

**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



**Patrik Desanti-Fettkenheuer**  
VP, Head of Group IT & Digitalization  
**BW Group**



**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**

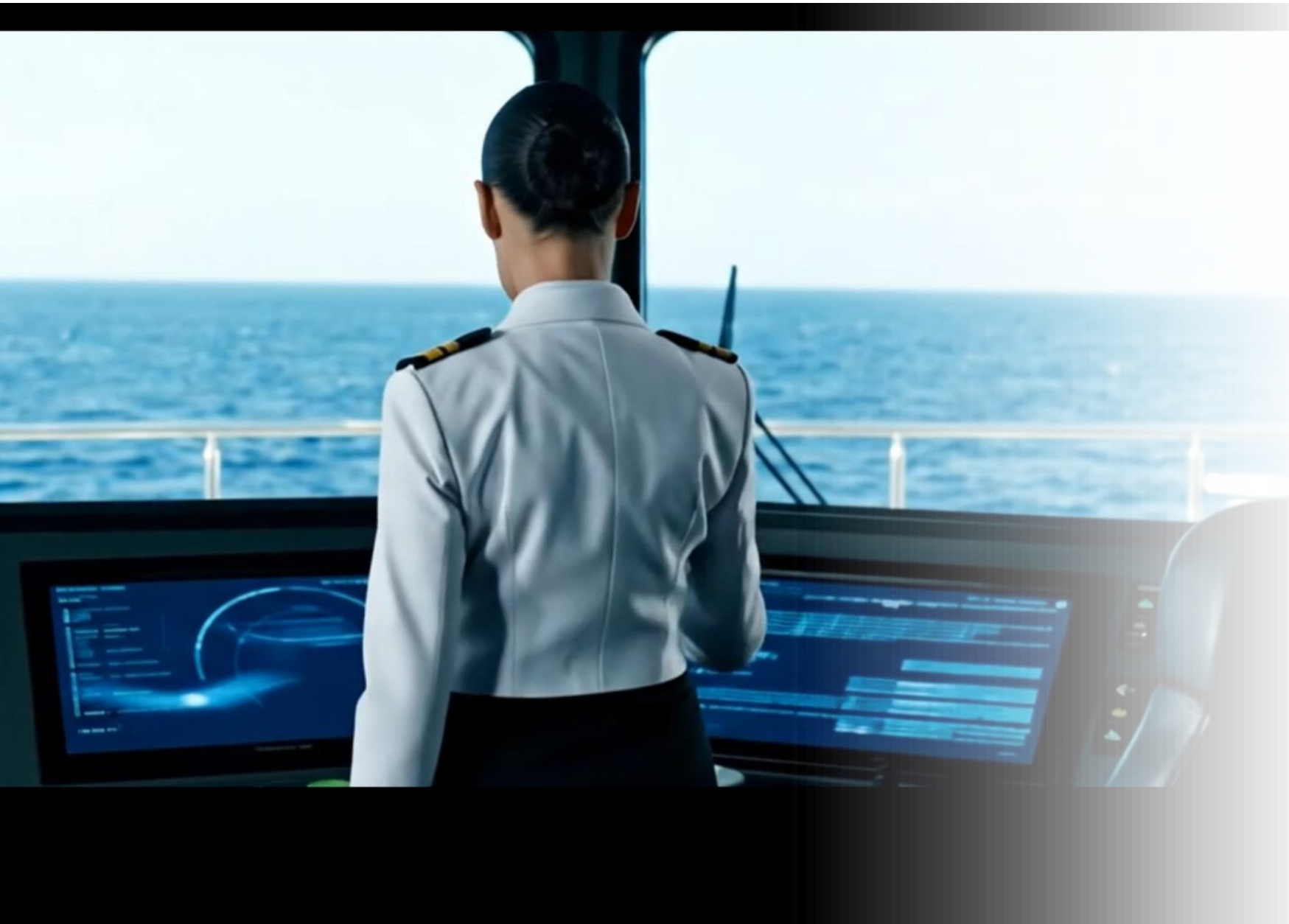
- unclear rules on AI-led decisions

### **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**



A large, semi-transparent circle is positioned on the left side of the image. It is centered vertically and its right edge is near the center of the frame. The circle is a lighter shade of blue than the background, creating a subtle watermark-like effect.

Thank you

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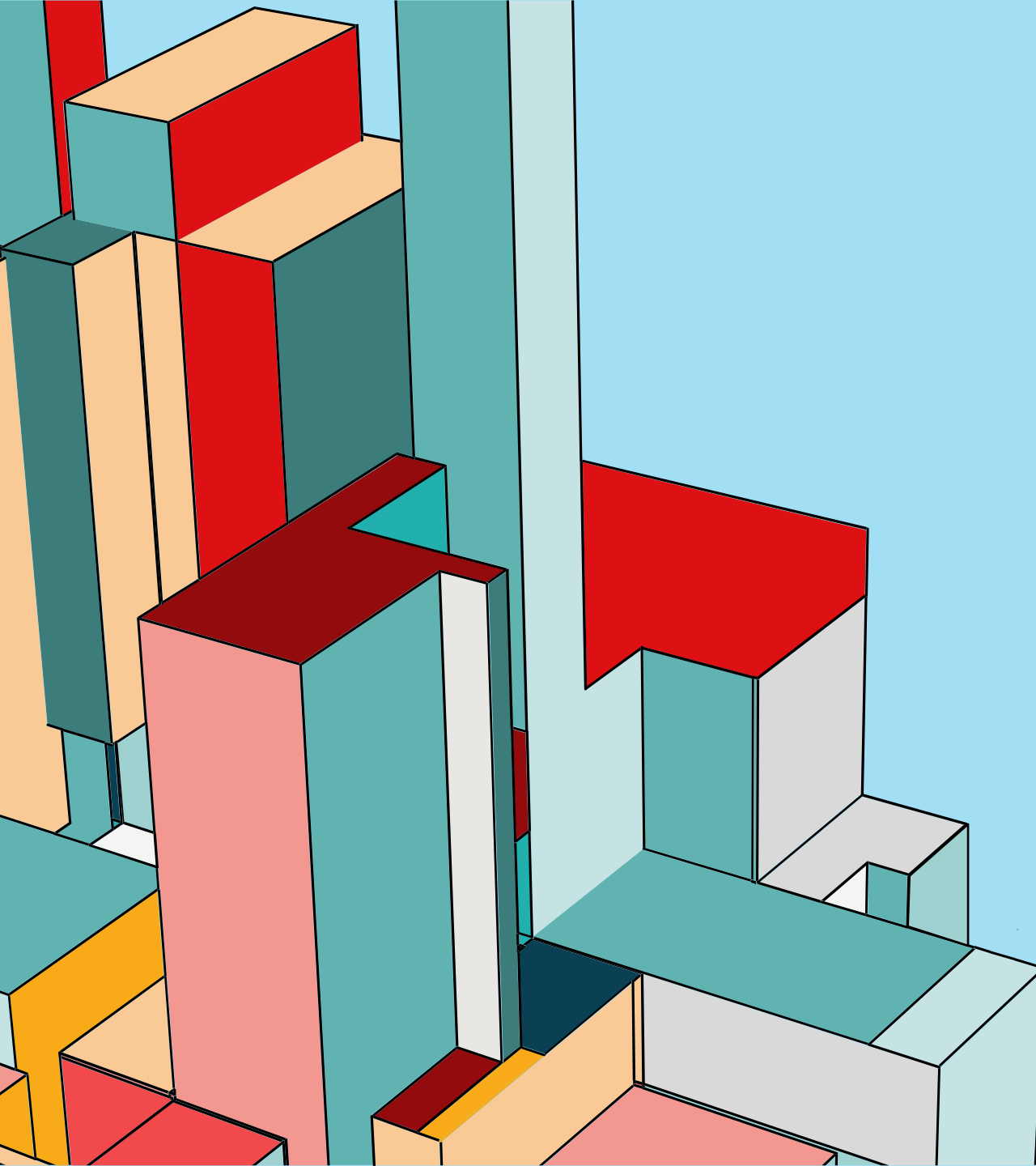
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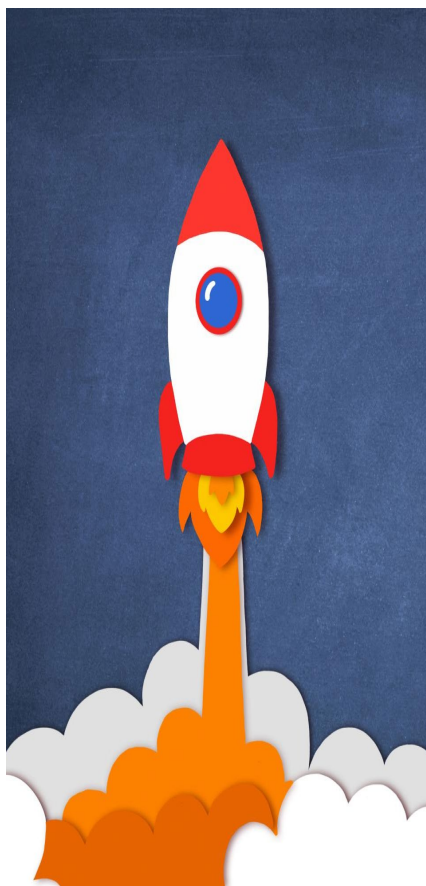


# **CURRENT SCOPE OF AI IN TANKER OPERATIONS AND OVERCOMING CHALLENGES IN AI IMPLEMENTATION**



# 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.

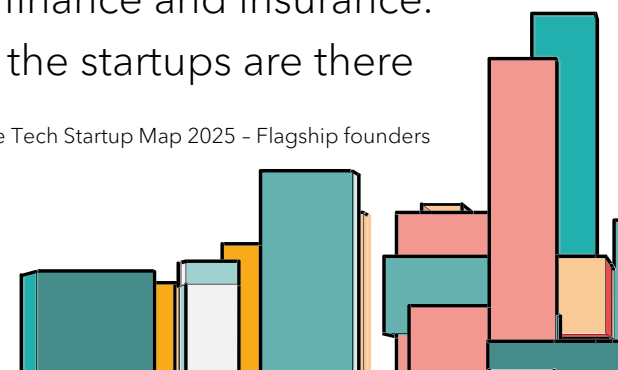
"Condition & Maintenance" stands out with 72% . Other areas with lower AI adoption rate : "Procurement," (28%) "Ports & Docks," (40%) and "Crewing & Crew Management," (33%).

## > 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

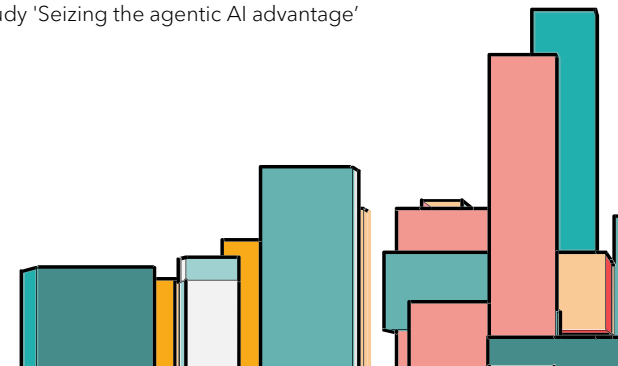


# AI REVOLUTION STILL PENDING: MARITIME IS CAUGHT IN THE TREND SURROUNDING AI DEPLOYMENT



- > 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'



# UPCOMING EVENTS

15-17 JULY 2025 • ONLINE

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**LNG** SHIPPING & TERMINALS

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**CO2 SHIPPING,  
TERMINALS & CCS  
CONFERENCE EUROPE**

**CO2 Capture,  
Transport & Storage**

22 OCTOBER 2025

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