



Intelligence, Out of the Blue

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



VesselBot

Online Chartering marketplace

What digitalization is?



Disruptive Change

The old way

Present



Disruptive Change

The old way



Present



Digitalization in the maritime market

A man in a dark suit and blue tie is pointing his right index finger towards a digital interface. The interface features a blue background with a grid of white hexagons on the left and a glowing blue bar on the right containing the word "TRANSFORMATION" in bold, dark blue capital letters. The man is holding a laptop in his left hand. The overall scene is set against a blurred background of a modern office or conference room.

TRANSFORMATION

Top Trends in the Gartner Hype

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

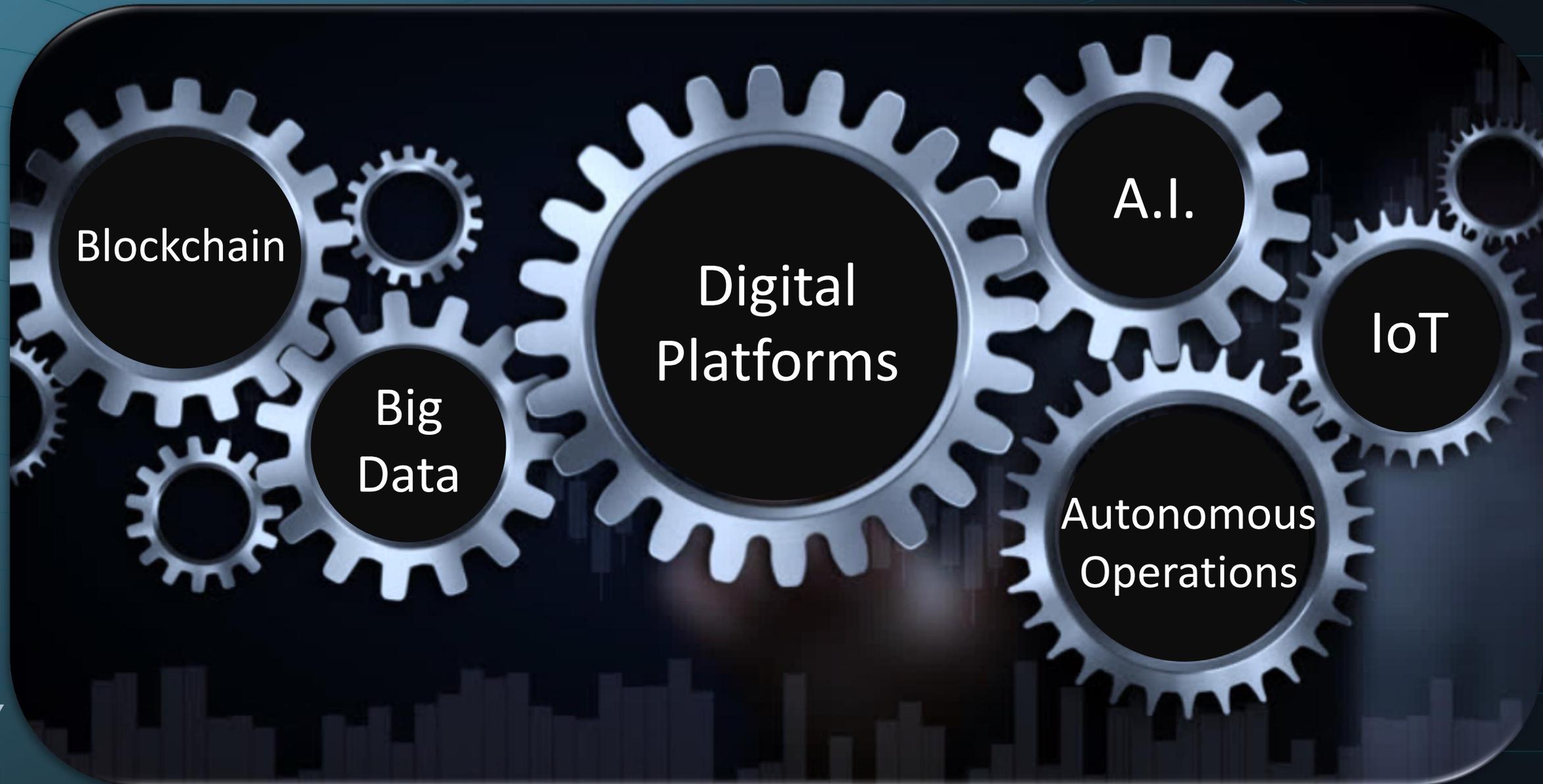


gartner.com/SmarterWithGartner

Source: Gartner (July 2017)
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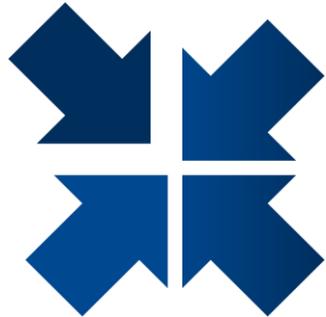
Gartner

Emerging Technologies



New Market Trends

CONSOLIDATION

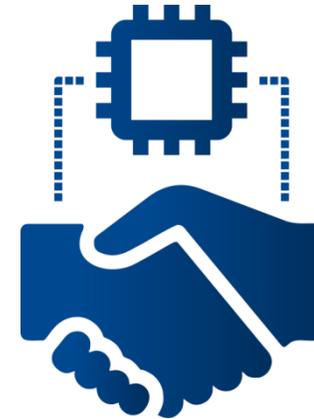


NEW PLAYERS

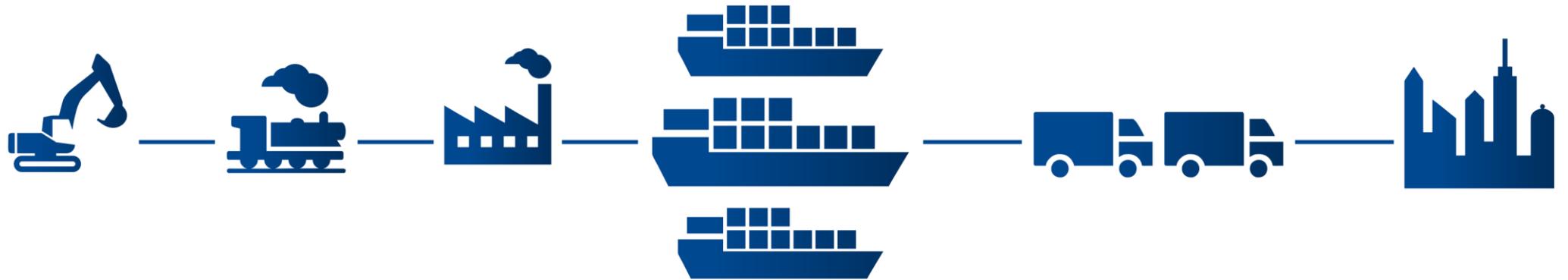


Asset Management
Digital Market Places
Investors

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



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

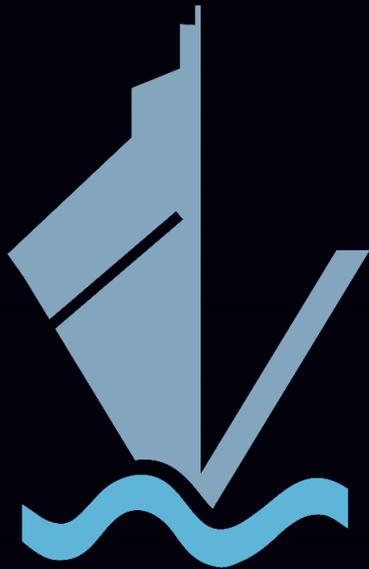
Negotiation via brokers using time consuming telephone or written communication
Average duration 2 days

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



VesselBot

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