

Getting the foundation right

Efficiently scale digital initiatives, maximizing the value from vessel data

Ari Marjamaa
CEO

A compelling reason for owners to act

Annually, the maritime industry has

- 100 bnUSD in vessel OPEX
- ~250 bnUSD bunker cost
- 2.5% of global CO2 emissions

This presents a clear improvement imperative



Two routes to decarbonization

New zero emissions vessels



Efficiency improvements on existing fleet



Digitalization is a common theme across these two paths

What does vessel digitalization imply?

- Connect to any digital signal onboard the vessel
- Make the data flow available - onboard the vessel and onshore
- Structure, harmonize and standardize data across all your vessels
- Share the data you want, where you want and as often as you want
- Ensure the data can be trusted: reliably available, complete and correct
- Ensure data quality is continuously monitored and assured
- Ensure cyber security

Getting vessel digitalization right

Creating the foundation that will give you future flexibility

3 core principles for vessel owners seeking to digitalize their vessel....

1

Data ownership

You (should) own the data generated from your vessel

2

Future flexibility..

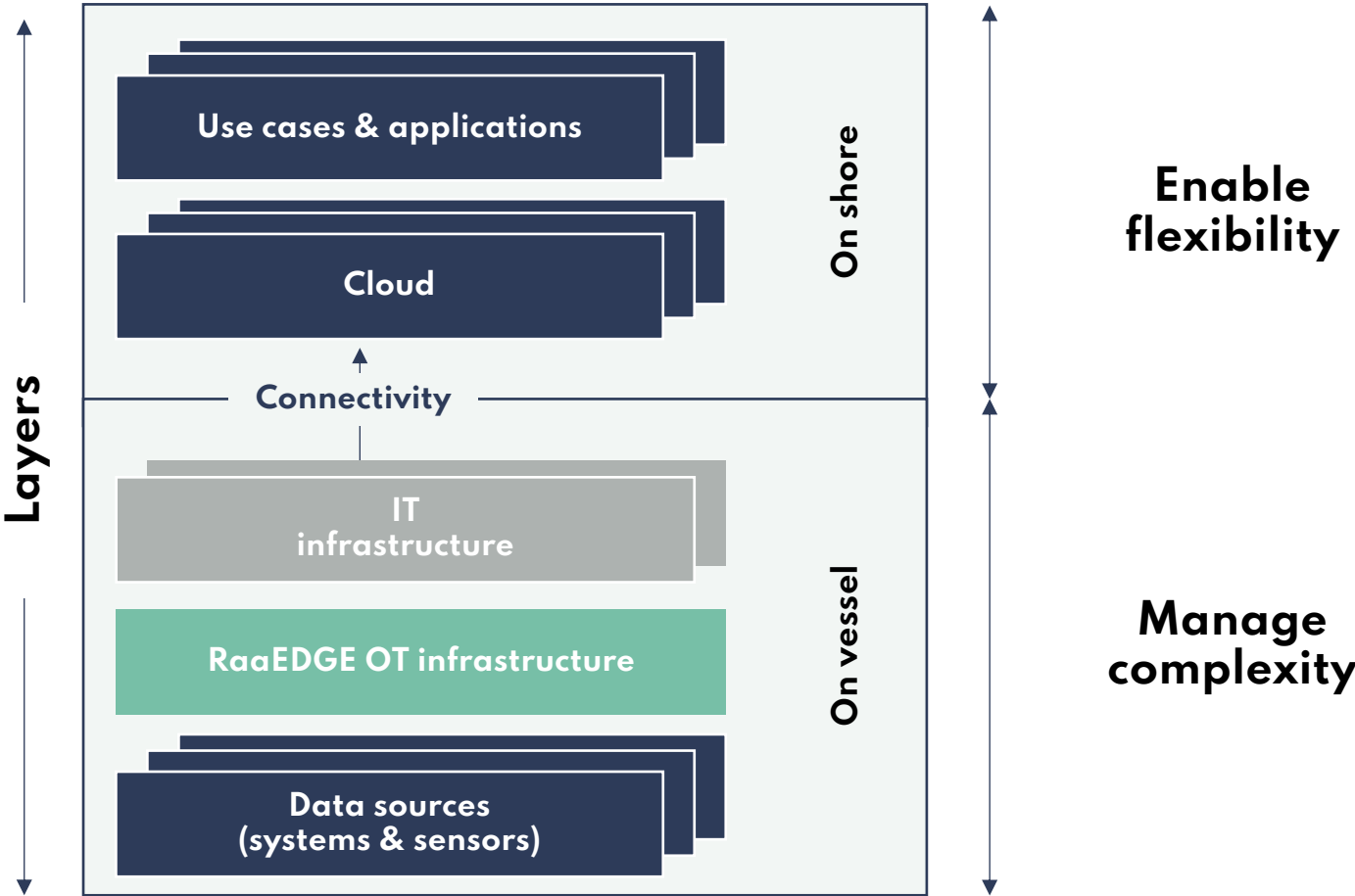
Plan today for tomorrow

3

..through layers

Don't get locked in a vertical silo

Manage complexity, enable flexibility through layers



What it requires of your organisation

Criteria for successful digitalization

Vision & management commitment

Organization able to realize value from data

Transformation journey

Think production from the start - enterprise grade, fleet scale



Real 7% fuel savings

The vessel data provided by Raa Labs enabled Wallenius Wilhelmsen to reduce fuel consumption by 7% and improve CII rating

The RaaEDGE infrastructure rolled out across the Wallenius Wilhelmsen fleet, creates a foundation for digital initiatives

- Capturing data from key onboard systems, quality checking and providing the data as a reliable service
- Using the Raa Labs provided data and a third party application, optimal route speeds and engine power settings are calculated, leading to the tangible fuel reductions

Vessel data is the foundation, driving actions



Getting the foundation right

- We need to act
- Vessel data is an essential ingredient
- Digitalization is multi-faceted..
- ..and requires the right foundation
- Manage complexity and ensure flexibility through layers
- Build the organizational capabilities to take advantage of your data



RAALABS

Thank you!

