GreenShipping Niedersachsen

Windship Insights

Exploring the potential of Sail Cargo Ships

10.11.2026 | 11:00 – 12:00



Today‘s program

- 11:00 Welcome and introduction
  - Felix Agostini, MARIKO GmbH
- 11:10 Presentation of the study: Sail Cargo Ships - Market potential, economic viability and emission effects
  - Prof. Dr Jan Ninnemann, MOVE4WARD
- 11:40 Questions and discussion
- 12:00 End of the event

Procedures today

- Questions?

→ Write them into the chat

- Open discussion at the end of the presentation

→ Please „raise hand“

- Presentation and study available as download after the event



MARIKO GmbH

- Project Management
- Maritime Training
- Network between science and industry

MARIKO

Projects in the context of ‘Wind propulsion for shipping’

GreenShipping Niedersachsen

Competence network aiming to make shipping more resource-efficient and environmentally friendly on a commercially viable basis.

Key areas:

- Marine Engineering & Design
- Innovative Propulsion Systems
- Logistics & Routing
- Simulation & Maritime safety
- Green Ports
- Circular economy
- Awareness & Education

RASANT Hybrid Sail Cargo Ships

Development of ship designs using wind as the primary propulsion system

Main goals:

- Marketable ship concepts with upscaling potential
- Cost-efficient, self-sufficient ship operation by maximising the wind-powered main propulsion system
- Networking for climate-neutral wind-based ship propulsion concepts

Flettner FLEET

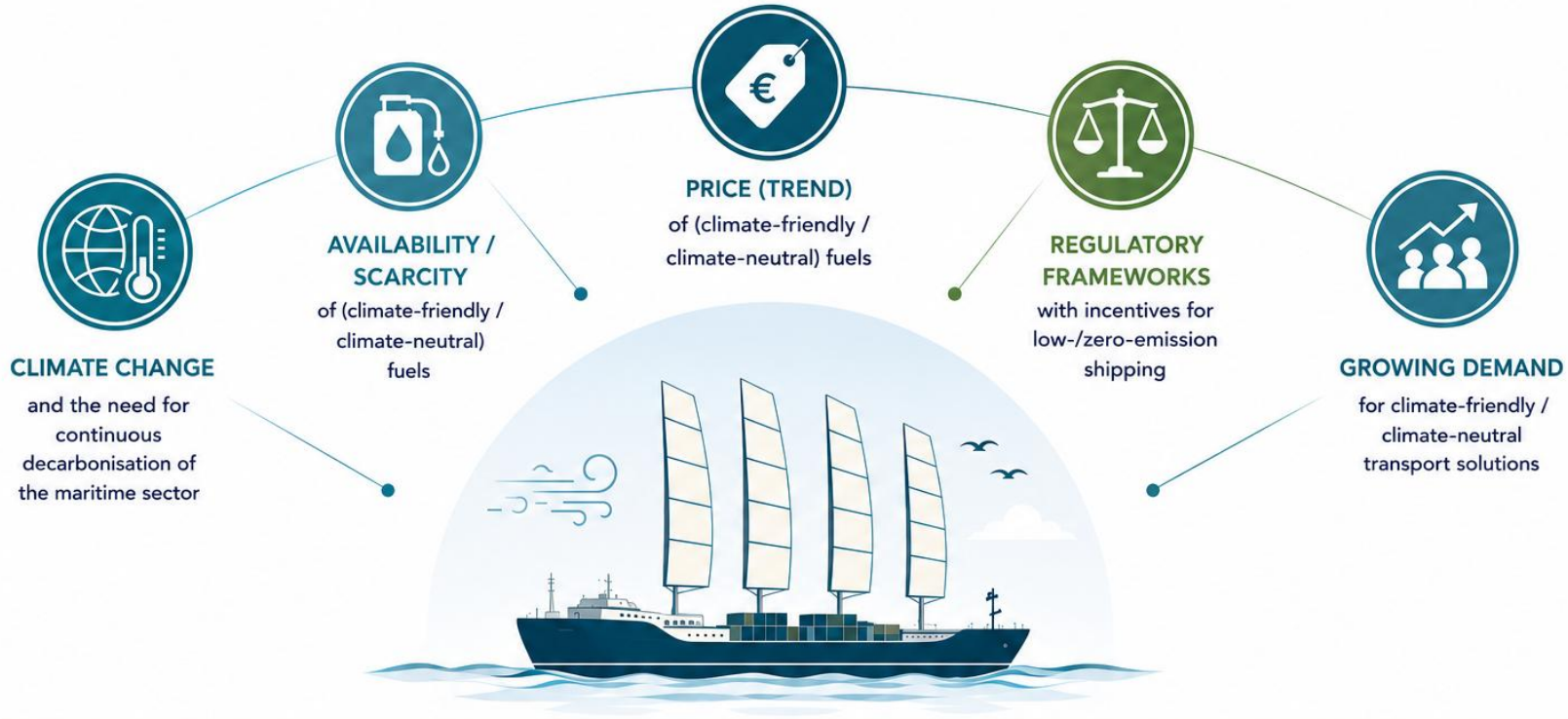
The “FlettnerFLEET” project aims to further develop Flettner technology for widespread use in national and international shipping, and to contribute to climate protection in shipping with this wind propulsion system.

Content:

- Development of design principles
- Hydrodynamically optimised underwater hulls
- Aerodynamically adapted surface vessels
- Coordinated propulsion concept

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Capturing opportunities and unlocking potentials – but how?



KEY QUESTIONS TO ANSWER

HOW BIG IS THE REAL POTENTIAL?
What is the market potential for hybrid sail cargo ships in the short, medium and long term?

WHICH FRAMEWORK CONDITIONS ARE ESSENTIAL?
What regulatory, economic and infrastructure conditions are required for viable business models?

WHICH MARKET SEGMENTS & CARGO TYPES ARE SUITABLE?
Which routes, trade lanes and cargo characteristics offer the best potential?

WHO ARE THE POTENTIAL CUSTOMERS & CARGO OWNERS?
Which stakeholders can create early demand and long-term partnerships?

WHAT ARE VIABLE COST & REVENUE MODELS?
How do CAPEX, OPEX, freight rates, charter rates and CO_2 pricing influence business cases?

RASANT
Hybrid Sail Cargo Ships

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Thanks for your attention!

Kontakt

MARIKO GmbH

Bergmannstraße 36

26789 Leer

www.mariko-leer.de