Building an Agnostic Technology Platform Empowering the Digital Transformation in Maritime

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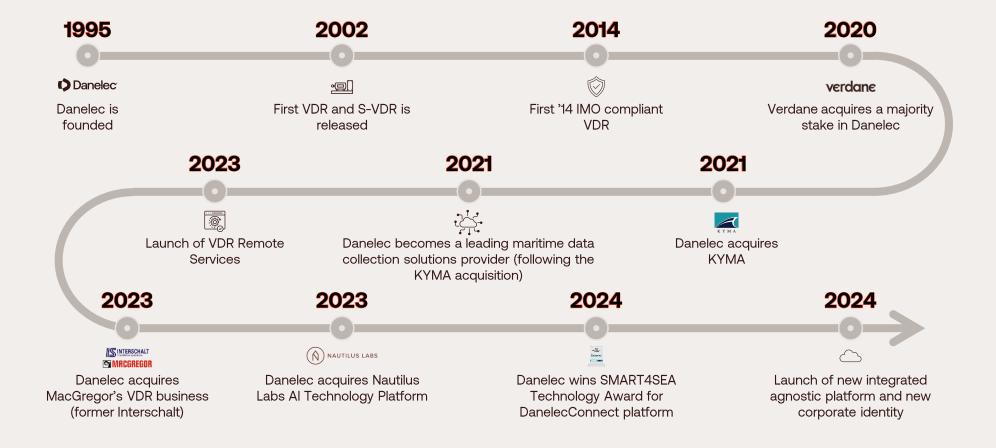


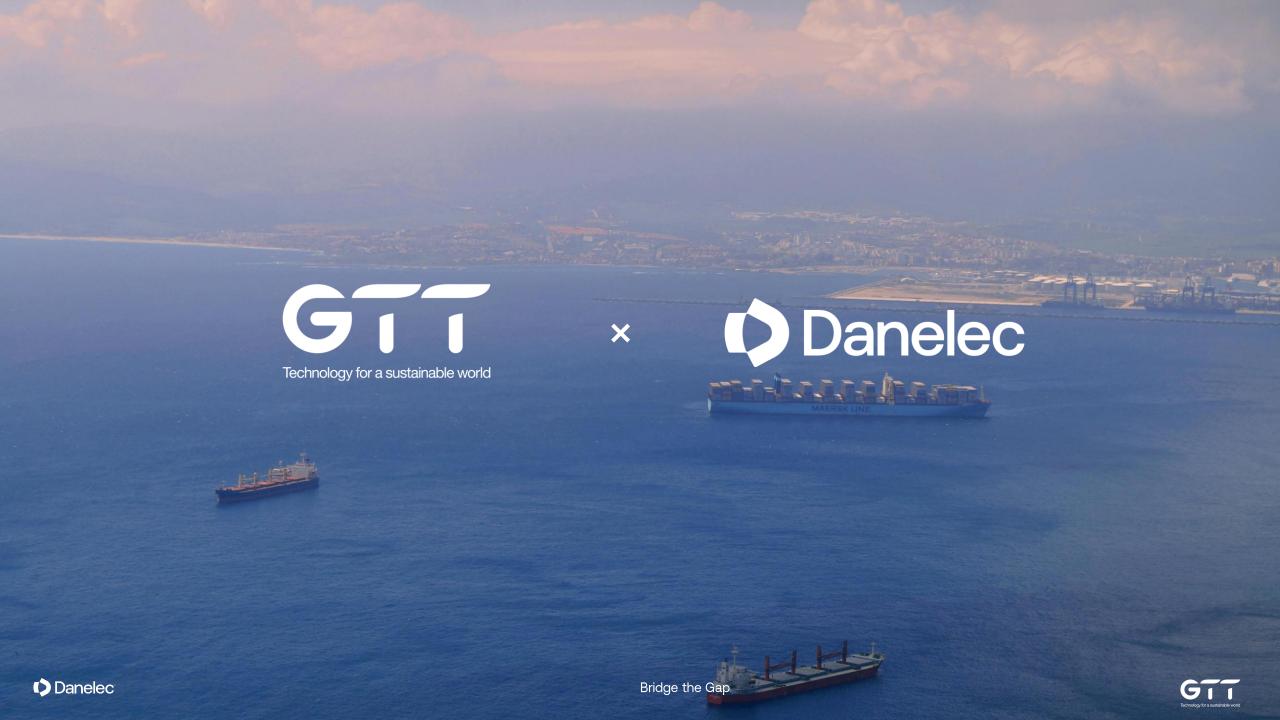
Danelec at a Glance

As a global leader in maritime Safety, Data Collection, and Al-based Performance, Danelec is driving the digitalization of the maritime industry to accelerate the route to net-zero shipping.

| +30 | Years in business |
|---------------|---|
| +300 | Employees |
| +200 | Partners |
| +10% | Fuel Savings Delivered |
| +17,000 | Vessel Installed Base |
| +1,5 trillion | Onboard Data Points Captured in 2024 |

Our history in brief





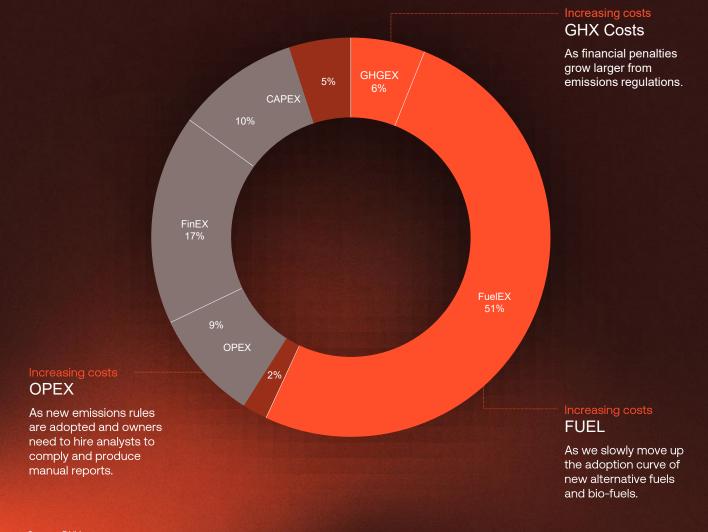


To remain competitive and compliant over the next decade, shipping companies must adopt technology that delivers significant cost reductions and automates reporting

One Platform. Proven Impact.

Typical Cost Breakdown of Shipping Company

Danelec's Agnostic Platform impacts 66% of your cost base.



Source: DNV

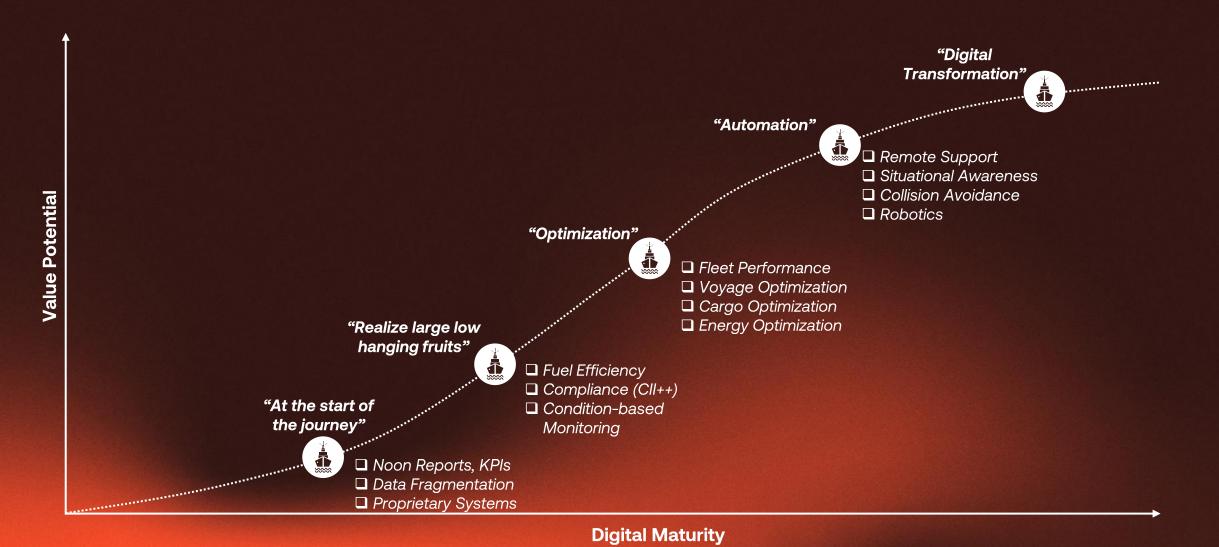




Low processing of vessel data stalls digital transformation

Today's empirical models process only about 10% of vessel data, compared with 90% for Al models, which can then generate accurate performance insights. In this way, Al-driven models can optimize decision-making and even address safety issues that may arise due to lack of situational awareness or data.

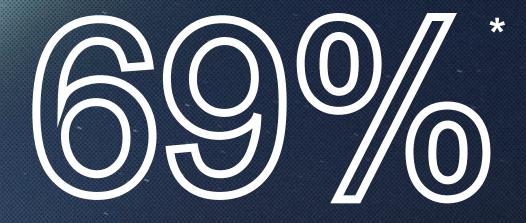
Digital Maturity Score



New Waves of Digitalization is on the Rise

The demand for digital solutions is growing rapidly – however, to meet the demand, **safe**, **solid and simple** data collection is essential.

*Source: Informa Engage



of shipping companies are currently exploring digital solutions

However, the market is highly saturated...

+400 Solution Providers in the Performance Space

With +400 solution providers offering performance optimization tools — from fuel efficiency systems to data-driven voyage analytics — the maritime sector faces an increasingly crowded landscape.





















VESON



Danelec









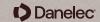








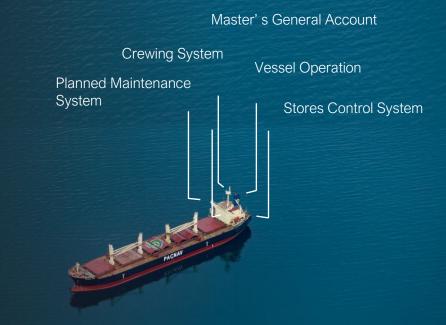




Adding to complexity of digital infrastructure...

The Average Commercial Vessel Runs 40-60 Digital Applications

A typical commercial vessel, relies on a wide array of onboard applications to ensure smooth operations, safety, and compliance with regulations. From the vast expanses of cargo ships to the complex equipment on LNG Carriers, these vessels are powered by a myriad of digital tools, each playing a crucial role in their journey across the oceans.



So, the question is;
How do you choose the tools to power your digital transformation?

A recent market study identified a change in ship owner preference

2020

Best-of-Breed Player

Customer Feedback 2020

I don't see that the platforms deliver the must have applications today. We are skeptical towards the broader position

Platforms and broader players are more expensive without adding more value to us

Only benefit of a platform is the common user face. However, this advantage is not big enough compared to using the best solution

We are skeptical towards becoming too reliant on a single vendor. We are essentially giving away a lot of power 2024

Fully Integrated Player

Customer Feedback 2024

We want to consolidate as much as possible. These systems (energy efficiency) are very interlinked, and keeping them together reduces complexity and makes them easier to use

The clear trend is that owners want one vendor covering everything.

Currently there are much talk about integrating this and many are doing so.

The vendor of the performance tools and voyage optimization should be the same as the systems are very interlinked. In a few years, everyone will look at "the full solution"

One ecosystem. Every insight.

A global loader in the digital

A global leader in the digital

maritime sector.

A combined installed base of solutions on over 17,000 vessels.

Ascenz Marorka Smart Ships & Voyage Optimisation

Danelec GTT Vessel Ascenz Performance Marorka Solutions

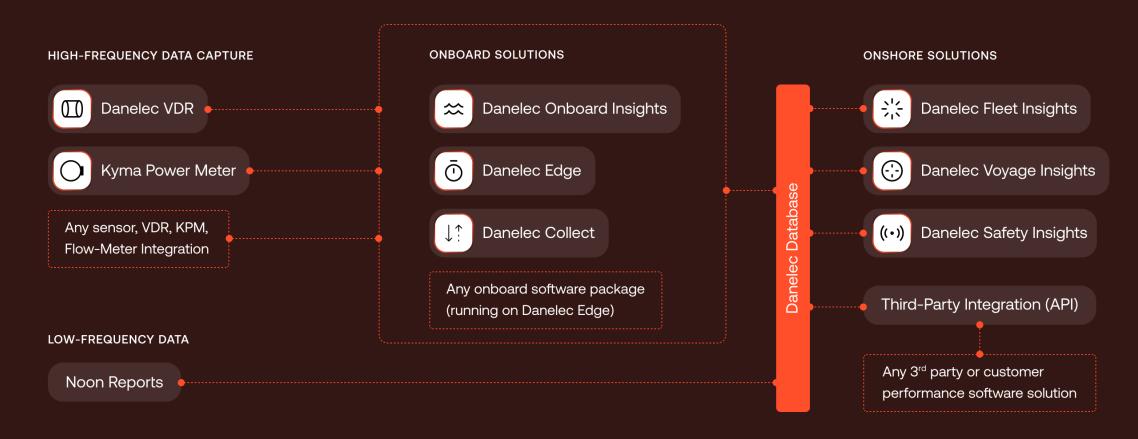
Danelec

Onboard Data Infrastructure, Safety & Performance Optimization

Vessel Performance Solutions

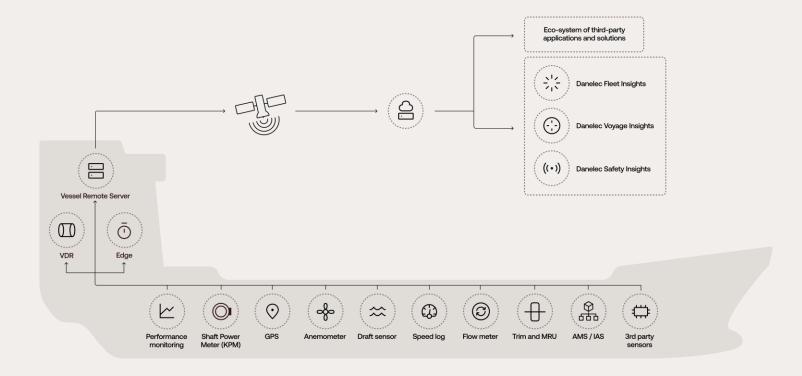
Actionable Vessel Analytics & Compliance Reporting

With our agnostic platform, we enable the maritime sector to transition from noon reports and standard-based navigation to vessel-specific, high-frequency data tailored to real-time scenarios.



Danelec Drives Deep Cost Reductions

Across all products, estimated annual savings of \$237K* per ship of combined fuel and payroll costs.



Technical \$120k Performance Optimization Voyage \$96k Optimization **Emissions** \$3k Compliance Data \$5k Quality **Data Collection** \$13k HFD / LFD

^{*}Key Assumptions

¹⁾ Average annual vessel consumption is 6,020 MT as per MEPC-79-6-1 | 2) Fuel Cost assumption of \$600 / MT | 3) Fleet Analyst Salary is assumed to be \$57,233.50

From data, to insight, to action

How to get started

- Start with what you already have: noon reports
- Build trust through data quality improvements
- Progress step by step into sensor-based and high-frequency data
- Unlock advanced optimization and Al when ready

Noons 🤲 Validated Noons 😽 Hybrid 😽 High Frequency Data 🥌 Al-driven Optimization

"With HFD, we're getting much more accurate consumption calculations and real-time monitoring of vessel performance, which is not possible with low-frequency updates."

- Willem Bekooy, (former) VP of Operations, ESL

Thank you



Download the From Data to Action report

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