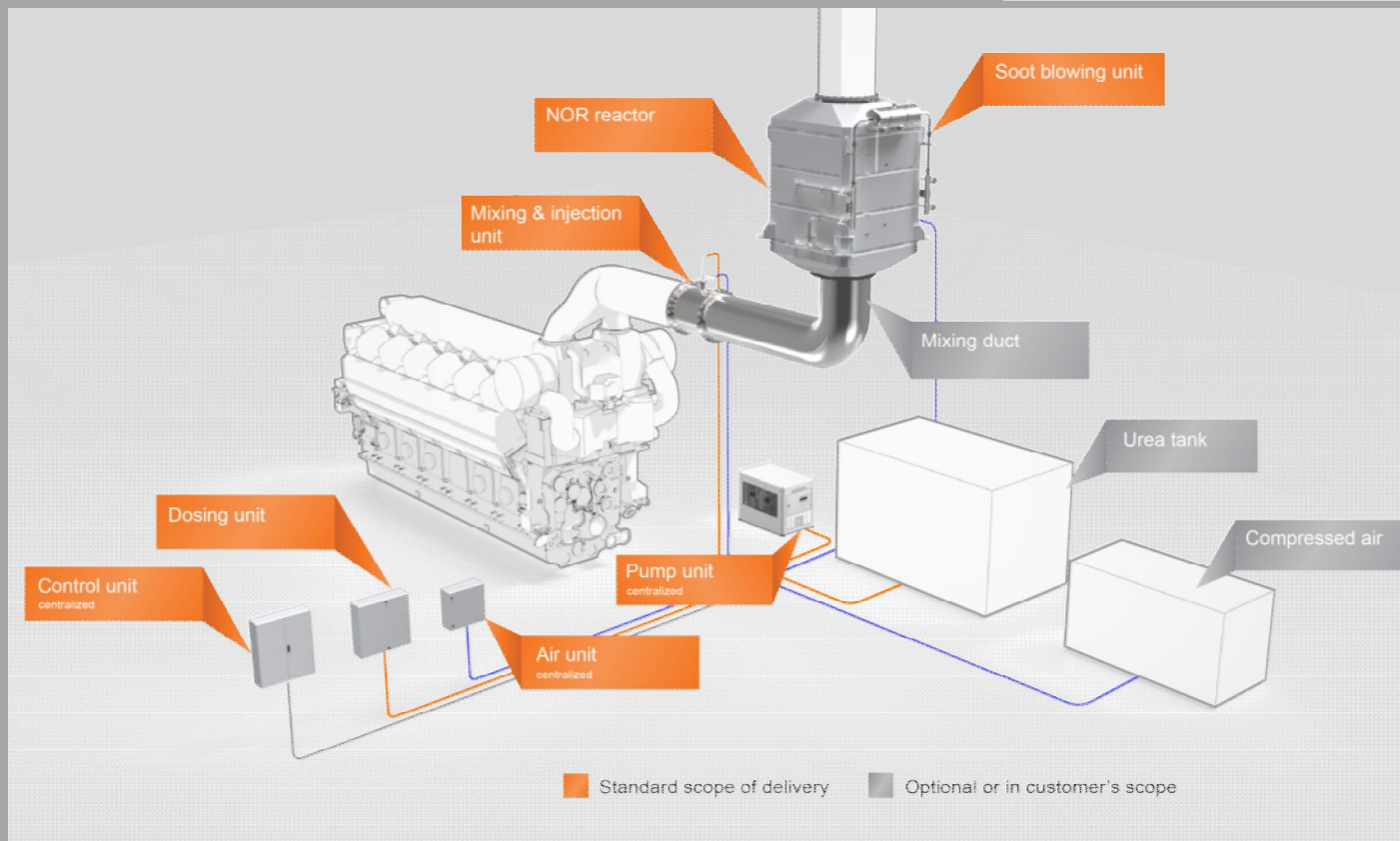
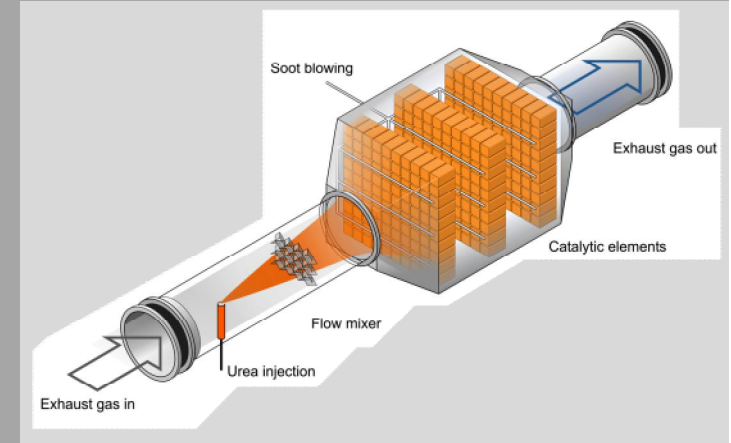
OPEX and total: 1-stage + NOR *a)*



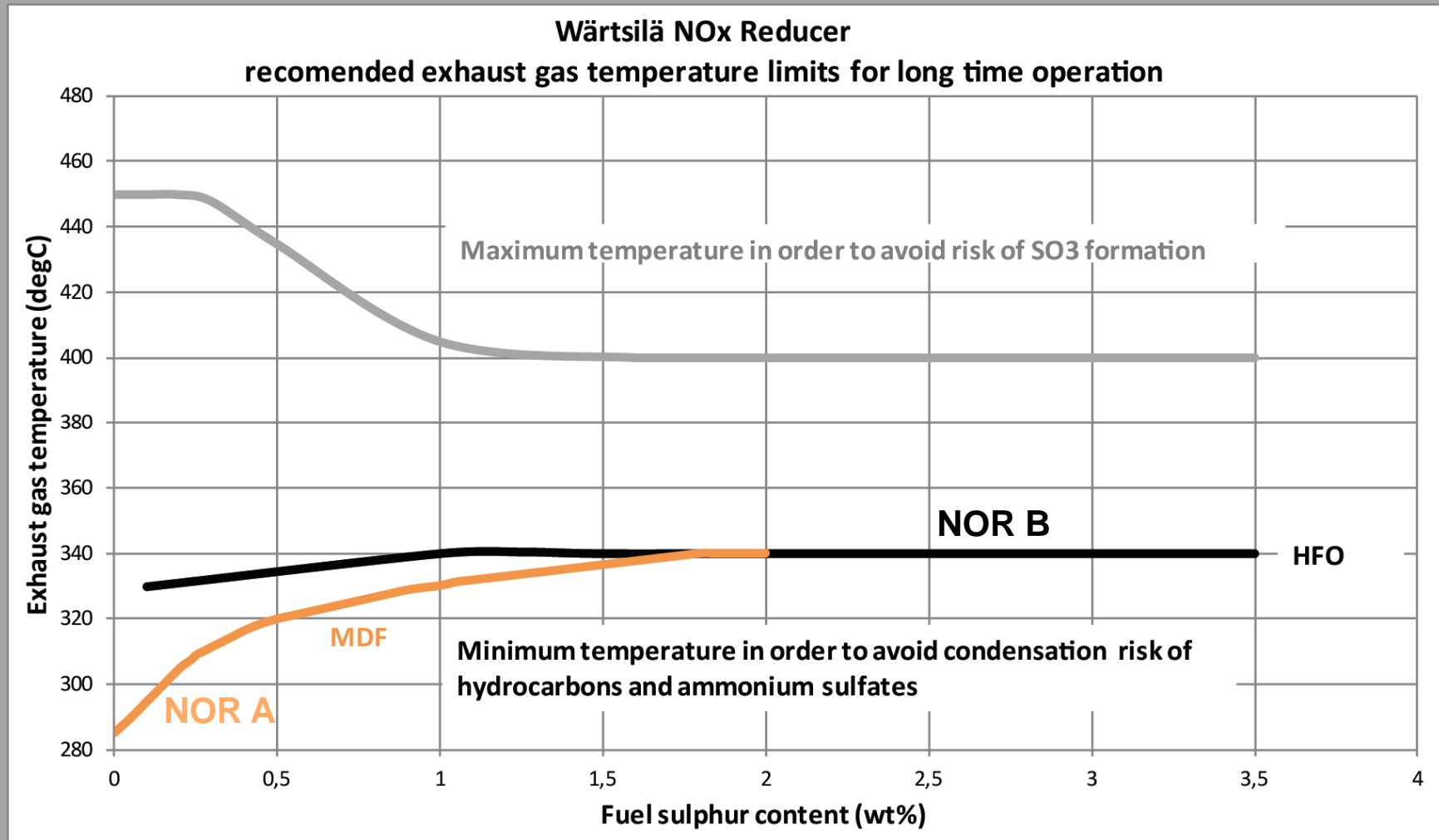
There are technologies to meet Tier III

NOx Reducer (NOR)

- Nitrogen oxides (NO_x) are reduced into nitrogen (N_2) and water vapour (H_2O) using ammonia or urea at a suitable temperature on the surface of the catalyst.



Exhaust gas temperature window



Open loop scrubber – sea water operations

- Uses seawater i.e. no freshwater needs
- Slightly higher power demand than FWS
- Does not need caustic soda

Applications: main alternative for ocean-going ships

Closed loop scrubber – fresh water/closed loop operations

- Independent of seawater alkalinity
- Zero effluent discharge an option
- Low power demand
- Needs caustic soda as a reagent

Applications: seas with extremely low alkalinity and for operators looking for continues closed loop operation

Hybrid scrubbers – open loop / closed loop operations

- Flexible system
- More complex system

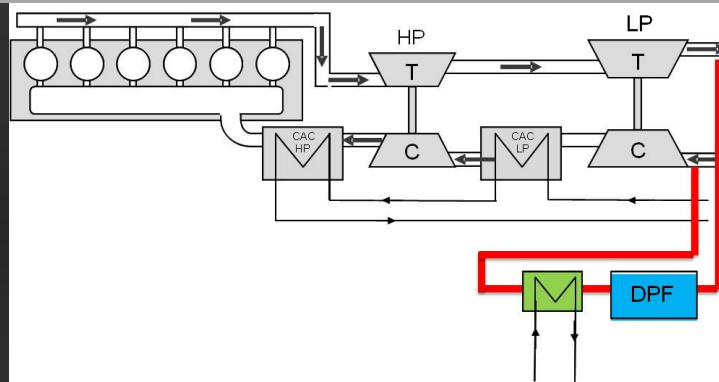
Applications: ships requiring full flexibility of operations



Main division of different EGR systems

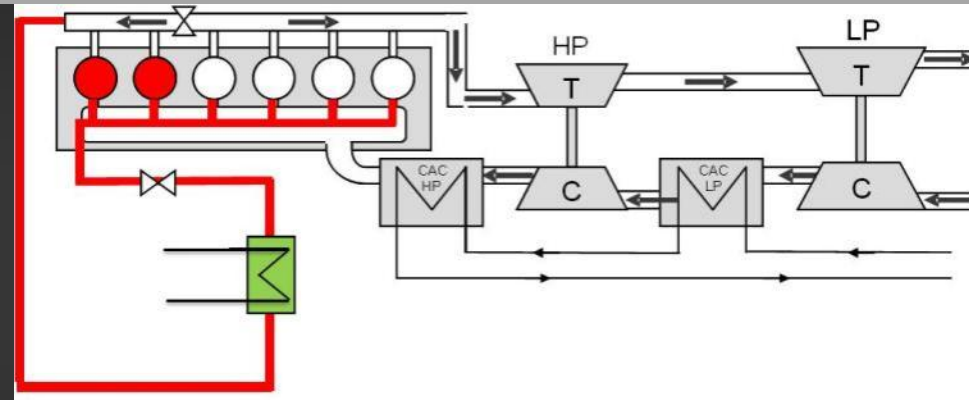
Long route EGR

- Long route



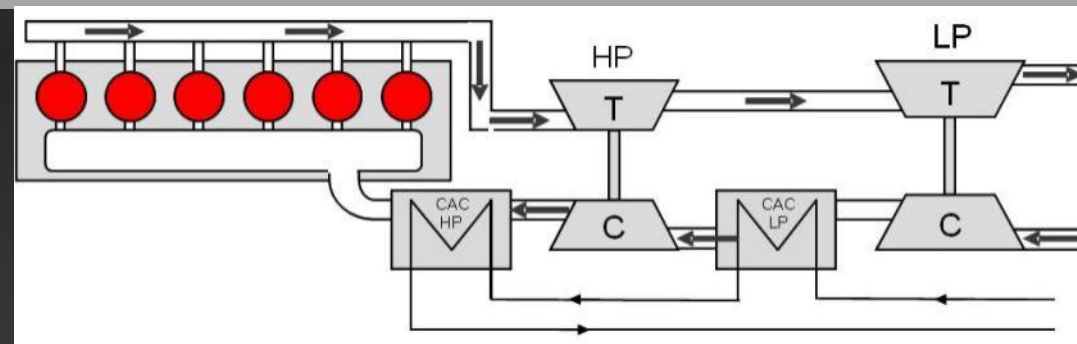
Short route EGR

- Donor cylinder
- EGR-Turbo + compressor
- Turbo compound (backpressure driven EGR)



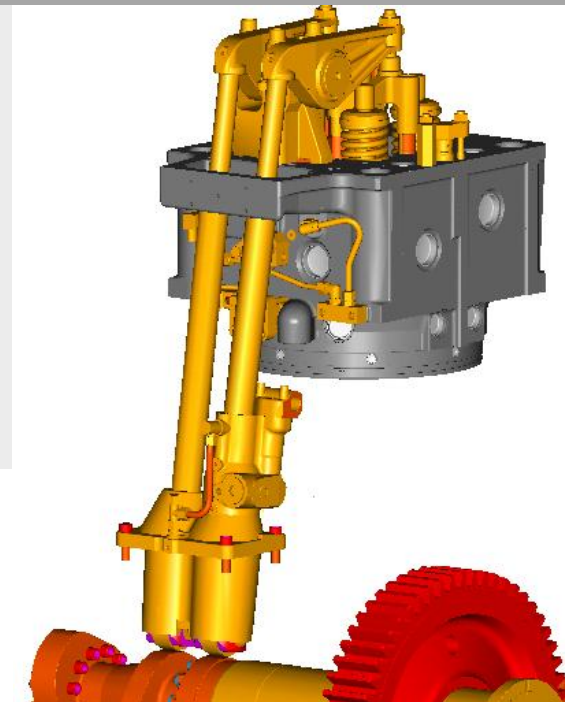
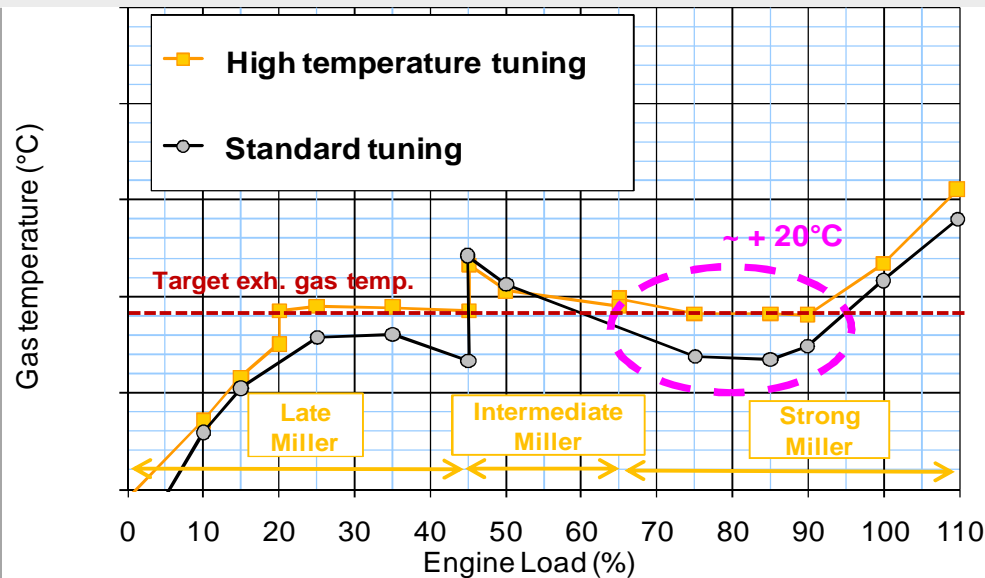
Internal EGR

- Zero scavenging
- Water cooled



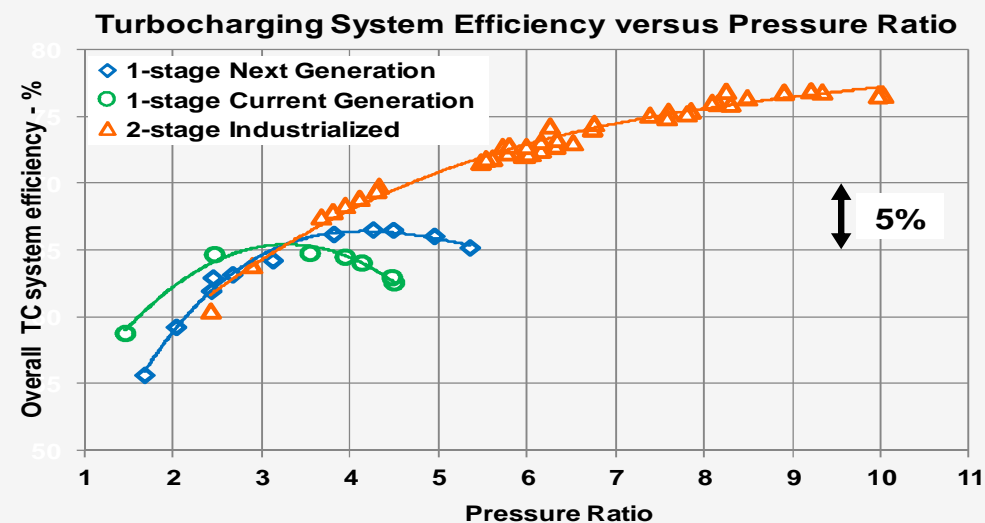
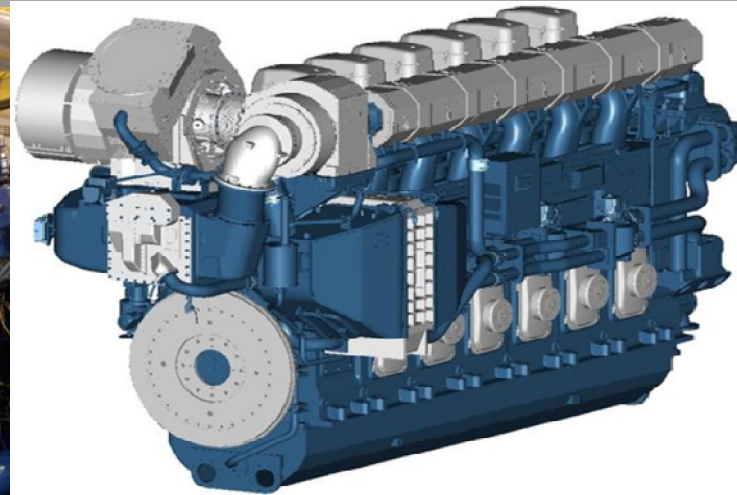
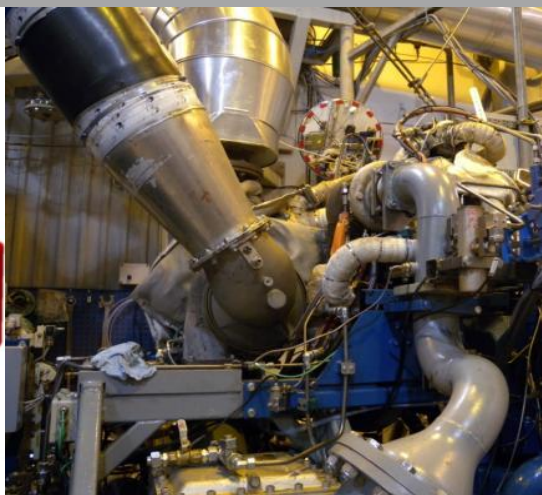
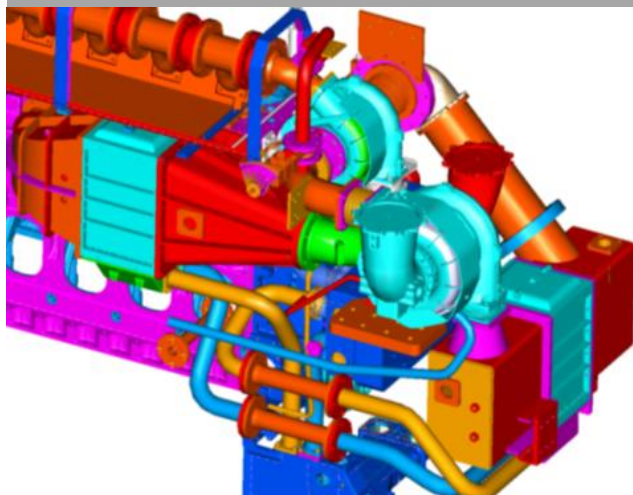
Variable Valve Train

- **Enabled by**
 - VIC (Variable Inlet Closure)
- **In order to**
 - Reduce smoke during load ramps
 - Control exhaust gas temperatures
 - Optimise efficiency also at part load



The customer can run at lowest total operation cost both inside and outside of ECA areas with less smoke

2-stage Turbocharging

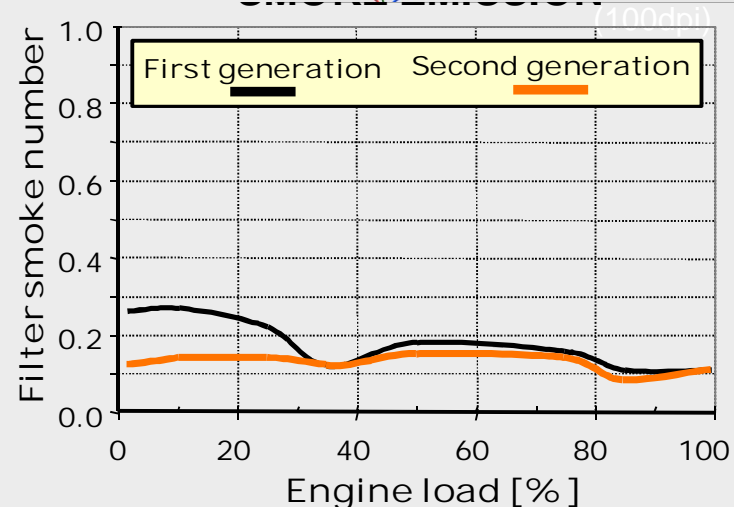
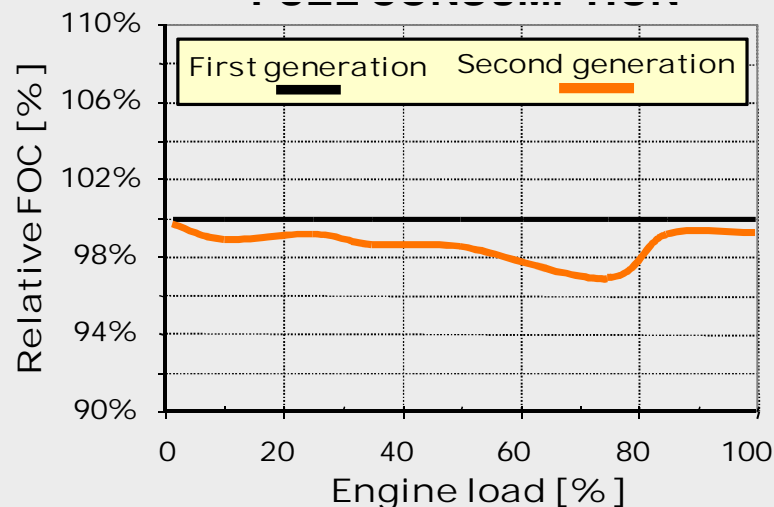
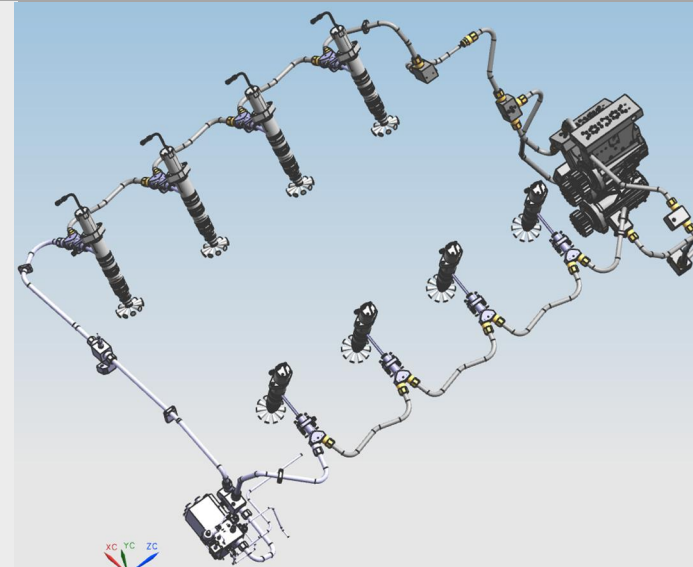


2-stage TC – a safe bet for the future

Electronic fuel injection system

- **Second generation common rail**

- electronic fuel injection features
- simplified architecture
- accu-injector-design
- higher flexibility
- highest pressure only at nozzle
- reduced losses
- jumper rails



CR2 – ready for the flexibility Tier III requires

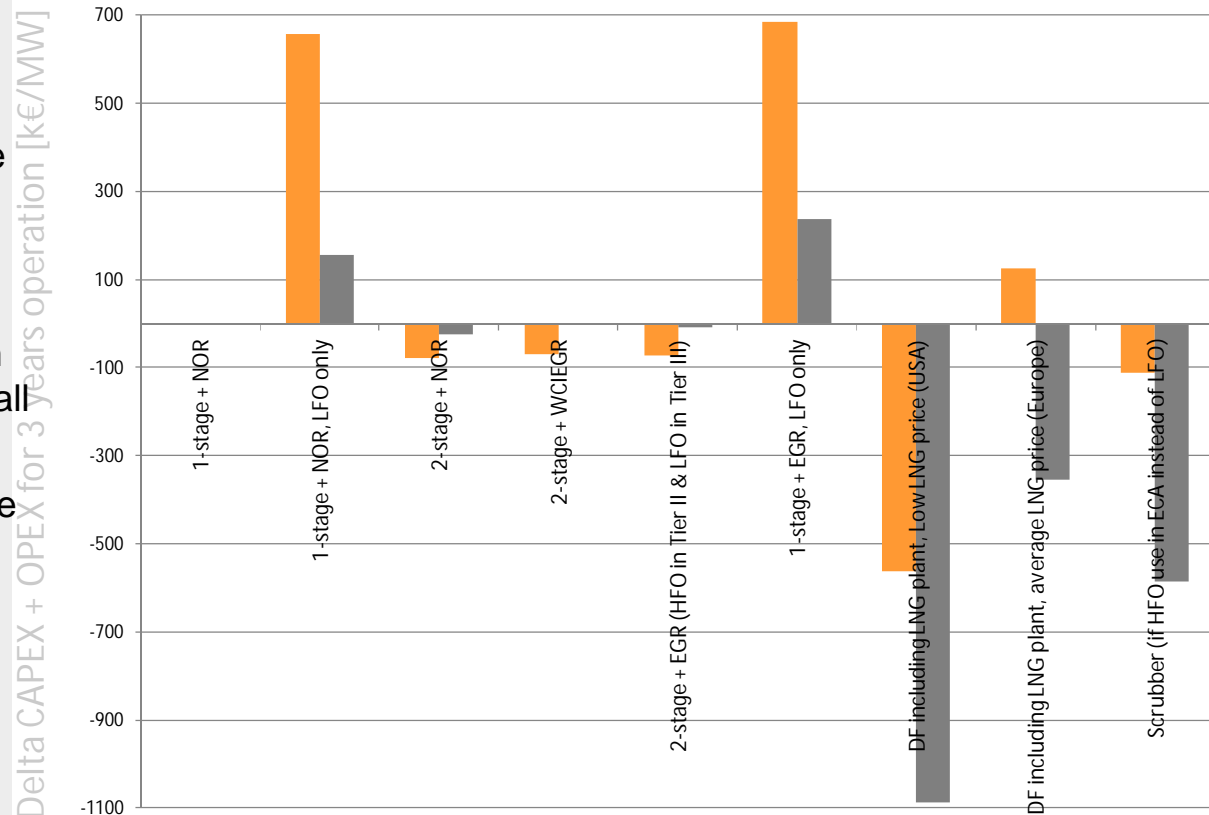
Worldwide trade

- All 2-stage solutions are attractive
- Scrubber solution is attractive
- 1-stage + EGR is not a good solution
- DF solution is only attractive if the LNG price is very low

Regional trade

- DF solution is attractive even with European LNG price (also for small bore)
- Scrubber solution is very attractive (even for small bore)
- All 2-stage solutions are slightly better than the reference
- 1-stage + EGR has potential, especially if the yearly running hours are low.

- Worldwide trade Delta CAPEX+OPEX for 3 years operation compared to 1-stage + NOR, Big Bore [k€/MW] (75% avg load)
- Regional trade Delta CAPEX+OPEX for 3 years operation compared to 1-stage + NOR, Big Bore [k€/MW] (50% avg load)



Overall drive: Gas, 2-stage, Scrubber (HFO)

Summary



There are technologies to meet Tier III



CR2 – ready for the flexibility Tier III requires



2-stage TC – a safe bet for the future



Engine automation is a strategic enabler



CAPEX drives: 1 or 2-stage, EGR & LFO



OPEX drives: 2-stage TC, Gas, Scrubber, NOR



**Loading & switch ability drives: (variable valve train),
2-stage, (flexible fuel injection), EGR**



Overall drive: Gas, 2-stage, Scrubber (HFO)



Passion for optimising lifecycle
value with modern and sustainable
power solutions.

