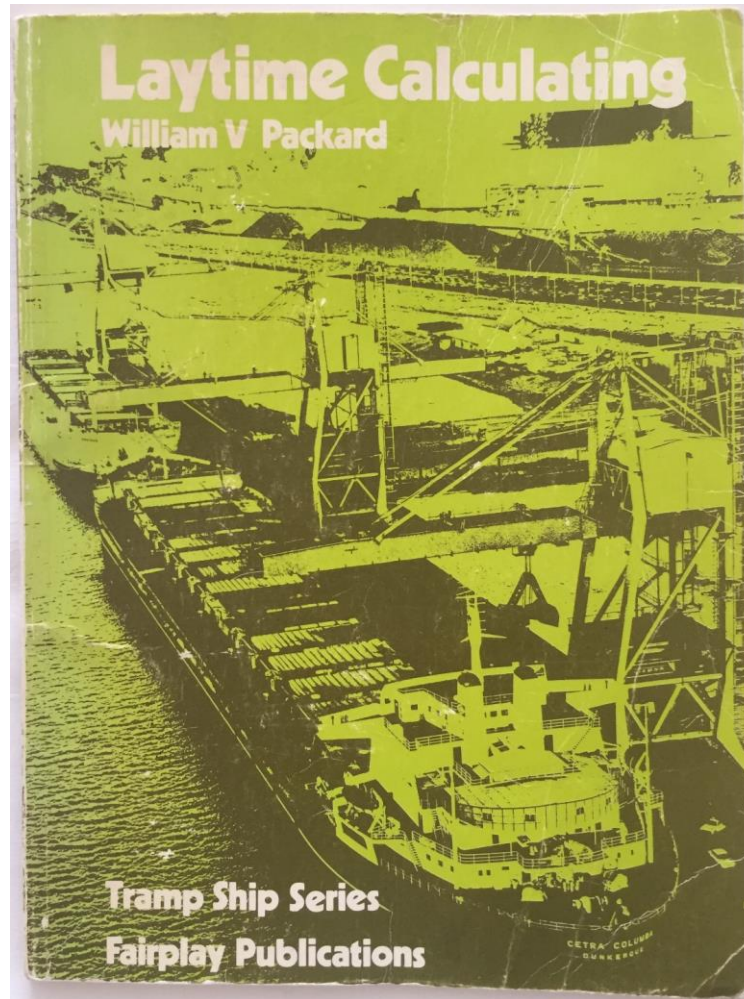




Disruptive Technologies: Challenges and Opportunities for FONASBA Members

October 2, 2019 - 50th FONASBA Annual General Meeting

Where I First Heard About FONASBA

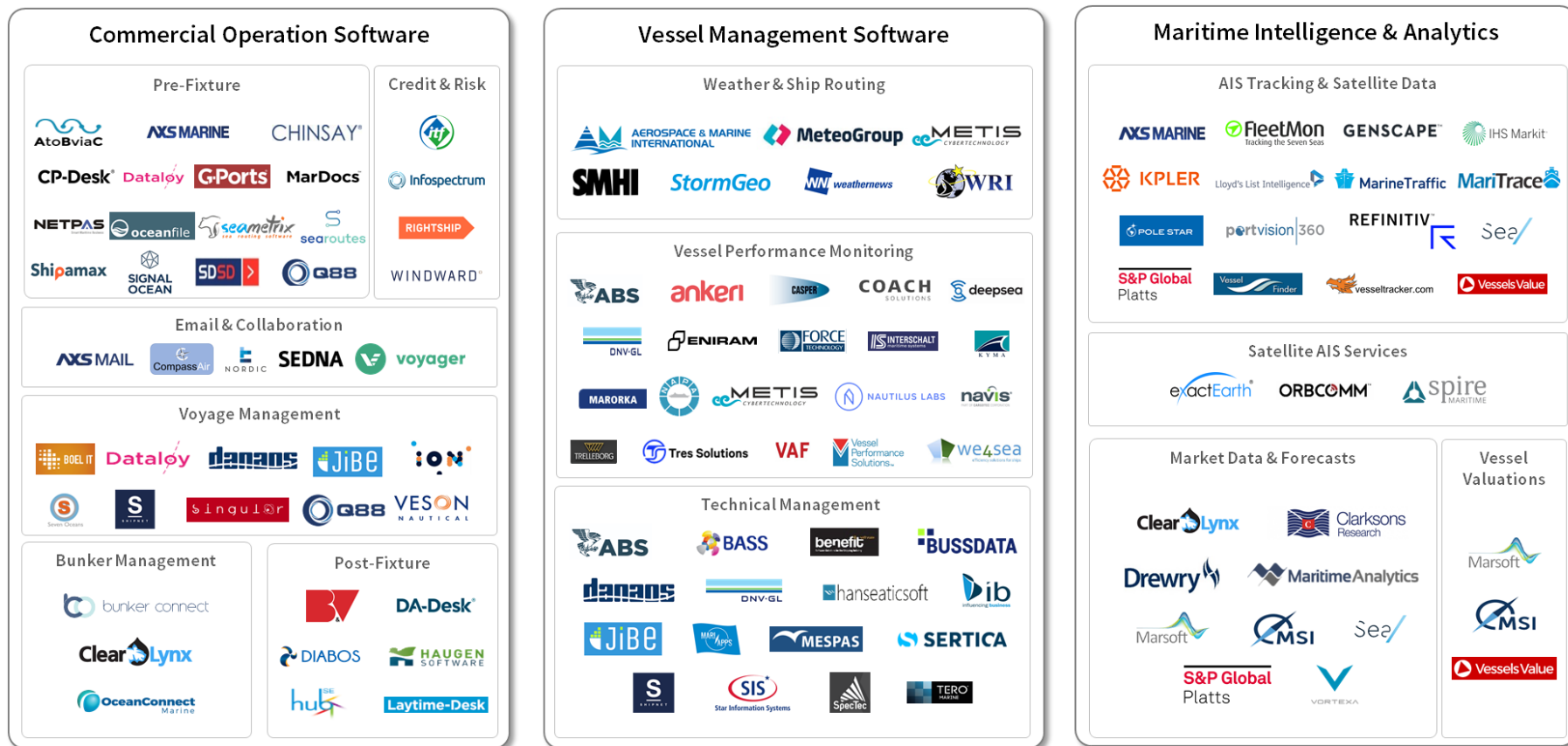


Interconnected Ecosystem... with Pressure from All Sides



Competitive Pressures

- **Local**
- **Regional**
- **Global or Hub**
- **DA Service Providers**
- **Financial Services Intermediaries**



Venture Capital Perspective: Orders of Magnitude

The logo for Flexport, featuring the word "flexport." in white lowercase letters on a dark blue rectangular background.

- Freight Forwarding

- Feb 2019 raised \$1 billion at \$3.2 billion valuation

The logo for Project44, with "project" in lowercase and "44" in a blue circle.The logo for Transfix, with "TRANSFIX" in white uppercase letters and a green double arrow icon.The logo for Freightos, featuring a colorful bar chart icon and the word "FREIGHTOS" in white uppercase letters.The logo for Keep Truckin, with the words "KEEP TRUCKIN" in white uppercase letters inside blue rectangular blocks.

- Trucking, ELD and Freight Tech

- 4 startups have raised > \$330M
- ELD creates AIS-like cargo flow monitoring opportunity

- Maritime Tech

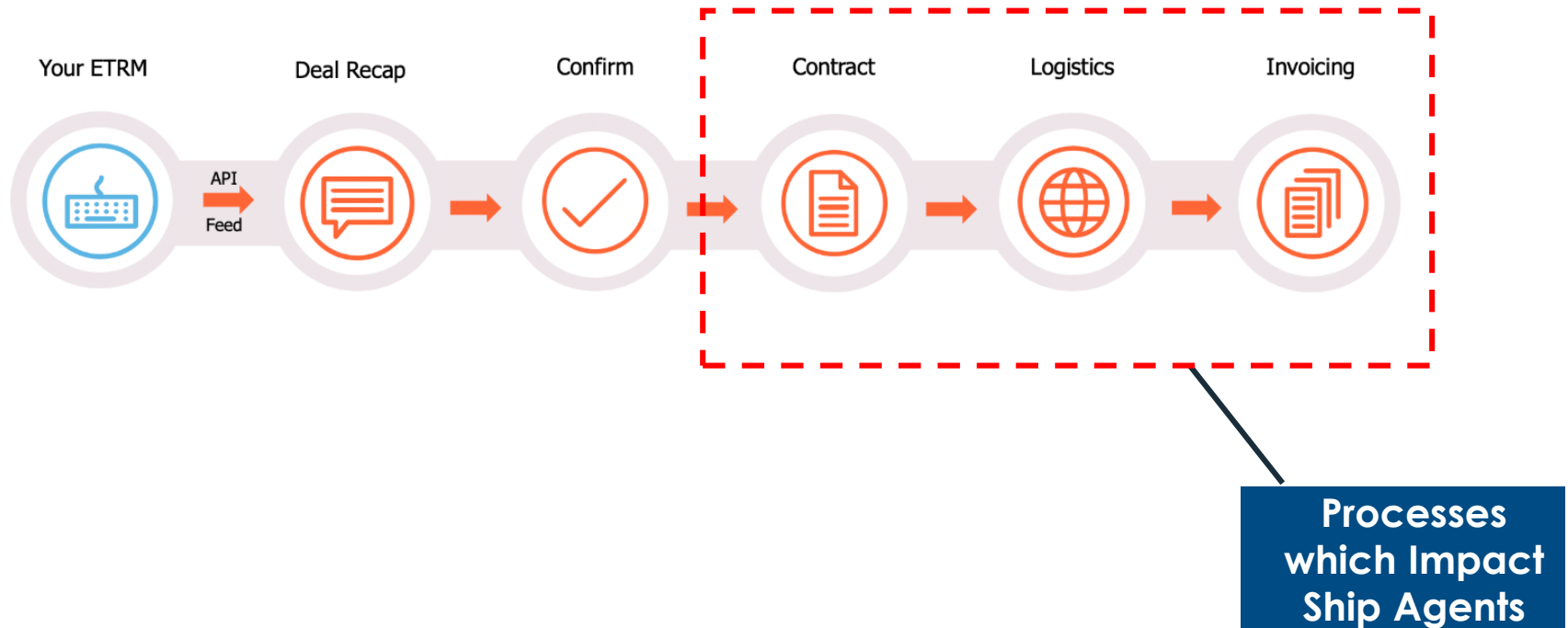
- Typical raise is \$2 – 5M
- Recent (2019) capital raises include DeepSea, Nautilus Labs, Singular Point, and Vortexa

The logo for DeepSea, featuring a blue sonar icon and the word "deepsea" in lowercase.The logo for Vortexa, featuring a blue stylized 'V' icon and the word "VORTEXA" in uppercase.The logo for Nautilus Labs, featuring a blue circular icon with a stylized 'N' and the words "NAUTILUS LABS" in blue uppercase letters.The logo for Singular, with the word "Singular" in white lowercase letters on a red rectangular background.The logo for NYSHEX, with the word "NYSHEX" in white uppercase letters inside a blue rectangular box.The logo for OFE, with the letters "OFE" in white stylized font on a dark blue background.Logos for Shipamax and Windward. Shipamax is in blue and orange text, and WINDWARD is in blue uppercase letters with a small registered trademark symbol.

Blockchain Technology: Driven by Value to Customer

VAKT is a digital ecosystem for physical post-trade processing. Leveraging blockchain technology, it is a single source of the truth for the trade lifecycle.

Unlike other solutions focused on a narrow piece of the deal lifecycle, VAKT aims to transform the full trade lifecycle.



Are you on LinkedIn? Can you Afford not to be?

Evangelos Efstathiou
Entrepreneur at the intersection of transportation & logistics, digitalization and...
3mo • Edited

Congratulations to **Harilaos Petrakakos**, **Alexandros Petrakakos** and the **P&P Marine Consultants Inc.** team for overseeing the construction and recent delivery of two LNG-fueled tankers! Great leadership from Canadian shipowner C ...see more



Evangelos Efstathiou
Entrepreneur with 19 years of experience in technology commercialization #Ad...
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Transforming maritime's image from a dirty polluting industry into a driving force in global emissions reduction is a bold task requiring bold leaders. Accepting the Challenge at CMA 2019 together with **Skysail Advisors Ltd** were Alexan ...see more

Joseph Gross • 1st
Dry Operations Manager at d'Amico Shipping USA
1mo

Creating Climate Wealth - Accepting the Challenge. Moderated by Evan Efstathiou of SkySail Advisors, and panelists Alexander Saverys of CMB Group, Paolo d'Amico of d'Amico Shipping Group and Chairman of Intertank ...see more

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Skysail Advisors Ltd latest Maritime Technology landscape. To learn more check out our article in **SeaAhead**'s newsletter at <https://lnkd.in/e-zBU44> #adapttothrive or visit us at Booth L1A at #CMAShipping2019

SKYSAIL ADVISORS
Maritime Technology Landscape
April 2019

Commercial Operation Software
Voyage Management
Vessel Management Software
Maritime Intelligence & Analytics
Shipboard and Port Software
Vessel Performance Monitoring
Weather & Sea Motion
Market Data, Forecasts

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Skysail Advisors Ltd latest Maritime Technology landscape. To learn more check out our article in **SeaAhead**'s newsletter at <https://lnkd.in/e-zBU44> #adapttothrive or visit us at Booth L1A at #CMAShipping2019

SKYSAIL ADVISORS
Maritime Technology Landscape
April 2019

Commercial Operation Software
Voyage Management
Vessel Management Software
Maritime Intelligence & Analytics
Shipboard and Port Software
Vessel Performance Monitoring
Weather & Sea Motion
Market Data, Forecasts

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San Francisco Bay Area	12

Evangelos Efstathiou
Entrepreneur at the intersection of transportation & logistics, digitalization and...
22h

Many thanks to **Jeanne Cardona** and ASBA for inviting **Skysail Advisors Ltd** to speak tomorrow at the 50th FONASBA Annual General Meeting on a panel with **Jason Kelly**, **John Konrad** and **Adrian Challinor** on Disruptive Technologies: Challenges & Opportunities for **FONASBA** members. #ASBA #FONASBA #AdaptToThrive

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Thank You

Evangelos Efstathiou

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