

## 1.1 About Scandlines

Scandlines is a modern and innovative ferry operator with a green vision for the future. We have a proud culture based on a strong German-Danish cooperation and a maritime history dating back to 1872.

Scandlines operates two ferry routes with high capacity and frequency. Six of our ferries are hybrid ferries, and two are furthermore fitted with an innovative rotor sail – and that contributes to making our ferries greener.

Our core business is to provide an efficient and reliable transport service for both passengers and freight customers. The focus for all our activities – on board the ferries as well as in our BorderShops – is to give our customers a great experience.

With more than 38,000 departures on seven ferries, Scandlines in 2021 transported over 3.6 million passengers, 950,000 cars and around 720,000 freight units on the routes Puttgarden-Rødby and Rostock-Gedser.

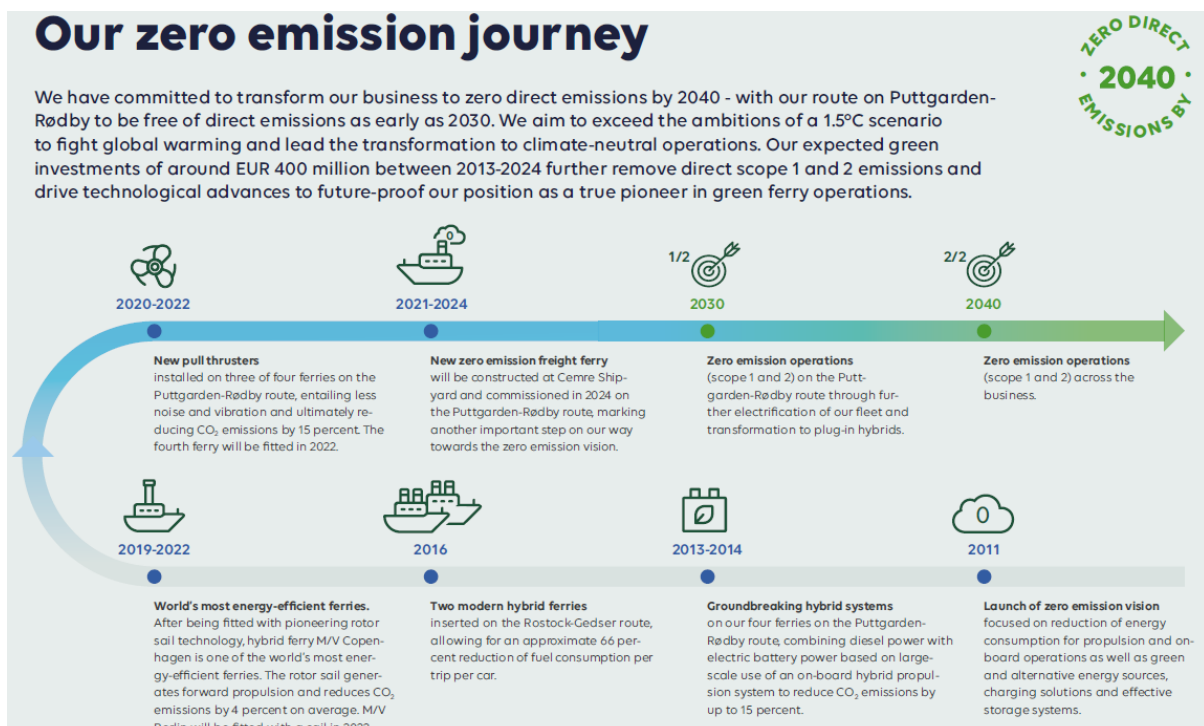
## 1.2 ZE 80 project introduction

Scandlines has the intention to reduce the use of fossil fuels, for the 4 Ferries sailing on the Rødby-Puttgarden Route. Changing to a Shore Charging Solution connected to the National Grid in Germany and Denmark.

Scandlines intent to modify the existing four Rødby-Puttgarden ferries to charge electrical energy from shore.

The basic principle of the projects is replacing one or two current Gen-sets with Electrical Energy Storage, as a Plugin hybrid solution. This is a part of Scandlines 2040 ESG Targets, implemented in the company to fulfil the Global Compact objectives, which the Company has signed in 2021.

After completion onboard all 4 ferries, the Rødby – Puttgarden route will be in operation with 40 MWh battery capacity installed and have reduced use of fuel oil with 80 GWh renewably shore power yearly. This is a big step towards the full zero emission in 2030.



The name of the Project will be referred to as ZE80, abbreviated from "Zero Emission 80%" defined by 80% of vessel total power consumption after project is fully implemented, is covered by Shore feed Energy System.

The ferries were built in 1997, and until 2013 operated as Diesel electrical propulsion. From 2013 and until today the ferries have been operating as a hybrid ferry.  
Scandlines

The philosophy of the ZE 80 project will be to charge as much energy as possible during port stay, to be used for the following transit.

Now the port stay varies between 6 and 15 minutes (average 8.5 minutes) and thus the vessel will not be able to charge the energy needed, in order to operate as a zero emission. In the future the length of the port stay will be subject for optimization.

To operate on shore power, ESS, including subsystems must be installed onboard the vessels. Ferry Charger and power supply ashore is delivered in another project (PR24), making the charge port location on the Vessels fixed.

### 1.3 The tender processes

The tender will be conducted in accordance with the "Subthreshold Award Ordinance" (UVgO) in conjunction with Section 3 of the "General Auxiliary Provisions for Grants for the Project Funding" (ANBest-P) as a negotiated procedure with a competitive bidding process (in German: "Verhandlungsverfahren mit Teilnahmewettbewerb"). More details will be provided after the prequalification period.

For Suppliers to be invited to the tender phase, Suppliers must provide positive answers to a predefined set of prequalification criteria. The prequalification process shall confirm Supplier's capabilities according to Scandlines' minimum requirements.

All Suppliers are allowed to apply for participation to the prequalification. Please follow the guidelines published at <https://www.scandlines.com/about-us/procurement-tenders/> to apply.

Suppliers shall observe that some prequalification criteria are regarded as minimum requirements. Failure to comply will lead to disqualification, i.e. Supplier will not be invited to the tender phase.

As the prequalification to some extent can be comprehensive, we urge Suppliers certain of not being capable of fulfilling the stated minimum requirements not to submit their application.

### 1.4 Yard dock-in plan (preliminary)

- M/V Deutschland: Q4-2024
- M/F Schleswig-Holstein: Q1-2025
- M/F Prins Richard: Q2-2025
- M/V Prinsesse Benedikte: Q3-2025

### 1.5 Tender timeline – high level

- February 17, 2023: Pre-qualification announcement by Scandlines
- March 17, 2023: Pre-qualification deadline
- CW12/13, 2023: Pre-qualification decision announcement from Scandlines
- CW 12/13 2023: Tender start – tender material issued to all prequalified suppliers

The above tender timeline can be subject to adjustments.

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*Scandlines reserves the right to, at Scandlines' discretion, cancel the tender process.*