



BAWAT and S&SYS seal complementary deal



NEWS RELEASE

09.06 2020, Copenhagen, Denmark: Ballast water treatment specialist Bawat and S&SYS, a spin-off of Samsung Heavy Industries, have entered a cooperative agreement covering mutual promotion, sales and installation of their respective ballast water management systems (BWMS).

Purimar, the S&SYS BWMS product line, and the Bawat MkII BWMS have both received IMO and USCG type approval. Together they allow Bawat and S&SYS to serve the full range of ship types in both the newbuild and retrofit markets.

“This agreement allows both companies to take advantage of a non-competitive, complimentary situation,” says Marcus Hummer, Bawat CEO. “We are two different suppliers meeting different needs, but in the same overall BWMS market.”

Jae-hyuk Bae, CEO of S&SYS, comments: “This is an opportunity for us to expand our offering to serve a greater portion of the market than we do today. Bawat and S&SYS systems serve different market segments, but we have many of the same customers. Now they will be able to satisfy the full range of their BWMS needs through a single channel.”

Hummer and Bae report that there are no geographical limitations to the new alliance. Sales efforts will be coordinated through the companies’ combined global networks. The agreement also gives Bawat access to S&SYS training and service centers globally.

In addition, Bawat will be able to leverage S&SYS’s extensive engineering capability, particularly in the newbuild market. “Endorsement from a major player like S&SYS is a gold seal for us,” says Hummer. “It validates the robustness of the Bawat technology and confirms the value of our products for SHI customers.”

In the medium term, both companies are aiming for a technical licensing agreement that will allow S&SYS to design and install Bawat systems. “This should be a practical and logical extension of the agreement for both parties,” Jack-hyuk Bae concludes.

For further information, please contact:

Jae-hyuk Bae, Chief Executive Officer, S&SYS,
sales@snsys.net / sunjay.lee@samsung.com
+82 31 229 1137
www.snsys.net

Marcus Hummer, Chief Executive Officer, Bawat
mph@bawat.dk
+ 45 20 16 44 18
www.bawat.com

About S&SYS

The Purimar ballast water treatment process comprises two main steps at ballasting, mechanical separation (filtering) and disinfection. At de-ballasting, a neutralization unit decreases total residual oxidants (TRO) concentration before discharge is required.

S&SYS was established as a spin off the Machinery & Electric System team of Samsung Heavy Industries in Korea on September 1, 2017. Based on technologies and know-how accumulated over 20 years in the shipbuilding and marine field, S&SYS has developed key equipment such as ballast water treatment systems, ship automation systems and switchgear for clients all over the world.

About BAWAT:

Bawat's BWMS is the world's first in-voyage ballast water management system utilizing onboard waste energy to treat water. The Bawat system ensures zero impact on ship performance and zero disruption to cargo and ballast operation while the vessel is in port.

BAWAT was formed in 2011 as a Danish family led business. Main shareholders today include the Hummer family, Selfinvest Family Office, shipping-professional Klaus Nyborg, Danish Pension Fund MP Pension and The Danish Maritime Fund