



# Transferring Expertise from the Commercial Domain to the Defence Sector

CNE Farnborough

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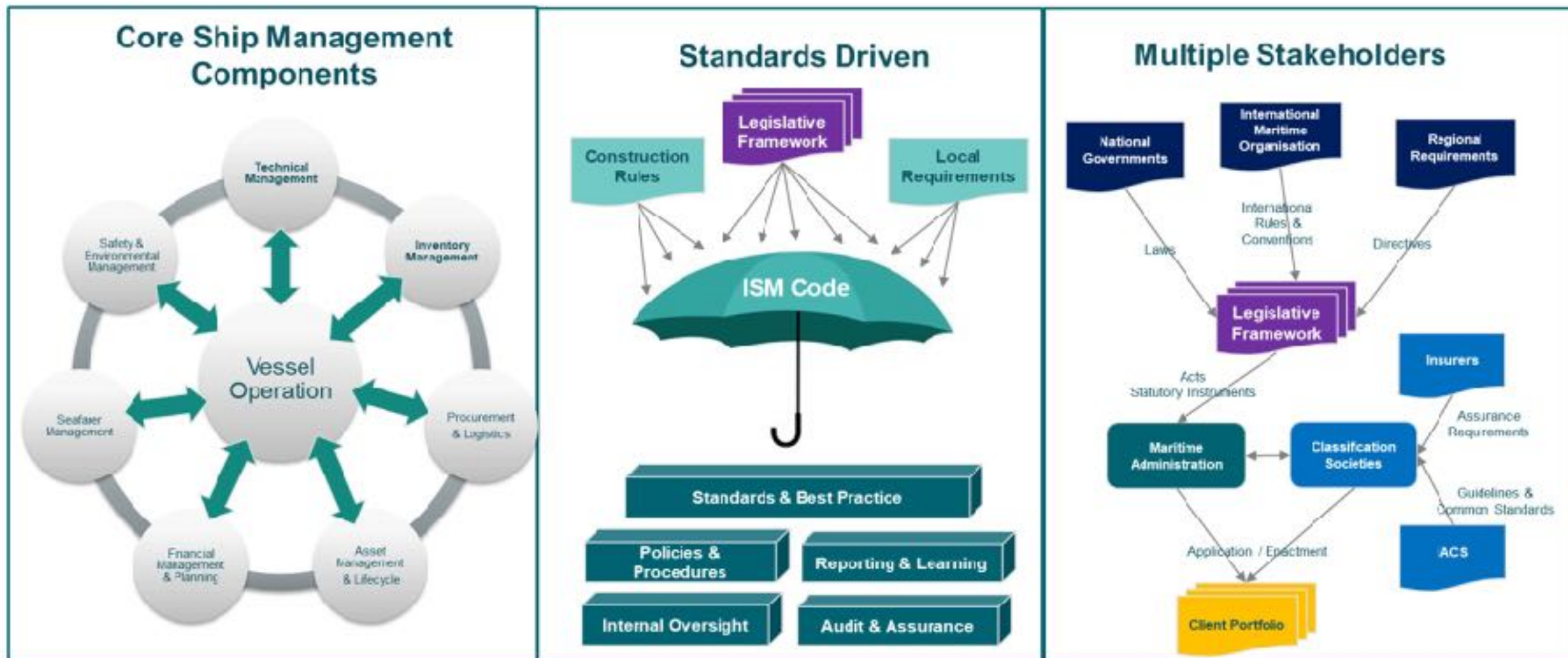
# Global Commercial Maritime Industry

- 60,000 sea going vessels
- Highly fragmented market – where the average ship owner has 5 vessels
- ~16% are outsourced to 3rd party ship management companies
- V. is a global leader in ship management in that market, with experience of over 40 years managing complex vessels



# Commercial Maritime

Heavily Regulated Industry with Multiple Stakeholders





V. is the global market leader

V. is a global leader in ship management and marine services, operating through 50 offices and working with all vessel types



V. is the **committed partner of progress** for everything at sea

#1

Seafarers network



#1

Vessels serviced worldwide



#1

Breadth of service offering (products offered)



~3,500

Vessels serviced



95%

Average crew retent on over past 3 years



#1

Player in crew catering

50+

Countries



44.000

seafarers in our network



#1

Digital offering in terms of functionality and user experience



# A global Ship Manager offers several advantages

## Fleet Cell

**0.07%**

**Unplanned  
downtime rate**

Averaging less than 6  
hours per vessel / annum

## Supply Chain

**45M Liters**

Of oil supplied through our  
contracts every year.

## Technical Services

**<3% OPEX**

variance from budget  
across our managed fleet

## Supply Chain

up to **10%**

Savings on technical  
spares have been achieved  
by our customers when  
purchasing via Marcas.

## Travel Services

**>10%**

**Annual savings**

By consolidating your  
travel arrangements with  
V..

## Global Maritime Workforce

**90%**

**Average retention**

Of Senior Officers across the V. crew  
pool.

## Environment

Average of **8%** per  
vessel

Decrease in carbon  
emissions as reported in  
our ESG Report 2021

## Catering

up to **8%**

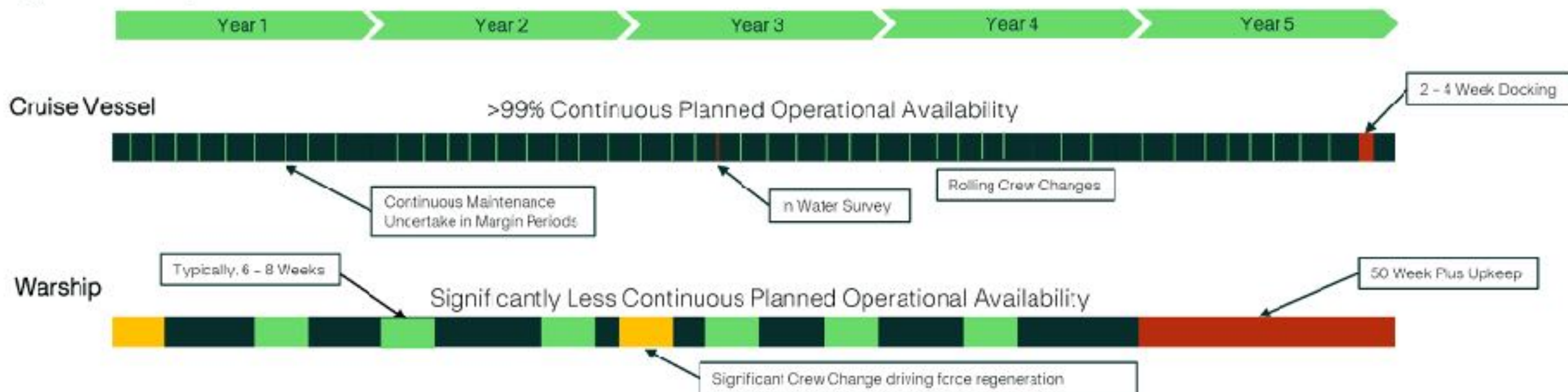
**Annual savings**

From provisions and  
structure optimisation  
savings.



# Commercial and Defence Operational Availability have very different profiles

## Typical 5 Year Cycle



Ship Managers specialise in delivering innovative solutions to existing availability challenges – bringing new thinking and management of change skills to transform operational delivery.

### Providing

- High Availability
- High Safety
- Predictable Operational Availability & Return to Service following Upkeep / Docking
- Access to Global Supply Chain & Support Infrastructures



# Commercial strengths resonate with those coveted within Defence



## Trusted to deliver

Outstanding service excellence

Agility and Transparency

Global Proven Supply Chain



## Global Leader

Global presence

Talent

Expertise



## Innovative operating model

Standard setter

Efficiency and scale

Integration

**In a heavily regulated industry with multiple stakeholders**



# Commercial Ship Managers and Navies operate in similar environments

We share 3 fundamental core principles ...

Safety first

Optimised performance

Maximum operational availability

... and we operate within very similar constraints

Operate in harsh environments –  
with significant distances from logistic and  
support hubs

Global Logistics & Supply Chains – in some  
cases sourcing end of life spares

Marine Manufacturers – same equipment  
lineage and long-term, preferential contracts

COMMERCIAL



DEFENCE





# Employing latest generation digital technology to maximise availability



## Data with a purpose

Everything you need to know about your vessel in one place, in real time, providing you with full transparency.

Mobile Applications Owners   Superintendent   Seafarer   Crew Manager   Inspections					BI Dashboards & Portals Owners   Fleet Cell   Crew Management   Suppliers (B2B)														
Marine		Procurement			Crewing		Finance												
Manage the Marine asset in real time, create work instructions, review planned maintenance, instruct certification, review activity and manage technical documentation.					Seafarer on-board requisition goods or services. Buyers obtain these orders using automated interfaces with suppliers and arrange delivery to the Ship at an appropriate port.					Comprehensive Marine Manpower platform designed to support the full lifecycle of crew management covering: Recruit, Plan and Propose, Approve, Assign, On Board and Retain.					Providing real-time P&L visibility of vessels, fleets and Businesses. Automated invoice payment with 3-way matching, real-time budget visibility.				
Vessel Details	Vessel Performance	Voyage Reporting	Requisitions	Orders	Crew List & Crew Search	Personal Details	General Ledgers & Journals	Accounts Receivable											
Eng Logbook	Position List	Management of Change	Invoicing	Position List	Payroll	Crew Lists, Line-up	Accounts Payable	Purchase Tracking											
Risk & Job Safety	Masthead	Certificates	Category Management	Order splits & merges	Contracts	Planning	Purchase Agents Ledger	Invoice Patterns											
Planned Maintenance	Defects	Inventory	Bill-to-Ship	Supplier Portal (B2B)	Compliance	Mobilisation	Period Close, Dashboard, Reporting	Master COA & Budget											
Environment	Work & Rest	Inspections	PAE Integration	Authorisation	Training	Deployment	Integrations, Automation	Client Portal											

Predictive analytics  
→ more efficient operations

Constant benchmarking  
→ drives performance improvements

Best in class technology  
→ easy to use, secure and scalable



# Risk Prediction by Sentinel: Proactive support to the fleet cell to enhance performance



Sentinel is our machine learning risk prediction platform predicts and manages vessel risk events enabling efficient prioritization in the fleet cell reducing technical downtime and safety exposure



Score

Self-Learning: Monthly adjustment to the patterns using the last month's sets of predications



Predicting Risk



600 Vessels  
 Using ShipSure Big Data



Weighting, Lagging risk and Novell events are applied when appropriate to the Machine predications





# Transferring expertise from the Commercial domain to the Defence sector

Commercial Vessel  
Availability  
>99%

High Crew Retention  
>90%

Flexible Operational  
Support

Hostile & Remote  
Environments

Reduced Operating  
Costs

Consolidated  
Purchasing

Fully integrated  
Logistics & Inventory  
Control

Global Supply & Support  
Networks

Maritime Digital Systems

Providing Complete  
Operational  
Transparency

Enhanced Supplier  
Relationships

Purchasing Volumes

Helping Ship Owners transition their operating model







# Thank you.

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