



MARLIN

...t smarter. Anywhere

Aug 20, 2018 12:41 BST

Marlink signs agreement with We4Sea to deliver smart fuel efficiency solutions for the maritime industry

Dutch start-up We4Sea leverages big data and Marlink's global multi-band satellite network to reduce fuel consumption and emissions as 2020 sulphur cap draws closer

Oslo/Paris/Delft, August 20 2018: Marlink has signed a partnership agreement with We4Sea, establishing a relationship to further leverage its smart connectivity strategy and provide innovative fuel efficiency solutions to the maritime industry. The strategic agreement will see Dutch start-up

We4Sea leverage Marlink's broadband satellite communications network, digital solutions and contacts to further test, develop and mature its fuel efficiency solutions. Marlink aims to support new partners as part of its Smart Connectivity strategy, which empowers its customers' digitalisation and business efficiency through new applications and business models.

We4Sea is specialised in digital monitoring solutions to reduce fuel consumption and related emissions in an easy, fast and cost-effective way. Its solution uses a unique Digital Twin technology, combining position, speed, weather as well as cargo data. All data is presented in a web platform, providing users on board or ashore with a clear picture of the actual fuel consumption and CO₂ emissions of their ships. The Digital Twin technology does not need additional hardware to be installed, meaning no initial Capex investment or off-hire. The online reporting is certified to comply with new EU legislation, aiming to cut greenhouse gas emissions from maritime transport. Using big data, customers can monitor and report on any vessel and make better decisions on all aspects of their operations – technical, logistical and operational.

“Co-creating solutions with start-ups, strategic digital partners and key customers is key to our Digital Strategy,” said Gennaro Faella, Head of Strategic Business Development, Marlink. *“Our global, high bandwidth data connectivity, enables We4Sea to efficiently collect data that further optimises the already 98% accuracy of its ‘no capex, no sensors, no port visit’ digital twin fuel and emissions monitoring algorithms, helping the maritime industry to meet requirements under the 2020 sulphur cap.”*

Partnering with We4Sea enables Marlink to pilot, evaluate and continue joint development of new solutions and tools that support global maritime companies to meet the latest environmental and health standards. The concept of green shipping aims to balance efficient shipping with minimal ecological damage and clean practices, enabling ship emissions control which will contribute to reducing air pollution by 50% in 2050, while enabling lower bunker costs so shipping companies can stay competitive.

“We see a clear demand from our customers to deliver fuel efficiency solutions,” said Tore-Morten Olsen, President Maritime. *“This agreement with We4Sea will allow us to offer a highly intelligent and cost-efficient solution based on big data technologies, which will support our customers ambition for greener, more environmentally-friendly shipping.”*

“Big data will play a significant part in enabling ships to reduce sulphur emissions and together with Marlink, we will contribute to addressing one of the biggest challenges that the shipping industry faces,” said Dan Veen, CEO and Co-founder, We4Sea. “In less than 2 years, all ships worldwide will have to comply with the new 2020 sulphur cap legislation, which according to The Economist, could cost the industry \$60bn. Our solution combined with Marlink’s connectivity and industry leadership will contribute to reducing fuel costs, helping ship owners to operate more cost-effectively. Now is the time to act.”

Visitors to SMM 2018 in Hamburg this September can find out more about the partnership between Marlink and We4Sea by visiting Marlink hall B6, stand 415.

Ends

For further information, please contact:

Knut Natvig, Marlink

T: +47 48 030 911

E: knut.natvig@marlink.com

www.marlink.com

Press Contacts We4Sea:

Dan Veen, CEO

dan@we4sea.com

+31 (06) 11783173 (mobile)

+31 (0) 85 130 0720 (office)

About the Marlink Group

The Marlink Group is the world's leading provider of end-to-end managed connectivity and IT solutions. The group which includes Marlink, Telemar, Palantir, Livewire Connections and OmniAccess, provides maritime and enterprise customers with an integrated offering of reliable broadband communications and IT, digital solutions, bridge electronics, and flexible service and maintenance. The Marlink Group's unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services is augmented with mobile and terrestrial links and an industry-unique range of digital solutions. With more than 1000 employees worldwide, the Group serves enterprise and maritime customers globally, including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing, as well as Mining, Oil & Gas, Utilities, Humanitarian & NGO, Media & Events.

The Marlink Group delivers solutions with unrivalled service and support through an enhanced global footprint, including a network of sales and service locations ensuring customer proximity. Our 24/7 service desk, local presence on all continents and a network of 1250 service points staffed with highly qualified service engineers support our customers globally to operate their business in an ever smarter, safer and more profitable way.

More than 70 years' experience, combined with our strong satellite network and hardware manufacturer partnerships, enables Marlink to bring the power of smart connectivity solutions to customers worldwide, helping them to digitalise their remote business operations wherever they are.

The Group is led by Erik Ceuppens as CEO.

www.marlink.com

www.telemarspa.it

www.palantir.no

About We4Sea

We4Sea was founded in March 2016, and combines years of experience in maritime technology with research at the leading Netherlands Organisation for applied scientific research (TNO) and Technical University Delft. The founders of the company, Dan Veen and Michiel Katgert, have a shared passion for ships, especially when they are efficient. Dan Veen has a background at ship's propulsion train manufacturer Wärtsilä and the TNO. Michiel Katgert has a background as Naval Architect, combined with research on ship efficiency at TU Delft and TNO. We4Sea is, as tech-startup, part of incubator YES!Delft in Delft, the Netherlands (www.yesdelft.nl). With 11 staff, We4Sea is now active in 5 countries and monitoring over 80 vessels on fuel efficiency and performance.

www.we4sea.com