



Intelligence, Out of the Blue

VesselBot is a digital chartering marketplace which brings Charterers and Vessel Owners together in the Bulk Maritime industry.



Online Chartering marketplace

What digitalization is?



Disruptive Change

The old way

Present



Disruptive Change

The old way



Present



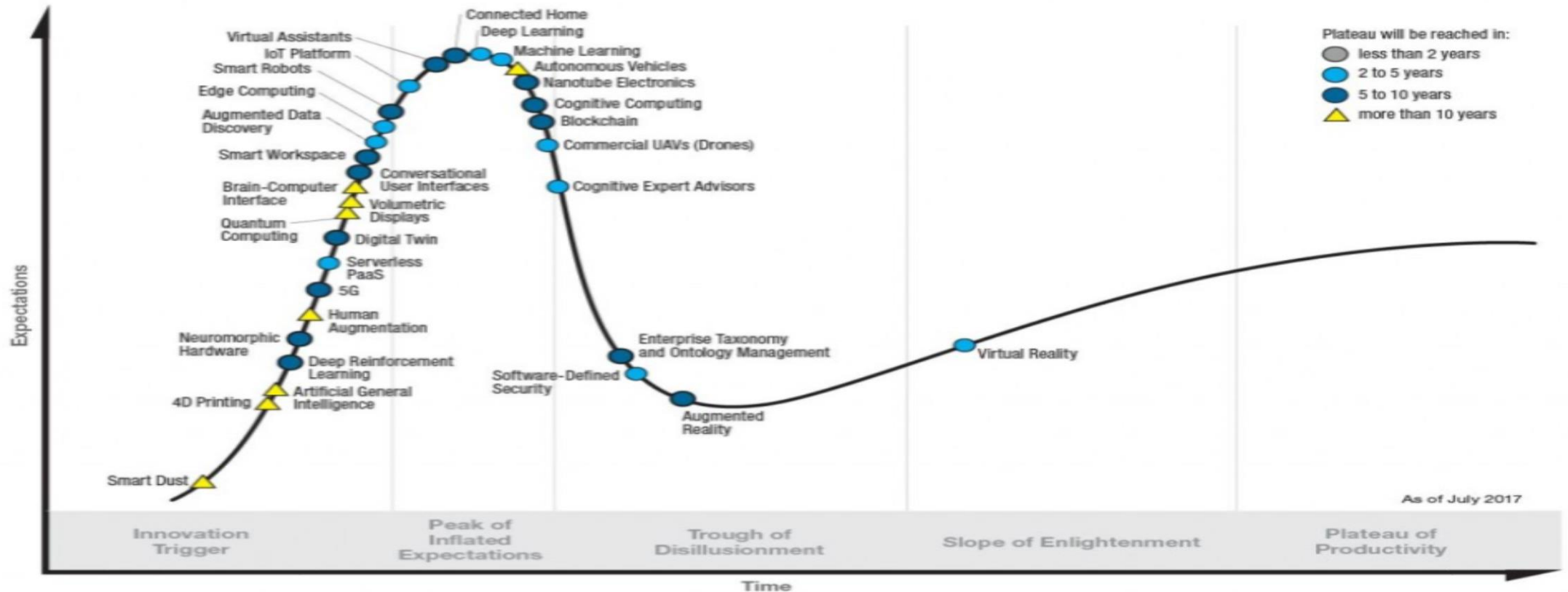
Digitalization in the maritime market

A businessman in a dark suit and patterned tie is pointing his right index finger at a digital interface. The interface features a blue background with a hexagonal pattern on the left and a glowing blue arrow pointing right. The word "TRANSFORMATION" is displayed in bold, dark blue capital letters on the right side of the interface. The businessman is holding a black folder or tablet under his left arm.

TRANSFORMATION

Top Trends in the Gartner Hype

Gartner **Hype Cycle** for Emerging Technologies, 2017

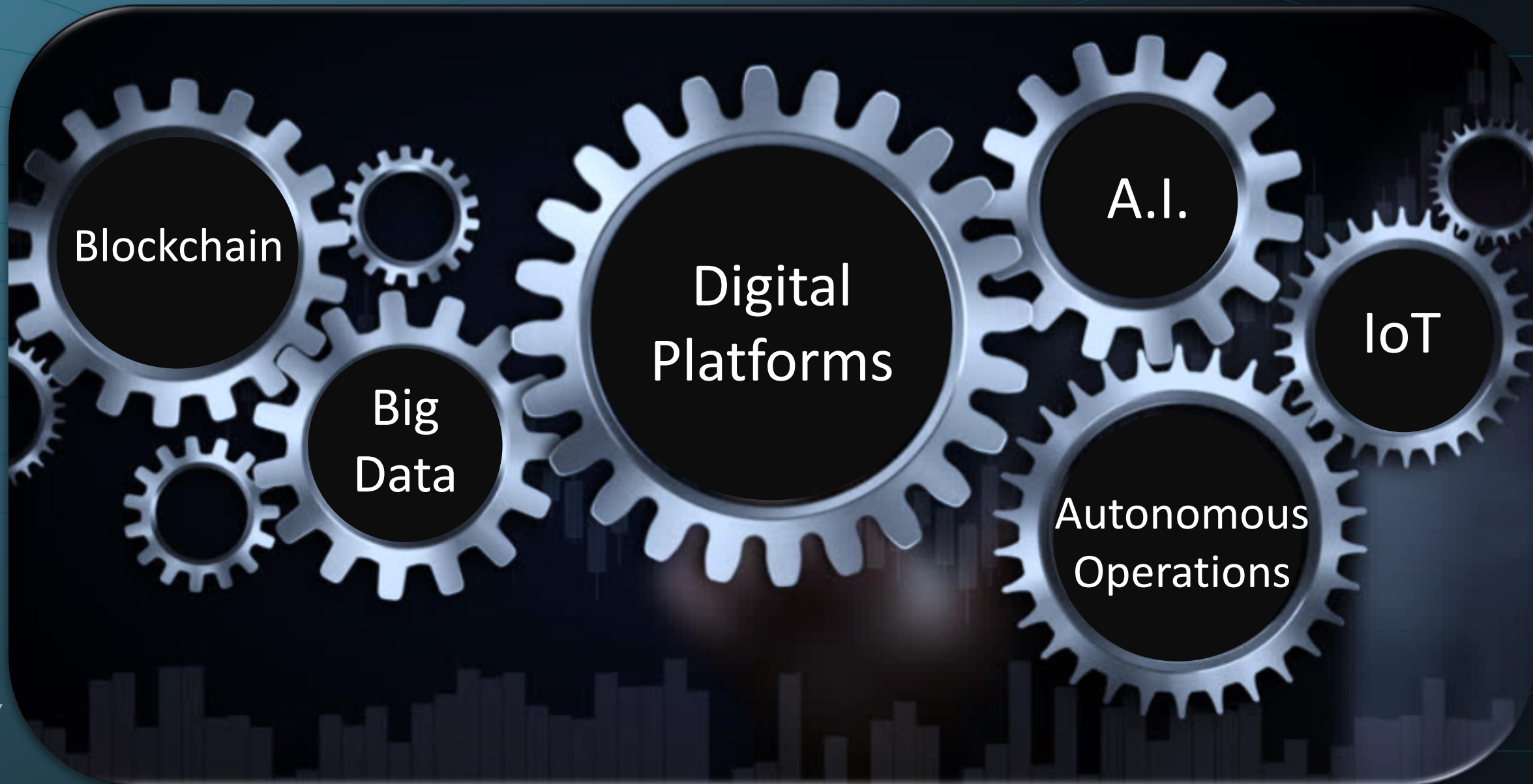


gartner.com/SmarterWithGartner

Source: Gartner (July 2017)
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Gartner

Emerging Technologies



New Market Trends

CONSOLIDATION

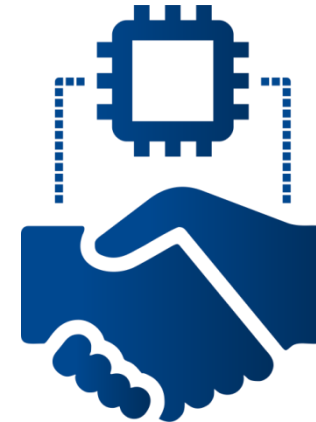


NEW PLAYERS



Asset Management
Digital Market Places
Investors

DIGITAL ALLIANCES



Integrated logistics supply chain



Integrated Part of **Supply Chain** & End **Customer Process**

New Business Models Emerge

Real time, online chartering platform



Vessel/Cargo
Registration



Seamless matching
Using Artificial Intelligence



Negotiate
Financial terms



Negotiate Legal terms and
sign Charter party



Counterparty
performance rating



The New Era in Chartering

With VesselBot	Less than 1 min. process to post a cargo or vessel request	Instantaneous, transparent matchmaking using Algorithms Duration 1min	Online price and terms negotiation via VesselBot's platform Duration 1 hr	Auto populated online Charter Party. Clause editing (add/delete clauses) Duration: 2hrs	Counterparty's rating mechanism based on qualitative factors after the execution of the actual transaction
	Request	Matchmaking	Negotiations	Charter Party	Rating
Without VesselBot	Request's circulation via telephone calls and e-mails Average duration more than 2 hrs	Matchmaking via brokers using time consuming telephone or written communication Average duration 2 -3 days	Negotiation via brokers using time consuming telephone or written communication Average duration 2 days	Exchange of Charter party document Average duration 1 day and countless iterations	No counterparty's rating



**"The best way to predict the future is to
create it" - Peter Drucker**



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