

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. In the second half of 2024 we will be commissioning E/V Futura, our new 100 % electric freight ferry on the Rødby-Puttgarden route.

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 the best possible experience and ensure that crossing the Baltic Sea with Scandlines is “time well spent”.

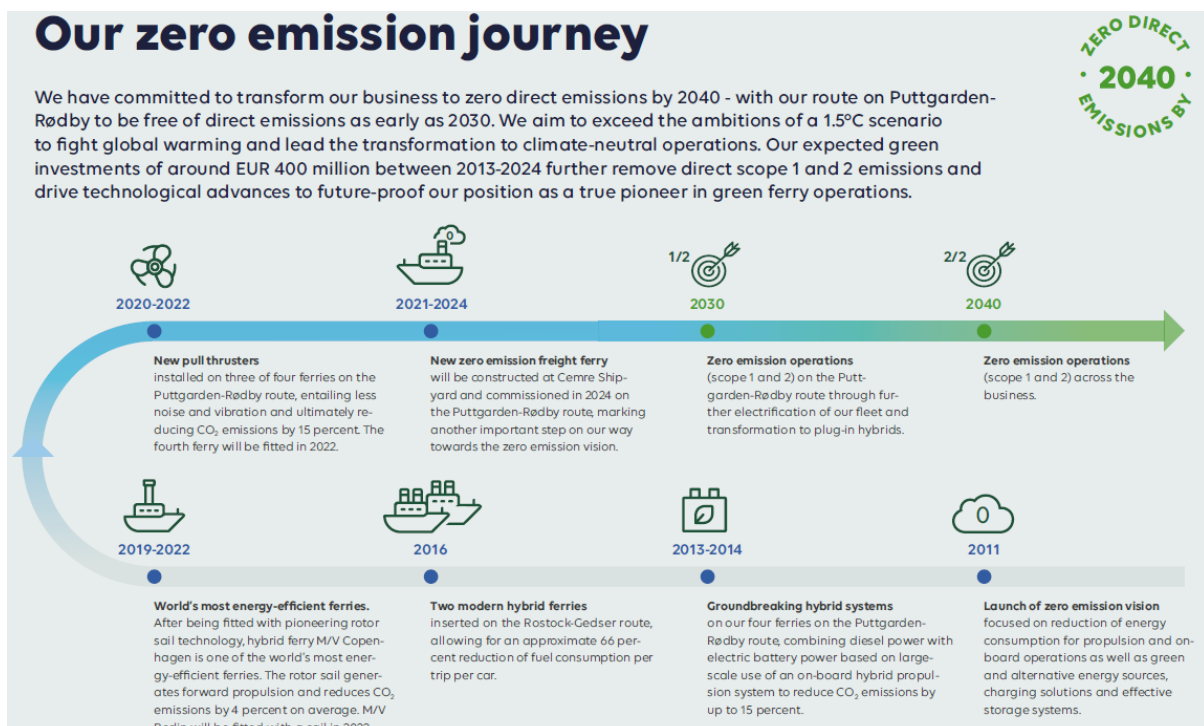
With more than 39,000 departures on seven ferries, Scandlines in 2023 transported over 6,4 million passengers, 1,6 million cars and around 700,000 freight units on the routes Puttgarden-Rødby and Rostock-Gedser.

1.2 ZE 80 project introduction

Scandlines has a defined goal to further reduce the use of fossil fuels and thus CO₂ emissions. For our two German flagged ferries sailing on the Rødby-Puttgarden Route we will now change the existing diesel/electric hybrid system to a shore charging solution, connected to the national grid in Germany and Denmark.

The basic principle of the projects is replacing one current Gen-set on each ferry 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 the 2 ferries, the Rødby – Puttgarden route will be in operation with 23 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 vessel.

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.

In addition to the battery conversion ("Conversion"), Scandlines intends to include a planned maintenance yard stay for the vessel FS Deutschland ("Maintenance" in continuation of the yard stay for battery unit Conversion).

Two separate Lots for conversion and maintenance

The contract(s) will be awarded in the framework of a competitive negotiation procedure.

Conversion and Maintenance will be put to tender in two separate Lots, but in one procedure, i.e. prequalification, invitation offer bids etc. will be done in parallel. Scandlines will issue two separate technical specifications, suitability criteria, bid matrixes, contracts etc.

Interested Bidders shall prequalify and later bid for both Lots.

Scandlines reserves the right to refrain from awarding one of the Lots if it should prove to be economically unacceptable, while still awarding the other Lot.

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 [Scanmarket](#) 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 its application.

1.4 Yard dock-in plan (preliminary)

- FS Schleswig-Holstein: Q3-2025
- FS Deutschland: Q4-2025

1.5 Tender timeline – high level

- Week 34, 2024: Pre-qualification announcement by Scandlines
- September 13, 2024: Pre-qualification deadline
- Week 38, 2024: Pre-qualification decision announcement from Scandlines



- October 2024: Tender start – tender material issued to all prequalified suppliers

The above tender timeline can be subject to adjustments.

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