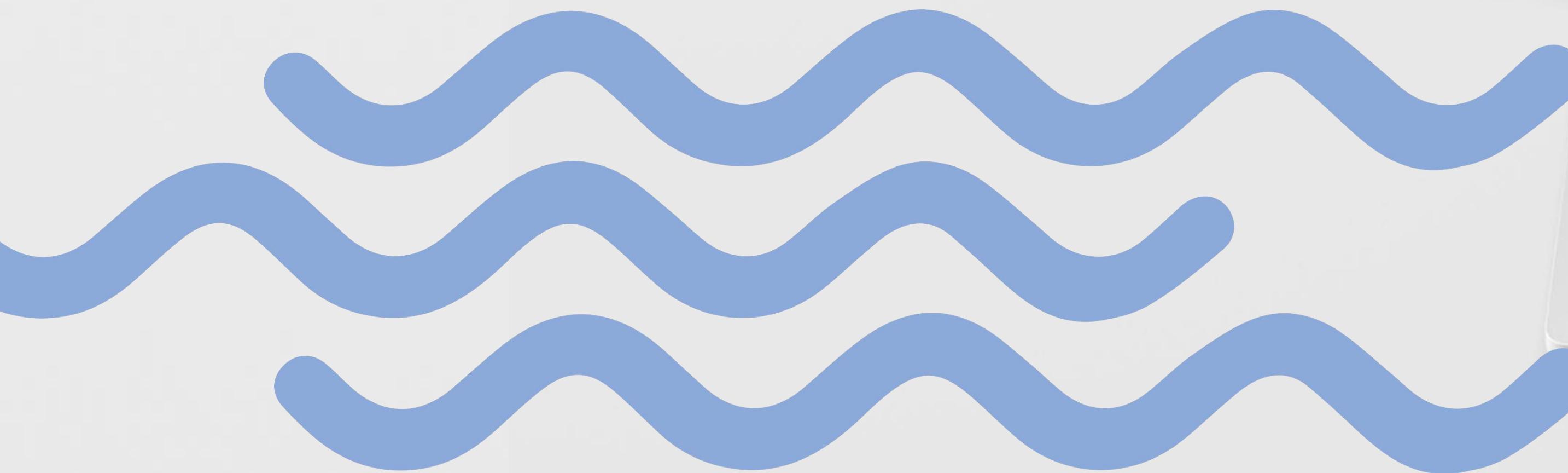


EX2.team GmbH

TECHNOLOGY

PITCH DECK

by
Capt Dmytro Chekhovskyy &
Valerii Vlasyuk



Trends and Opportunities

Navigate the vast opportunities of the global shipping industry. Explore key market insights and growth projections shaping the future of maritime commerce



80% of world cargo

of the world's cargo moving across oceans



21 years old

An average vessel age prompting a need for modernization



\$6,000 / daily per ship

Average daily operating expenses per ship



\$2.2million

Average annual budget per ship



68,000+ ships and 1,700+oil rigs

Potential user base



\$1.9 billion

Global ship management market size. CAGR 10.64%



\$3.9 billion

Expected growth rate by 2030



10,000+ Shipping companies

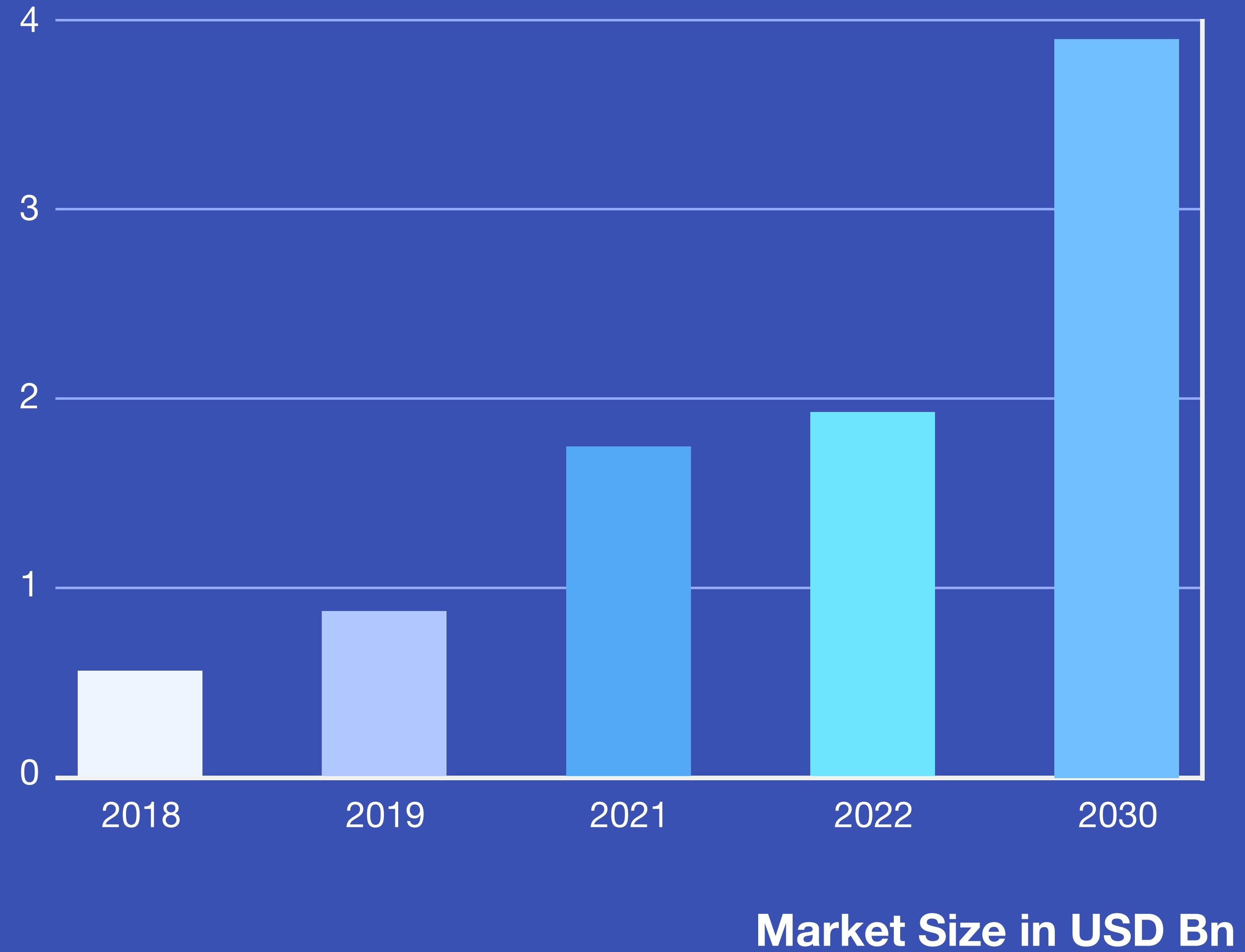
Serving the global maritime industry

Statistics

Marine
Management
Software

10.64%

compound annual
growth rate



Problems HIGH OPEX



Lack of data

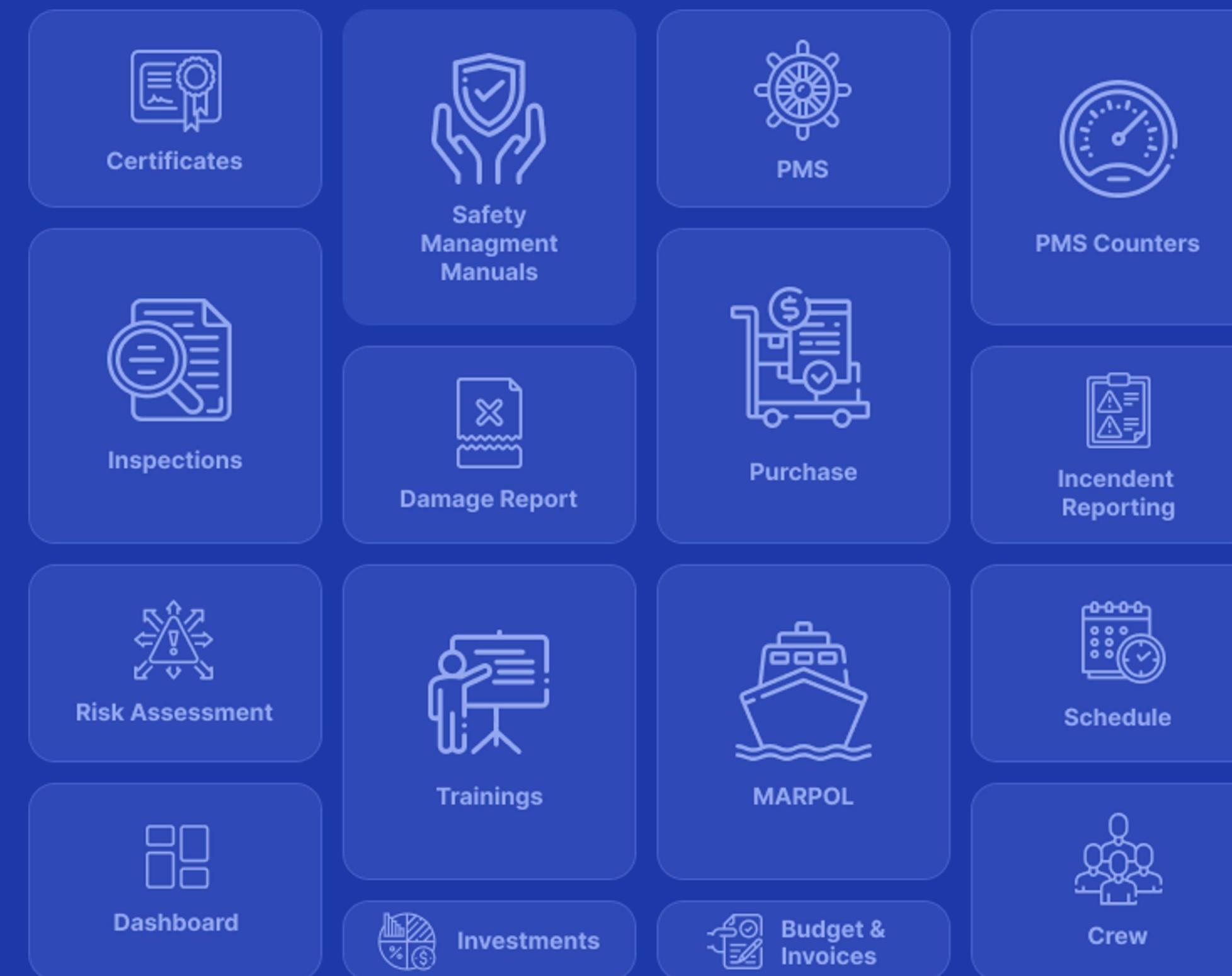


**Limited manpower
ashore**



Poor productivity

Solution



Data Optimization

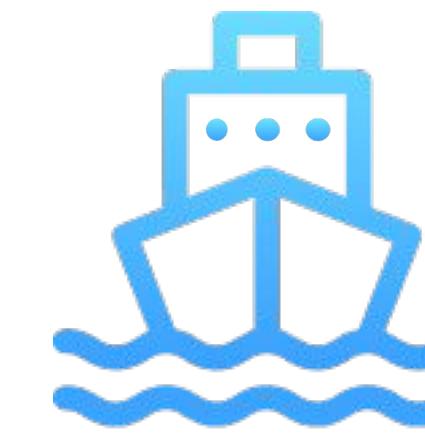
Marine ERP solution provides easy data integration and analysis using AI technologies.

Reducing workload

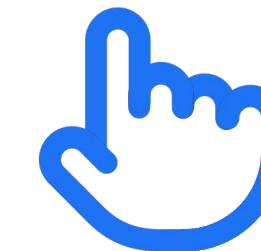
Seamless processes optimize the workload for office staff and reduce the quantity of workers, reduce manual jobs and improve the efficiency.

High Efficiency

Marine ERP software offers multiple modules for all needs of shipmanagement, from Planned Maintenance to invoicing and budgets control.

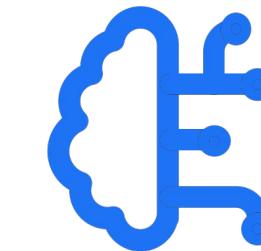


Marine ERP



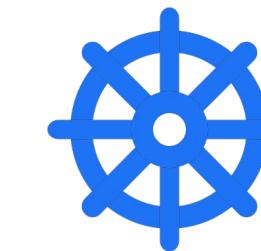
User Friendly Interface

Our Marine ERP boasts an intuitive user interface, designed with maritime professionals in mind. With streamlined navigation and easy-to-access features, reducing training time and enhancing productivity.



AI Technologies

Marine ERP incorporates cutting-edge technologies to automate tasks, streamline processes, and optimize decision-making. From predictive maintenance to smart data analysis..



Built by Mariners

Developed by maritime experts for maritime professionals, our Marine ERP is built on a deep understanding of the industry's unique challenges and requirements.

Benefits

MODULES

Expenses w/o
solution

With Marine ERP

Marine ERP Fee

Savings

Procurement

\$1,700

\$850

\$450

\$850

Planned Maintenance

\$250

\$200

\$450

\$50

Invoices

\$200

\$90

\$450

\$110

*Estimated figures per ship per month

Marketing Strategy

1

Freemium Model for Ship Managers

Offer free basic licenses and customization options, transitioning to paid subscriptions post-customization.

2

Networking in Ship Management

Utilize industry connections and events to build partnerships and showcase Marine ERP's value

Collaboration with Shipyards

Integrate Marine ERP into shipbuilding processes, providing value from vessel delivery

3

Seamless Data Migration

Streamline data migration, ensuring minimal disruption and highlighting benefits for users

4

Plan for 2024-2026

METRIC

Current Value

2024

2025

2026

Number of licenses

6

15

115

315

Annual Revenue (USD)

\$32,400

\$45,000*

\$470,000*

1,800,000*

Team

17

21

26

32

Annual development costs

\$240,000

\$325,970

\$413,130

\$637,280

*Monthly fee increasing by \$500

Direct Competitors



Hanseatic Soft



MariApps



JiBe



DNV Ship Manager



Sertica



AMOS



Shipnet



Danaos Enterprise

Indirect Competitors



Microsoft
Dynamics 365



Infor
CloudSuite



SAP S/4HANA

Milestone Achievements

Our journey toward transforming the maritime industry is well underway, and we're excited to continue pushing boundaries and driving positive change.



30,000 hours

Totally spent for the project development



6 ships

Using Marine ERP



1st of November 2023

In production since 1st of November 2023



17 people

Currently working on the project



\$450 - \$2,500

License fee per ship



65 users

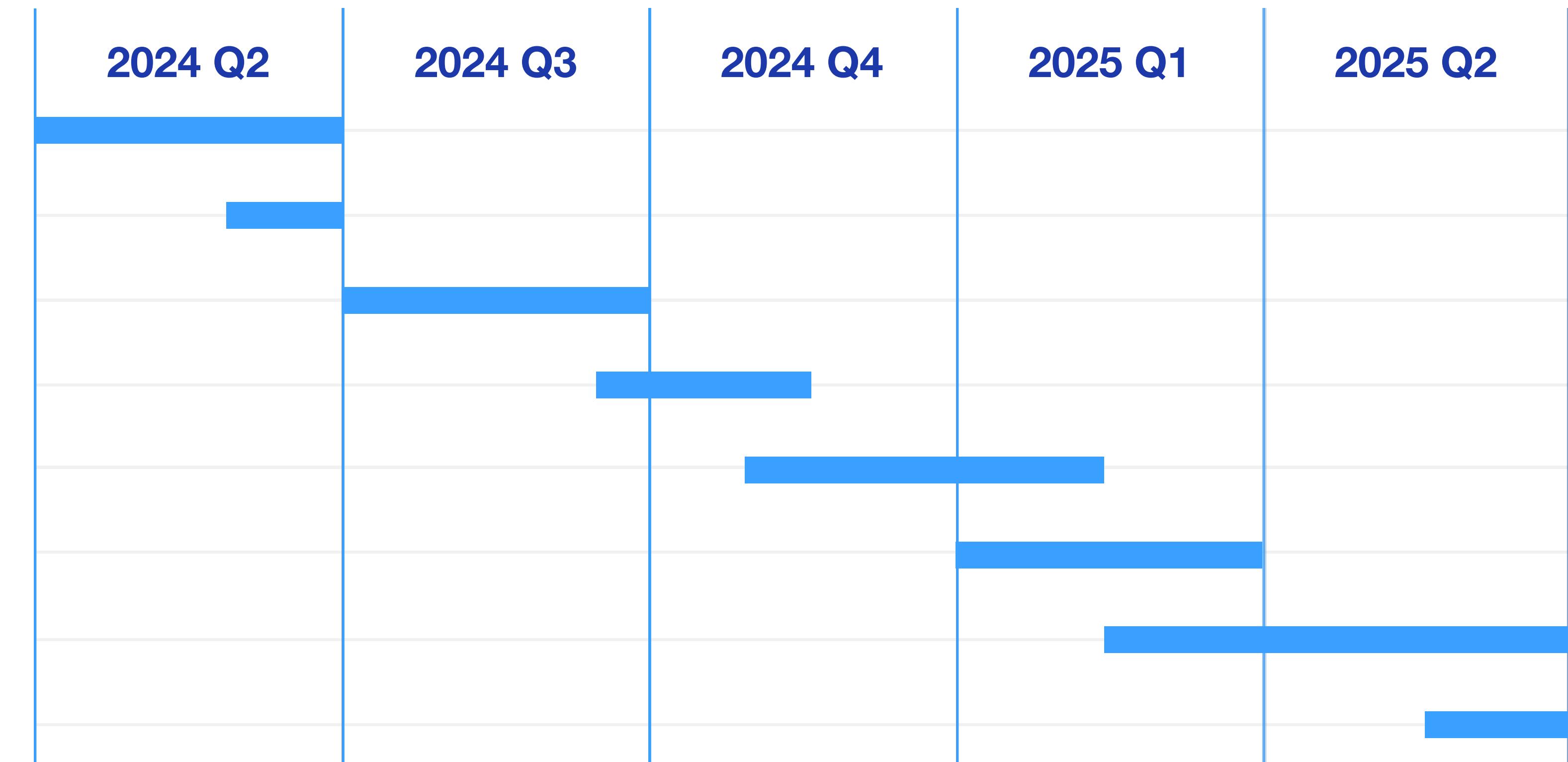
Using Marine ERP worldwide

Roadmap



Tasks

- Development of Events Module
- Class Approval Certification with IACS
- Development of Schedule Module
- Development of Crewing Module
- Development of SMM Module
- Development of Inspection Module
- Development of Operational Module
- Development of Training Module



Founders



Valerii Vlasyuk
CEO & Founder

Valera Vlasyuk is the co-founder of EX2Team, a leading software solutions company, with over 20 years of industry experience. He drives innovation and fosters a collaborative culture to deliver exceptional value to clients worldwide.



Capt Dmytro Chekhovskyy
COO & Founder

Capt Dmytro Chekhovskyy brings over 15 years of maritime experience, from seaman to Captain, and now as General Manager of a German ship management company. His expertise drives operational excellence and strategic growth initiatives.

EX2.team



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