

TANKER SHIPPING & TRADE WEBINAR WEEK

WEBINAR

MONDAY 30 JUNE
09:00-10:00 BST

How will AI transform tanker operations?

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PANELLISTS



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Manish Singh
Chief Executive Officer
Maris Investments

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From Tools to Teammates - AI's Role in Tanker Operations

Manish Singh – CEO, Maris Investments

Let's shift the conversation about AI

From **FUTURE** to **PRESENT** tense. From **SINGULAR** to **PLURAL**



Several AI use cases

- Already operationalized

No 1 'AI'

- Numerous applications
- Interplay between AI

An 'always-on' colleague

Human – AI interface

- Augment
- Not replace

Varied use cases

Point solutions – increasingly converging into ‘Operating platforms’ of future



Representative use cases

- Safety
- Welfare
- Compliance
- Performance
- Bridge
- Machinery spaces
- Cargo systems
- Fuel Systems
- Mooring
- Hull
- Propulsion
- Communications
- Ship-Shore interface

...and many more

AI adoption needs pro-active guardrails and user training

One size does not fit all



Fragmented data

Legacy systems

- limited interoperability

User skill and trust gap

- training and enablement needed urgently

Governance gap

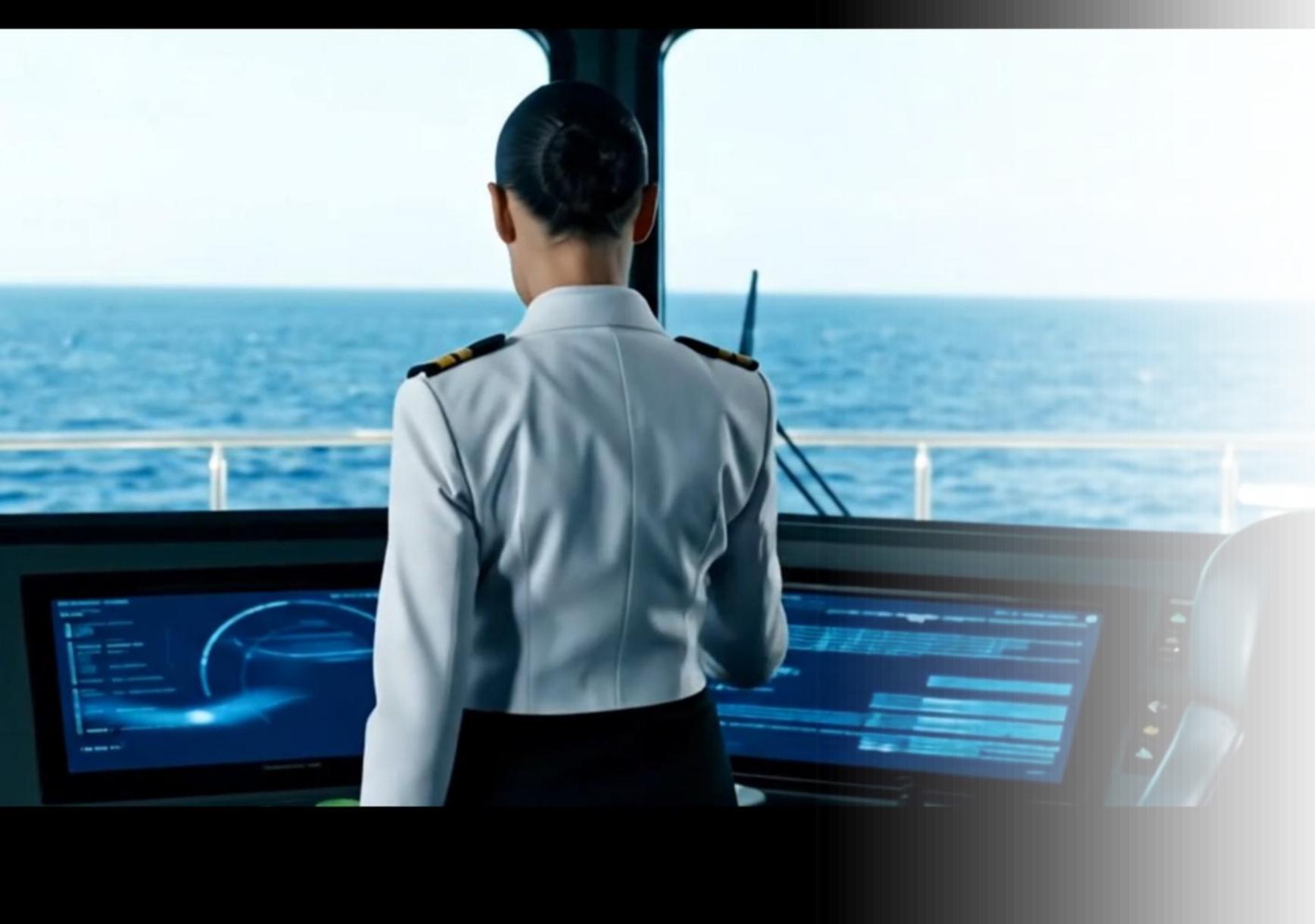
- unclear rules on AI-led decisions

Black box risk

- insurers & regulators will need time to catch up to the tech

Looking at the Maritime AI horizon

One size does not fit all



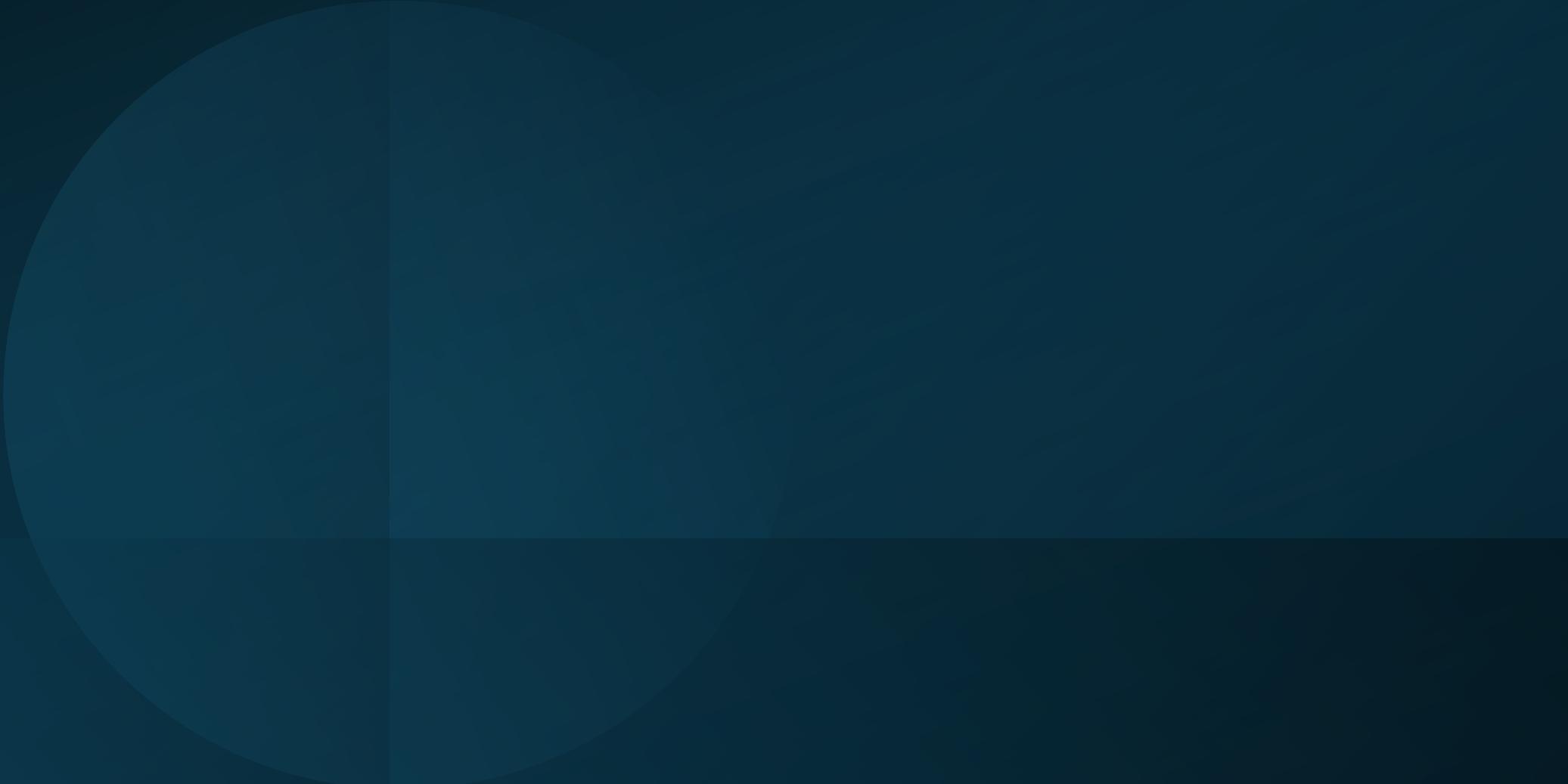
Point solutions to eco-systems

Greater interplay ship-shore

Safeguards and policy

Workforce augmentation with AI

Human in the AI loop



Thank you

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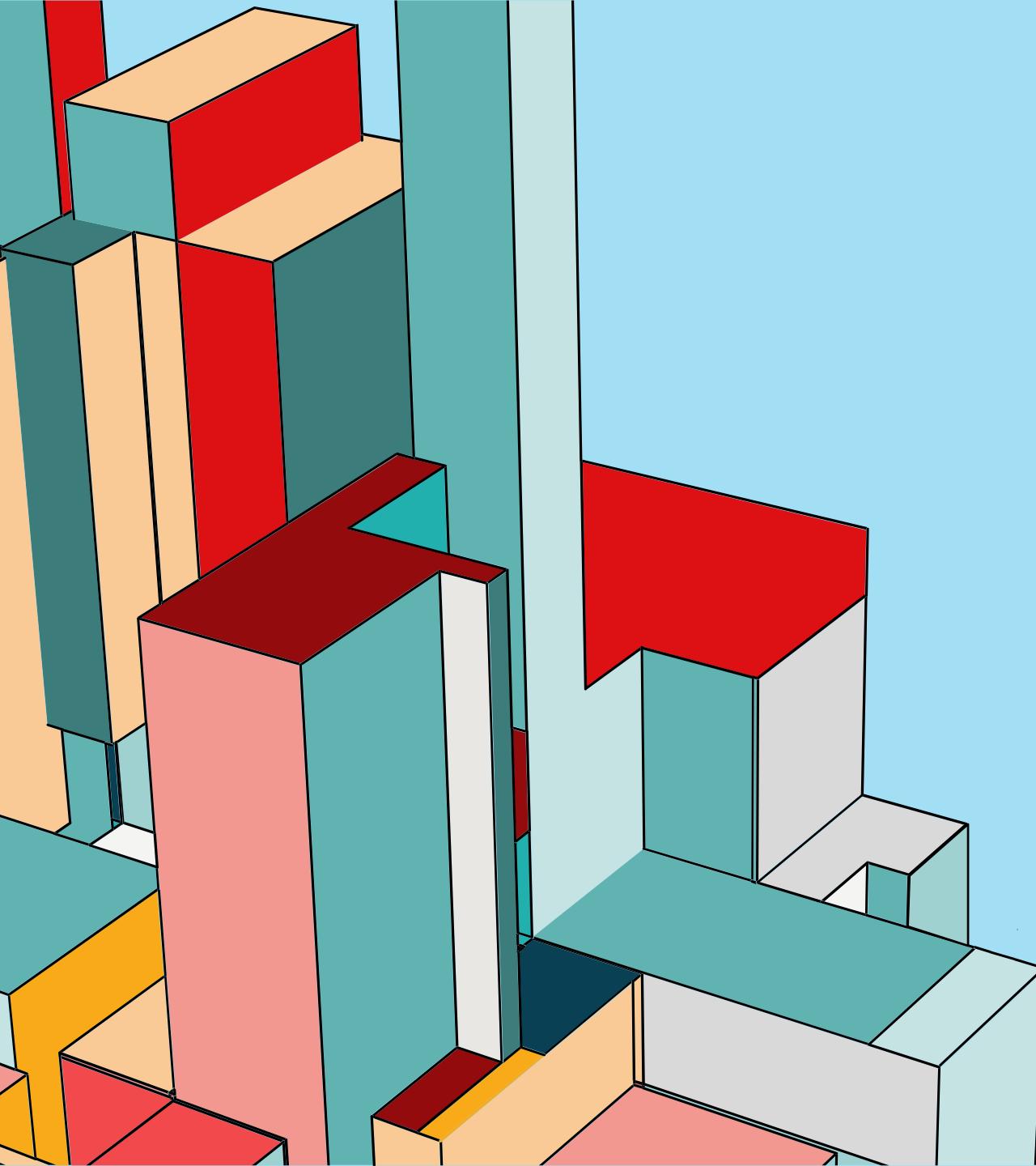


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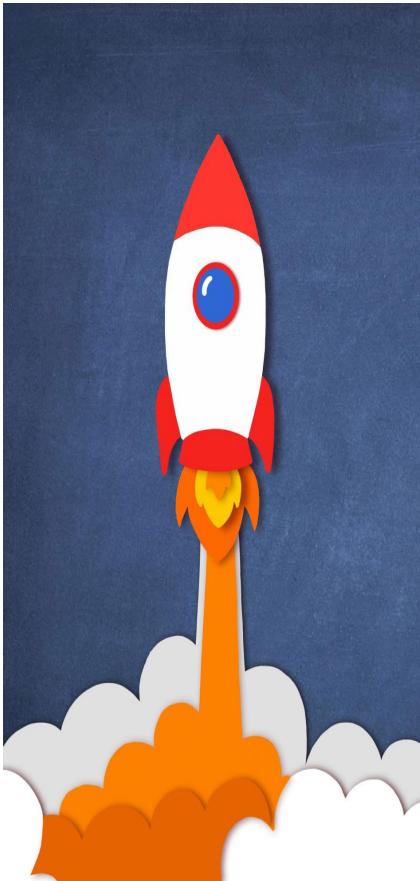
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The background of the slide features a collection of abstract, 3D-style geometric shapes. These shapes are rendered in a variety of colors including red, orange, yellow, teal, light blue, and white. They are arranged in a somewhat scattered, overlapping manner, creating a sense of depth and complexity. Some shapes are more solid, while others are more translucent, allowing the background color to show through.

CURRENT SCOPE OF AI IN TANKER OPERATIONS AND OVERCOMING CHALLENGES IN AI IMPLEMENTATION

AI WAVE CONQUERS MARITIME OPERATION SECTOR

In 2025, 45% of all featured startups report using AI in their offering, up from 27.5% the previous year.



> Abundant funding

2024/2025, maritime tech startups raised \$234 Mio. vs. \$135 Mio previous period (+ 73%). Top raiser: AI start-up in navigation enhancement with USD 72.5 million.

> AI integration is not evenly distributed across business segments.

“Condition & Maintenance” stands out with 72%. Other areas with lower AI adoption rate : “Procurement,” (28%) “Ports & Docks,” (40%) and “Crewing & Crew Management,” (33%).

> Geographic trends and developments

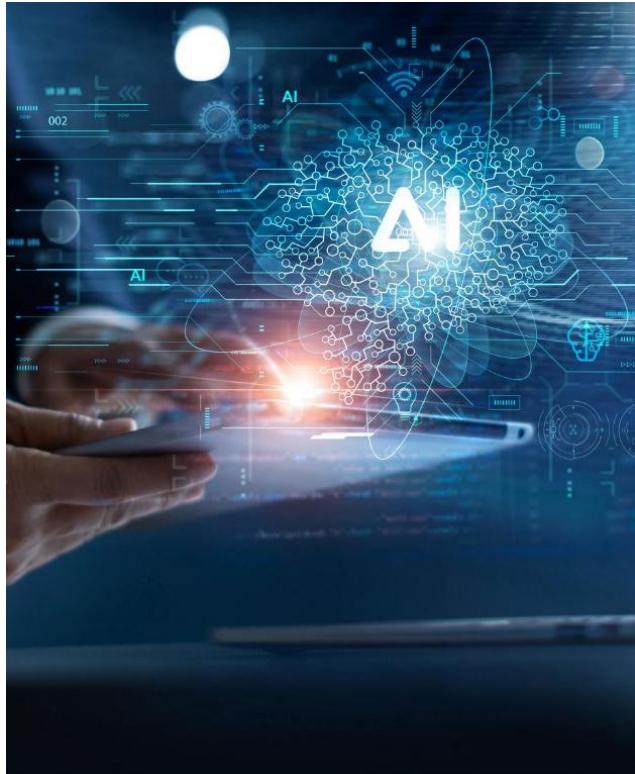
AI maritime innovation hubs: Singapore, the United Kingdom, Germany, and the United States

- The UK confirm its position as a global startup Hub in the finance and insurance.
- EU/EEA leads in green tech and decarbonization: 80% of the startups are there

* Data: Global Maritime Tech Startup Map 2025 - Flagship founders

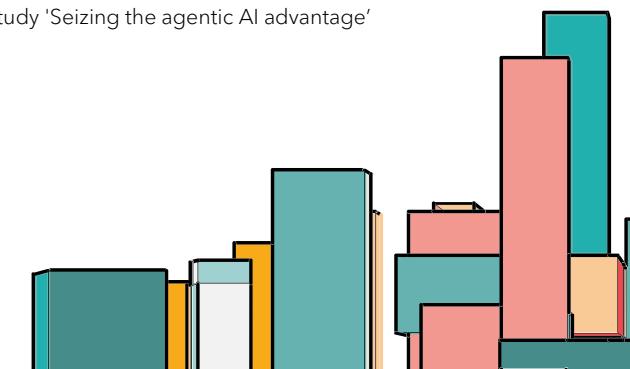


AI REVOLUTION STILL PENDING: MARITIME IS CAUGHT IN THE TREND SURROUNDING AI DEPLOYMENT



- > From 2018 to 2022: **Stagnant adoption** with 50 percent of companies deploying technology in just one business function but 78 today.
- > Only 1 percent of enterprises McKinsey surveyed view their gen AI strategies as mature.
- > More than 80 percent of companies still report **no material contribution to earnings** from their gen AI initiatives

* Data: McKinsey study 'Seizing the agentic AI advantage'



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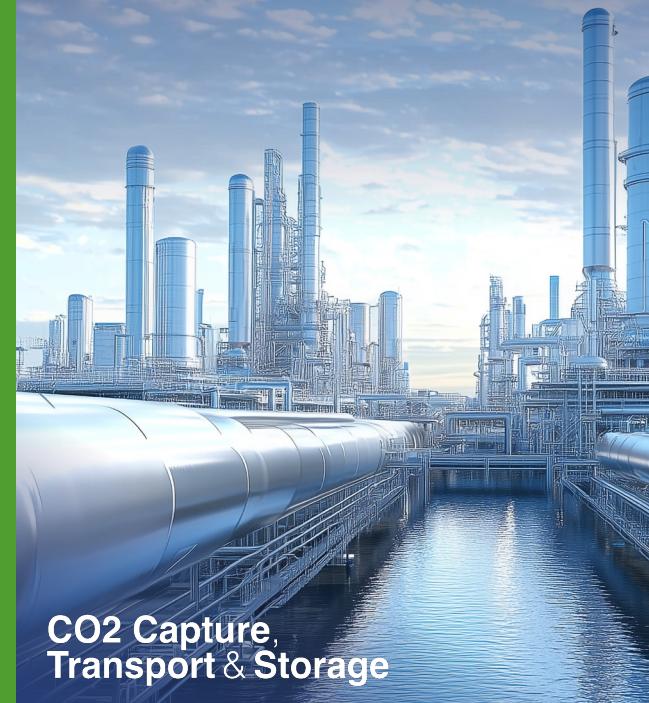
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