

# Our Climate Action Opportunity



- The Challenge:
  - Reduce fuel consumption & CO2 emissions from the existing fleet.
  - Make the “pre-eco” fleet competitive with the “eco” fleet.
  - Higher revenue, increased value, longer life.
  - Immediate application
- The 1<sup>st</sup> Step
  - Create, with support from High Tide Foundation and in collaboration with MIT SeaGrant Lab, an objective & independent performance evaluation platform.
  - Integrate with Marsoft’s market modelling and risk management
  - Validate the model with actual ships and retrofits to demonstrate the hydrodynamic and financial performance of selected options.
  - Create a fleet-wide database to highlight the best opportunities.
- *We Can Meet the Challenge.*

# The \$24 billion market



- The Five Year Plan
  - 15,000 ships passing 2<sup>nd</sup>, 3<sup>rd</sup>, and 4<sup>th</sup> special survey over next 5 years.
  - Combine Proven Options
    - “Ship Shaping” (Energy Saving Devices, bulbous bow, etc.)
    - Coatings, Performance Management to come...
    - We expect pace of innovation to accelerate
  - Make Financial sense for owners and charterers
- Achieve Scale – Keep it Simple, Cheap, & Low Risk
  - Deliver economies of scale
  - Monetize emissions reductions
  - Cooperate with stakeholders (charterers, manufacturers, class, technical managers, ...)
- We are recruiting now to build the team to make it happen.