

Digitalization Journey of Bunkering



Speaking today

I firmly believe that digitalization has the power to unlock new potential by fostering connections among people across continents and industries.

I started working with technology as a soldier in the Danish army in the early 2000s and have worked with IT full-time since 2006.

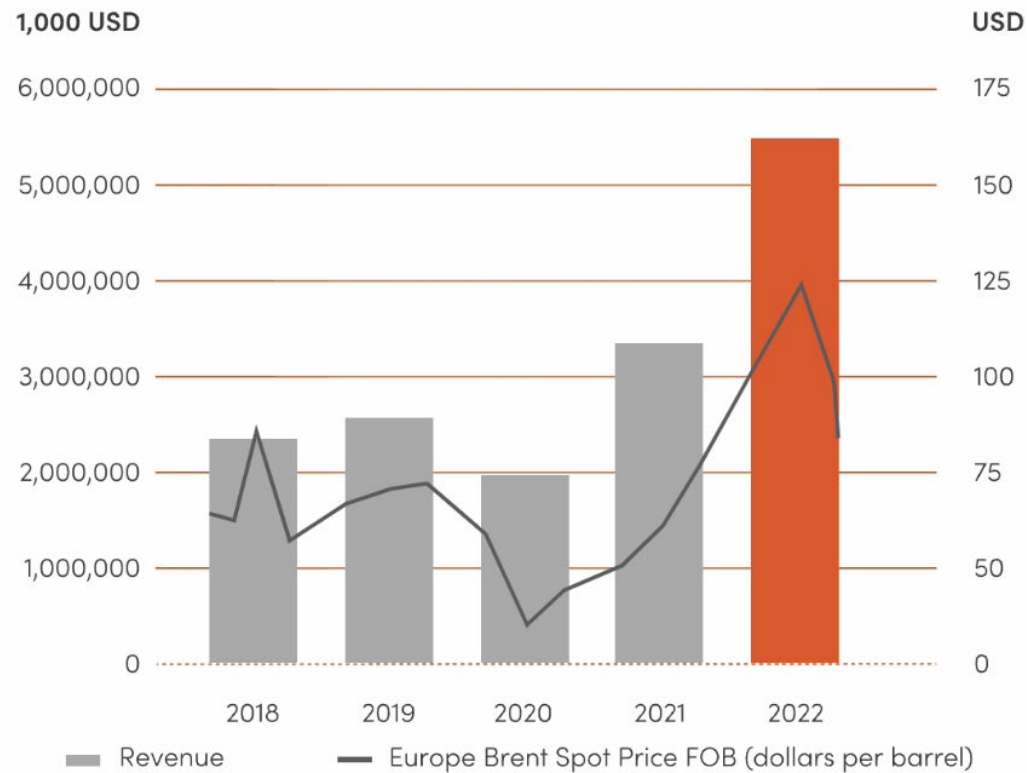
I started working in shipping in 2012 and have been lucky enough to be a part of Monjasa's journey since 2014.

In 2016 we started a project with big ambitions called “Monjasa App” which has sparked our journey into digital bunker operations...



Michael Bruun Østergaard
Group IT Director at Monjasa
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At a glance



Increasing oil price levels affect total revenue

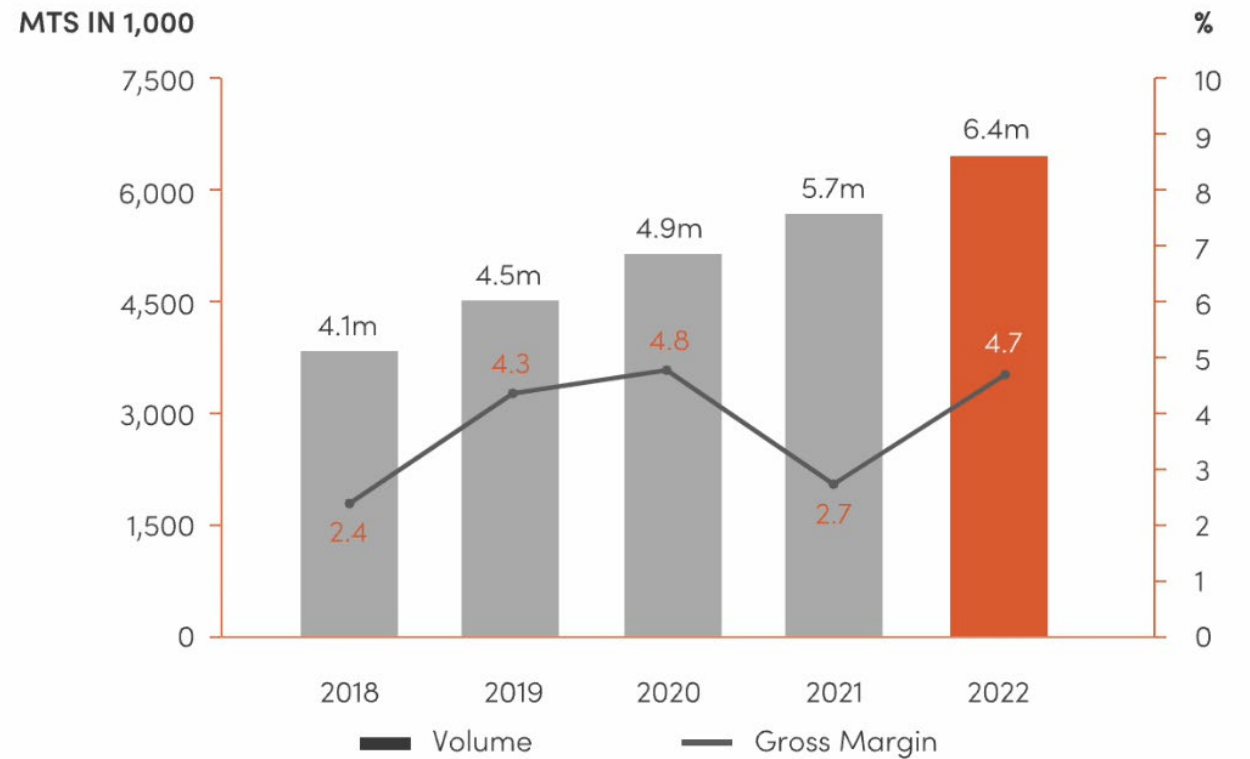
Higher total supply volume in combination with an increase in average oil price levels from USD 71 to USD 101 affected the total revenue of the year.

Source: EIA

At a glance

Volume/gross margin

The Monjasa Group experienced a rising demand of 12% for its marine fuels logistics solutions in 2022.



At a glance

600+ employees and 51 different nationalities

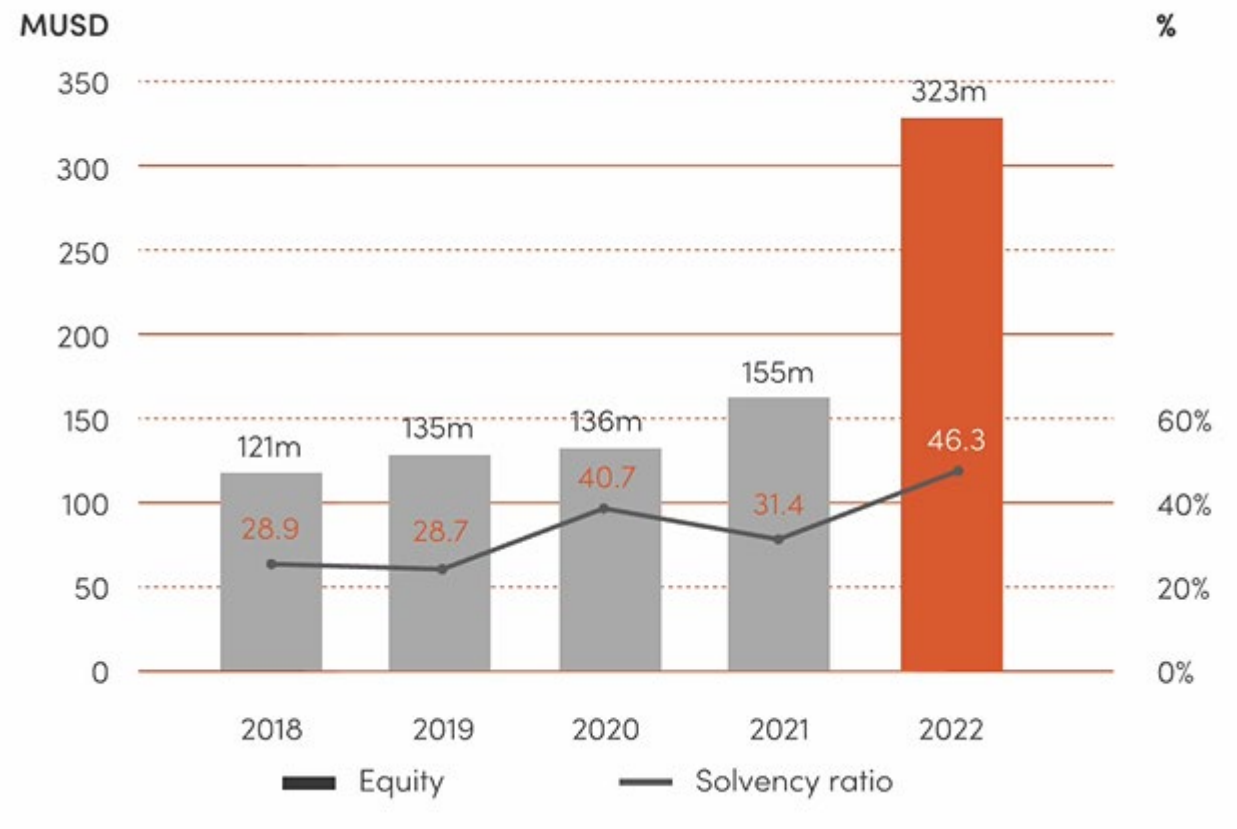
In 2022, the Monjasa Group experienced an increase in total workforce reaching 600+ employees globally.



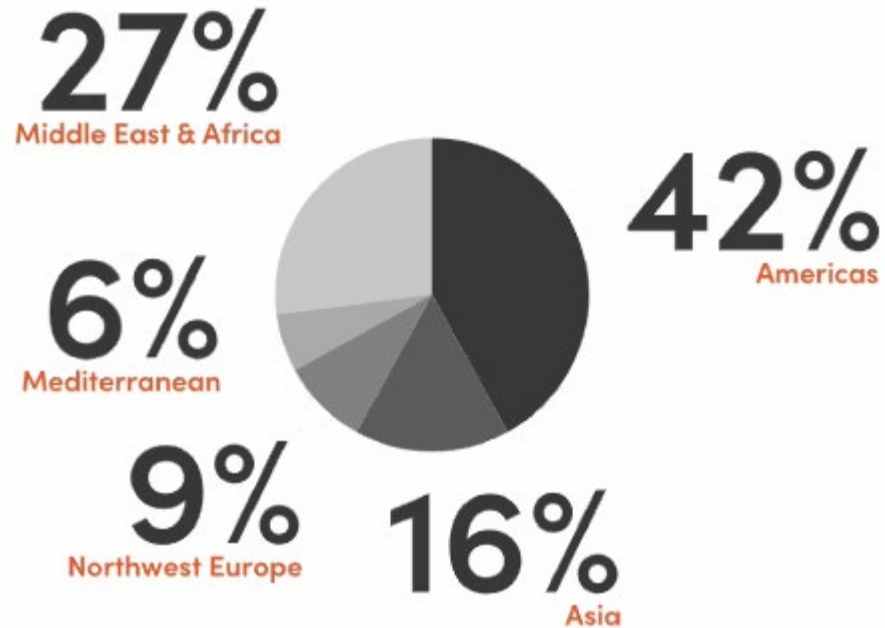
At a glance

Solid financial position

The Monjasa Group's consolidated equity amounts to USD 323m.



At a glance



Total supply volume

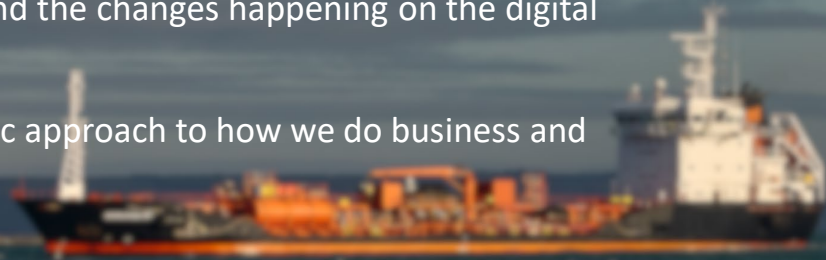
6,354,854

metric tonnes of marine fuels in 2022.

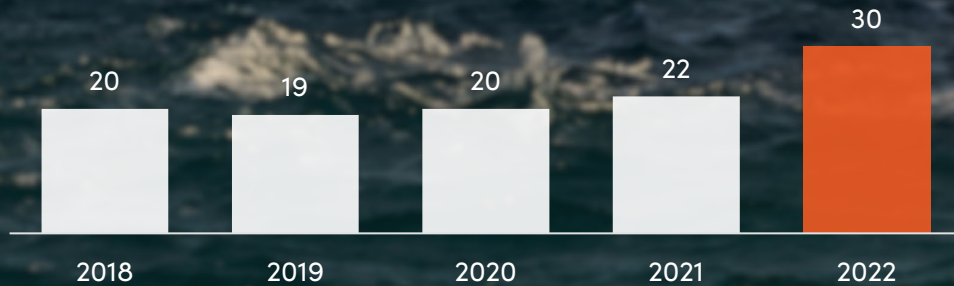
At a glance

This position provides us with unique insight and perspective into the bunkering industry's processes and the changes happening on the digital frontier.

Allowing us to take a more holistic approach to how we do business and the tools we use.



The Monjasa fleet



Total supply volume

6,354,854

metric tonnes of marine fuels in 2022.

Corporate purpose

Monjasa means personal business

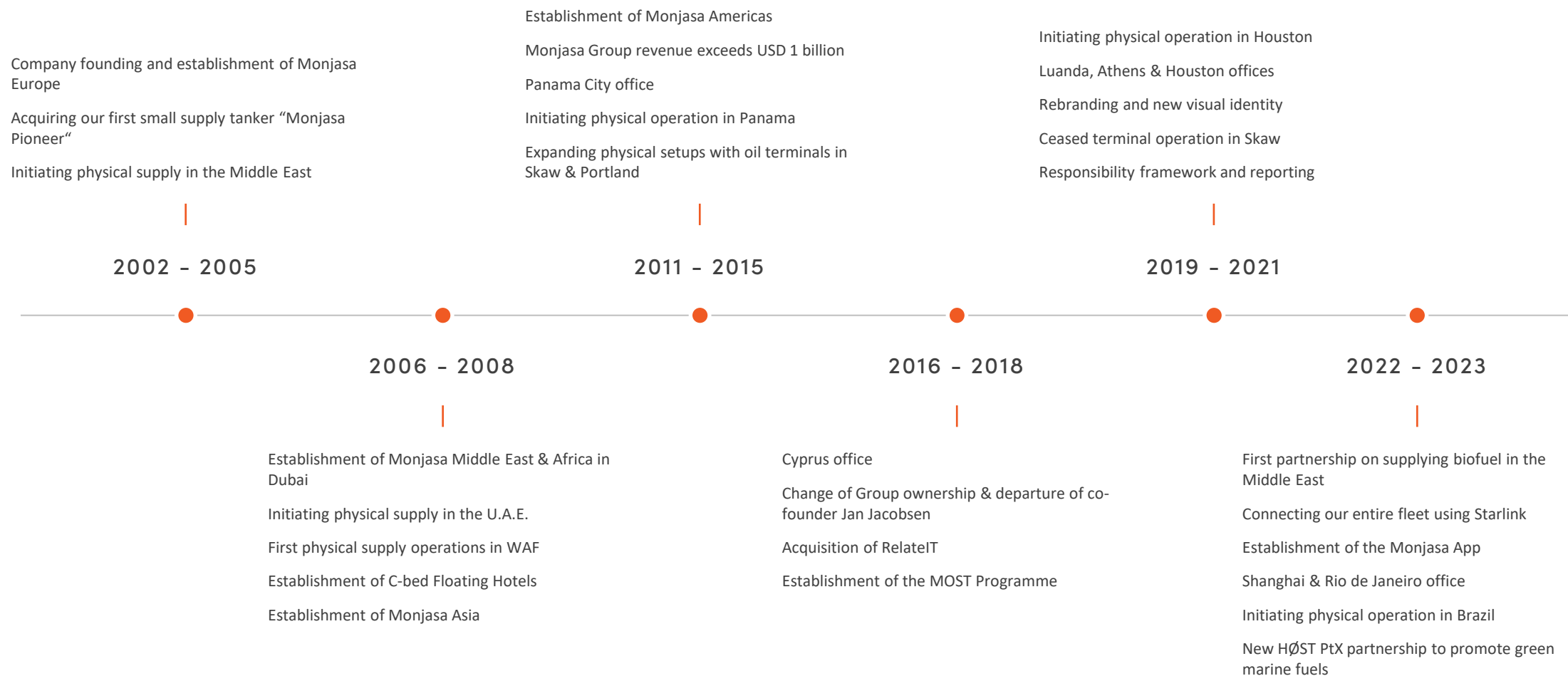
Monjasa's role in the oil and shipping industries remains to inspire our business partners and become first choice by challenging status quo with our original solutions.

By living our values; **respect, ambition, curiosity, and smile & joy**, we are building strong personal relations and engaging in networks in every port.

Thereby, we are unlocking niche market access and advancing global trade for the benefit of both customers and communities.



Our history & milestones



Our history & milestones

2022 - 2023

First partnership on supplying biofuel in the Middle East

Connecting our entire fleet using Starlink

Establishment of the Monjasa App

Shanghai & Rio de Janeiro office

Initiating physical operation in Brazil

New HØST PtX partnership to promote green marine fuels

Our physical platform

AMERICAS

4 offices / 57 employees
1 oil terminal
2,650,000 mts supplied in 2022

MIDDLE EAST & AFRICA

3 offices / 63 employees
1 floating storage
1,750,000 mts supplied in 2022

NORTHWEST EUROPE

2 offices / 97 employees
1 oil terminal
550,000 mts supplied in 2022

MEDITERRANEAN

2 offices / 13 employees
350,000 mts supplied in 2022

ASIA

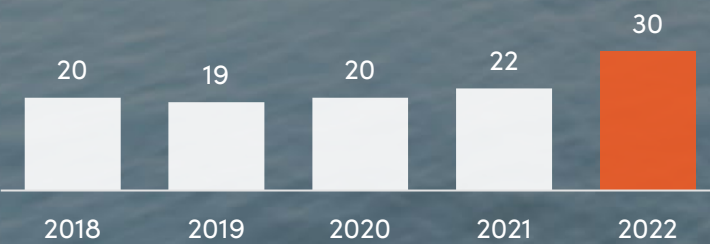
3 offices / 21 employees
1,000,000 mts supplied in 2022

Our physical platform

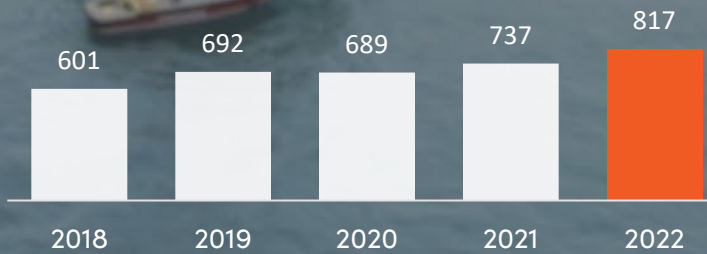
Bringing this level of transparency through digitalization requires the integration of physical and digital operations.

This requires connectivity, which has always been difficult to achieve across oceans.

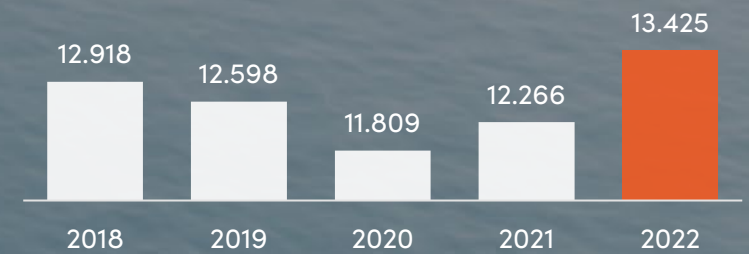
Tankers



Ports



Supply operations

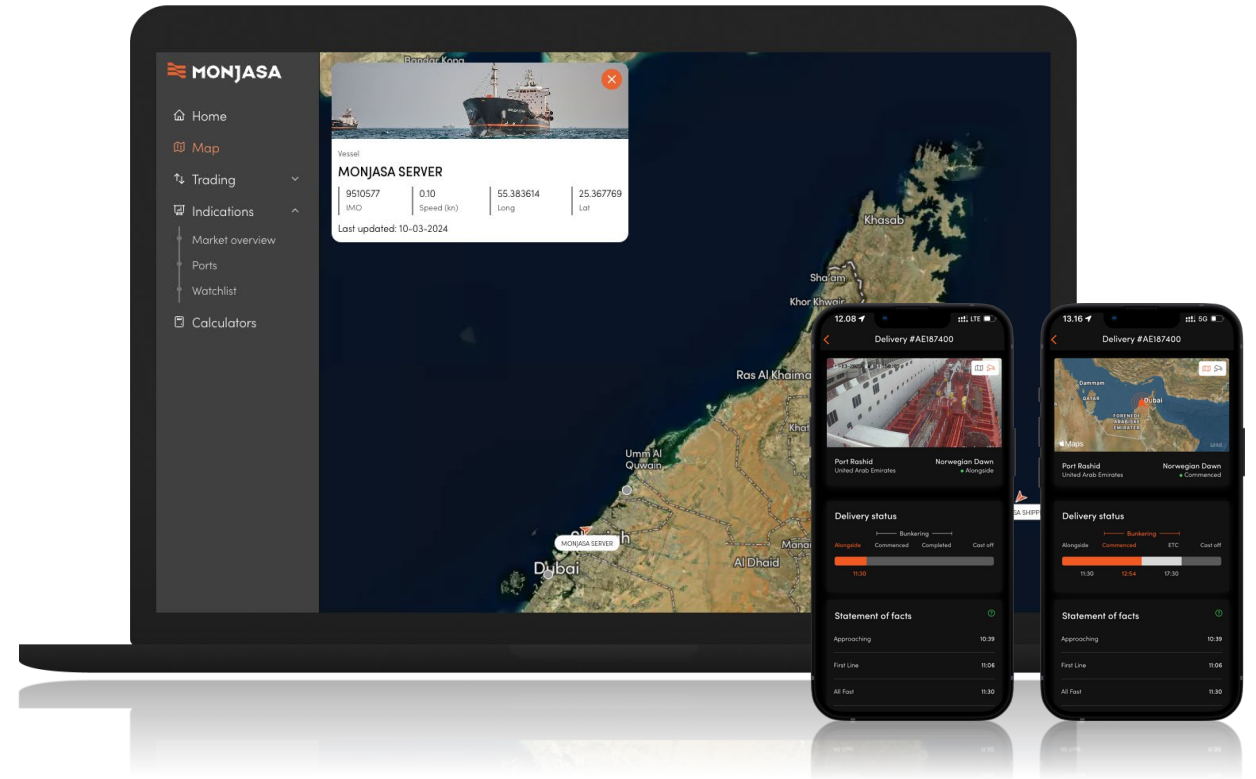


Our physical platform

Bridging this gap became possible by deploying next-generation satellite systems, such as Starlink antennas, to all vessels in our fleet. This has brought our crew the same level of connectedness we provide for our onshore staff in the offices.

We can now communicate and share information at a new pace, enabling us to conduct virtual inspections and video meetings and connect our vessels directly with our customers, who can follow deliveries in real time.

The Monjasa app offers a **window into the heart** of our trading and maritime operations, demonstrating what a more holistic industry approach may look like in 2024 and beyond.

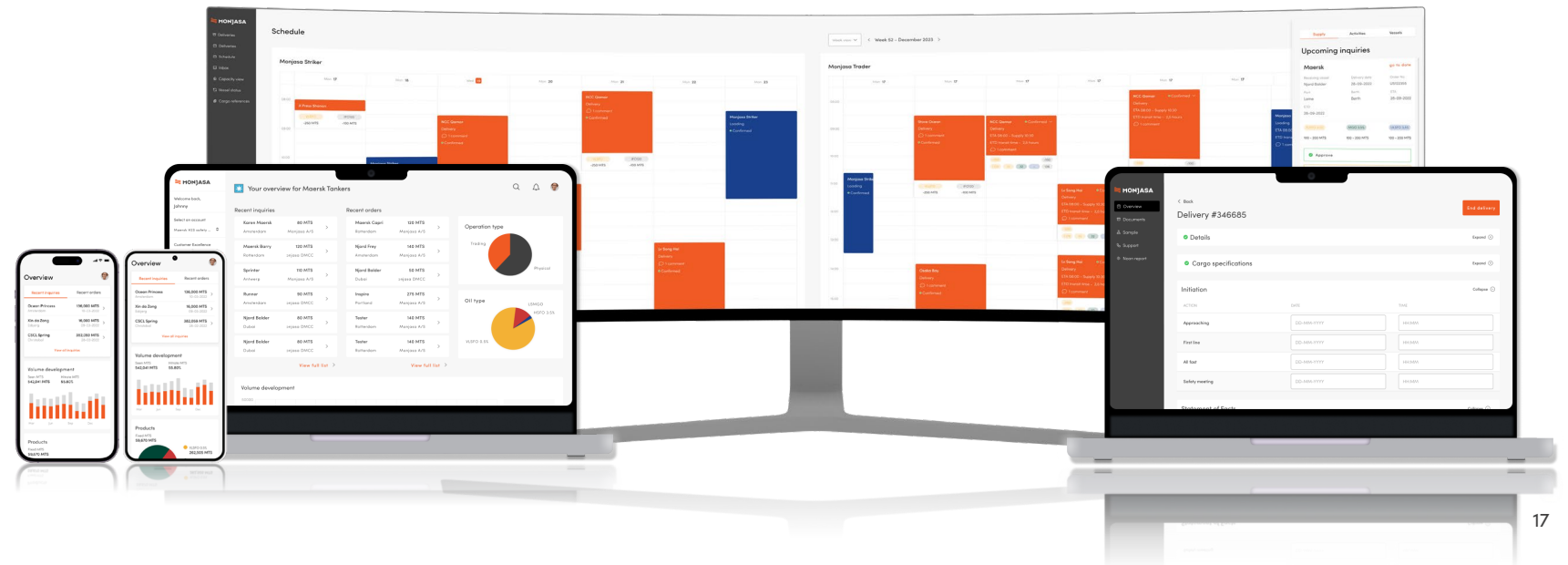




Our digital platform

Our mission remains to support the Monjasa business model with digitalization by bringing the customer, trader, operator, and crew into the same digital space.

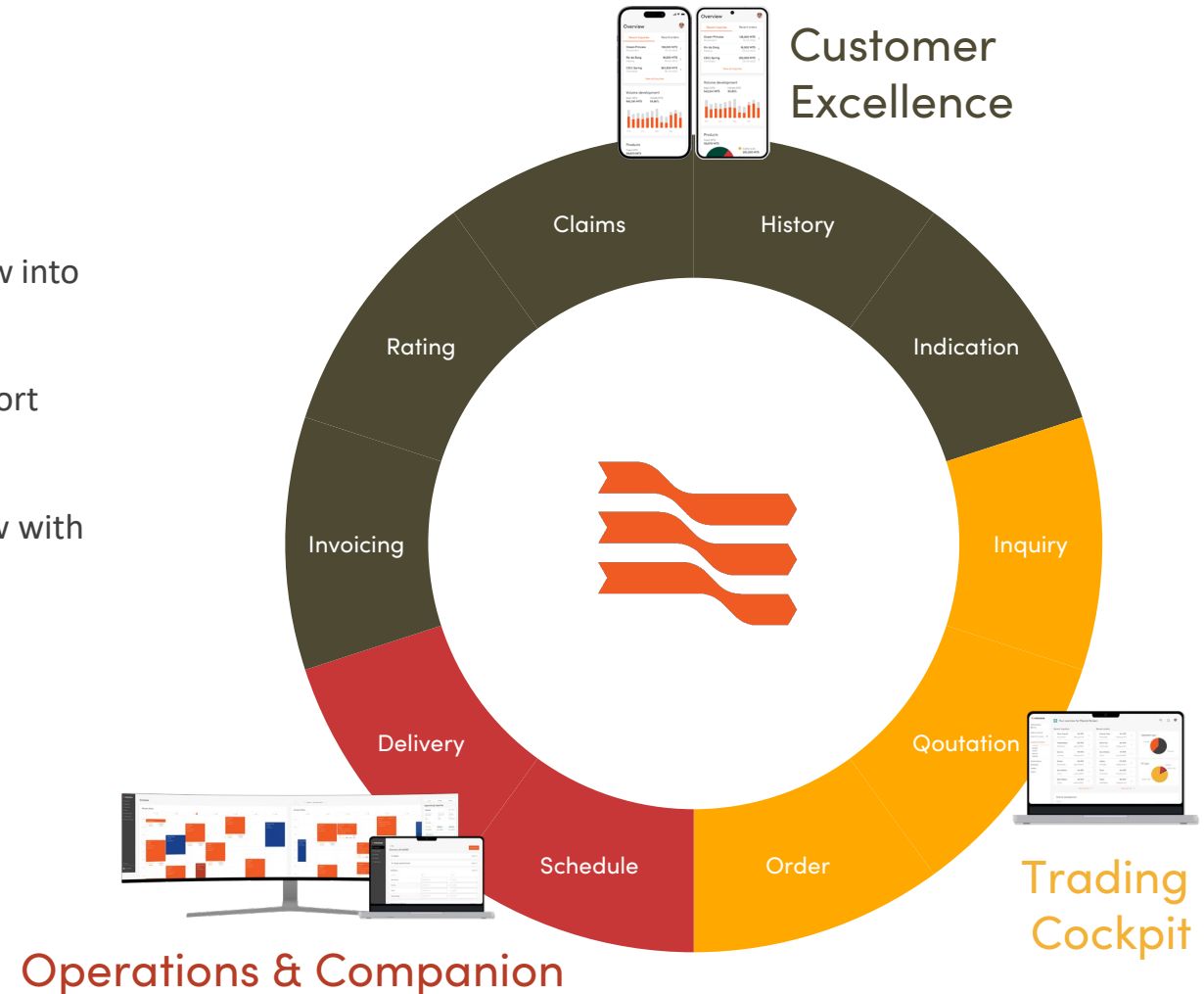
In doing so, we aim to drive an agenda of transparency and optimization in the bunkering industry.



Our digital platform

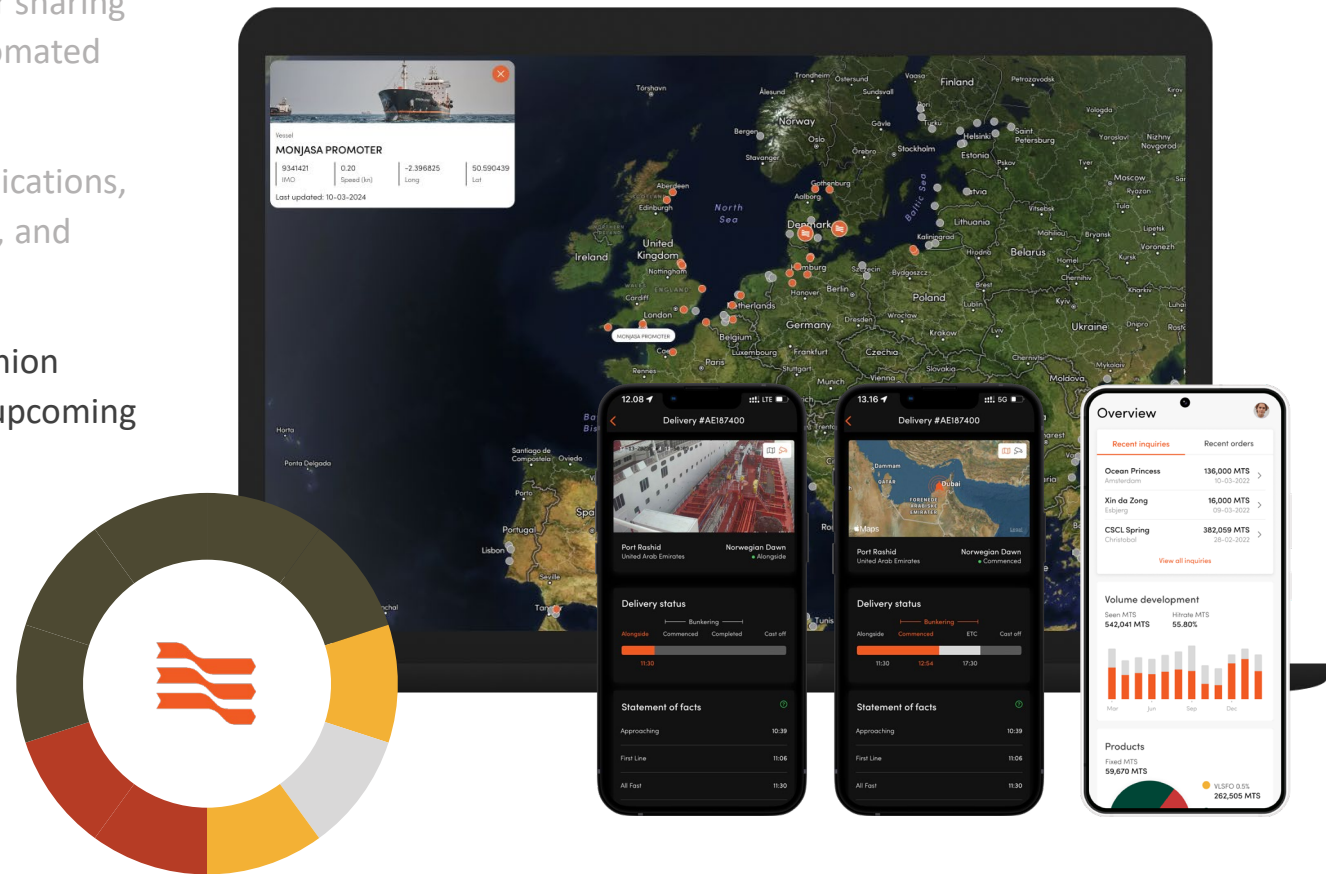
The platform has three major **initiatives**:

1. **Customer Excellence** - Providing our customers with a window into their business records in our systems.
2. **Trading Cockpit** - Providing our traders with the tools to support the sales process.
3. **Operations & Companion** - Providing our operations and crew with modern scheduling and reporting tools.



Our digital platform

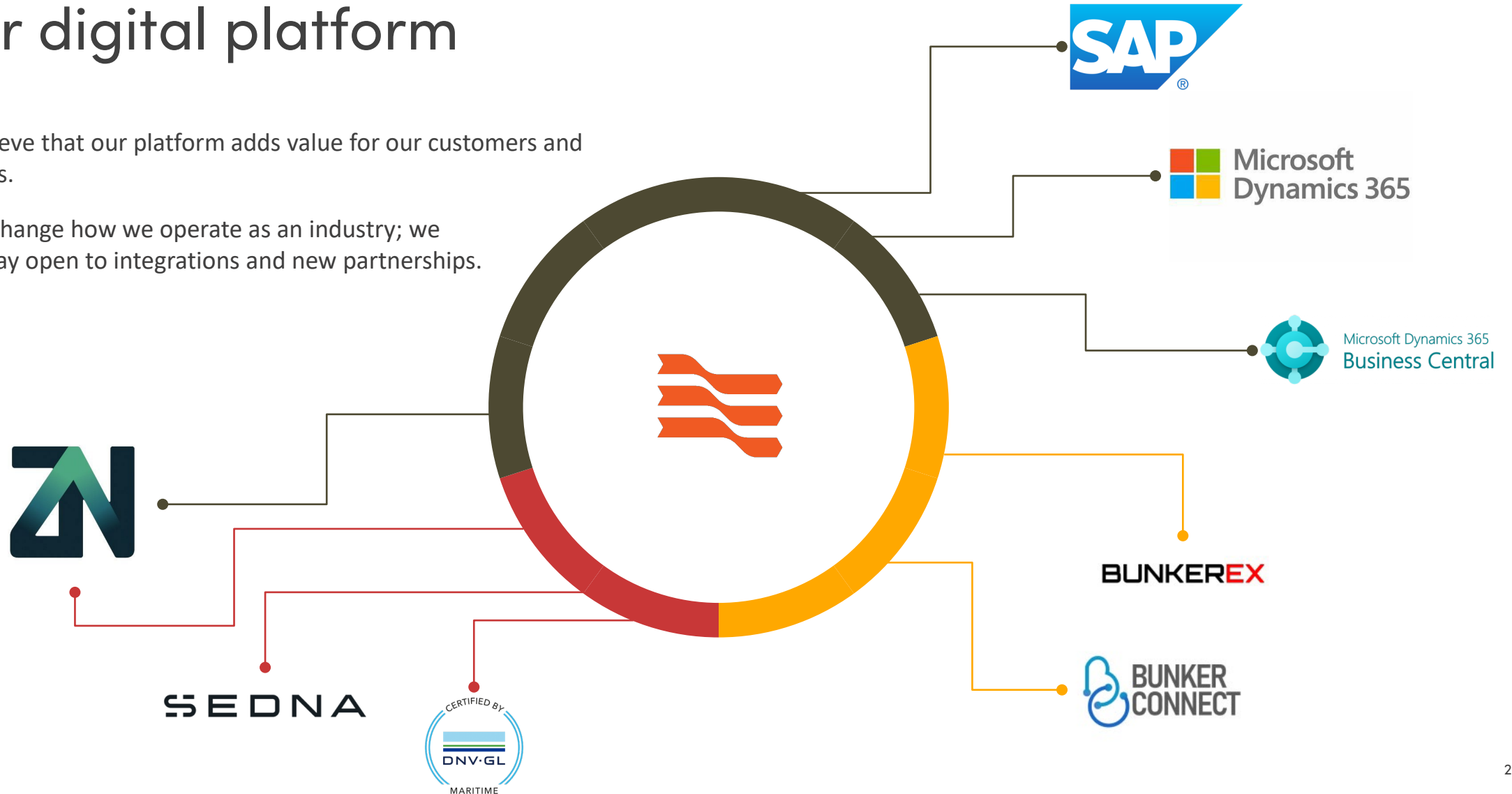
- **December 2021** saw the first release of an internal platform for sharing Indications across trading teams and distributing them with automated customer reports.
- In **April 2022**, we opened the doors to customers by sharing indications, all the order and claims history, and on-demand CO2 accounting, and allowed the customer to create inquiries.
- This year, in **April 2024**, we will deploy our Operations & Companion software to the fleet, giving the customer real-time insight into upcoming and ongoing deliveries.



Our digital platform

We believe that our platform adds value for our customers and partners.

But to change how we operate as an industry; we must stay open to integrations and new partnerships.



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But to change how we operate as an industry; we must stay open to integrations and new partnerships.

As an industry, we must agree on the new standards for system-to-system communication as this will be key for future collaboration.



We are accelerating **transparency** across the oil and shipping industries by offering real-time data flows from our global tanker fleet and straight to the hands of our customers.



We are Monjasa in every port

monjasa.com