



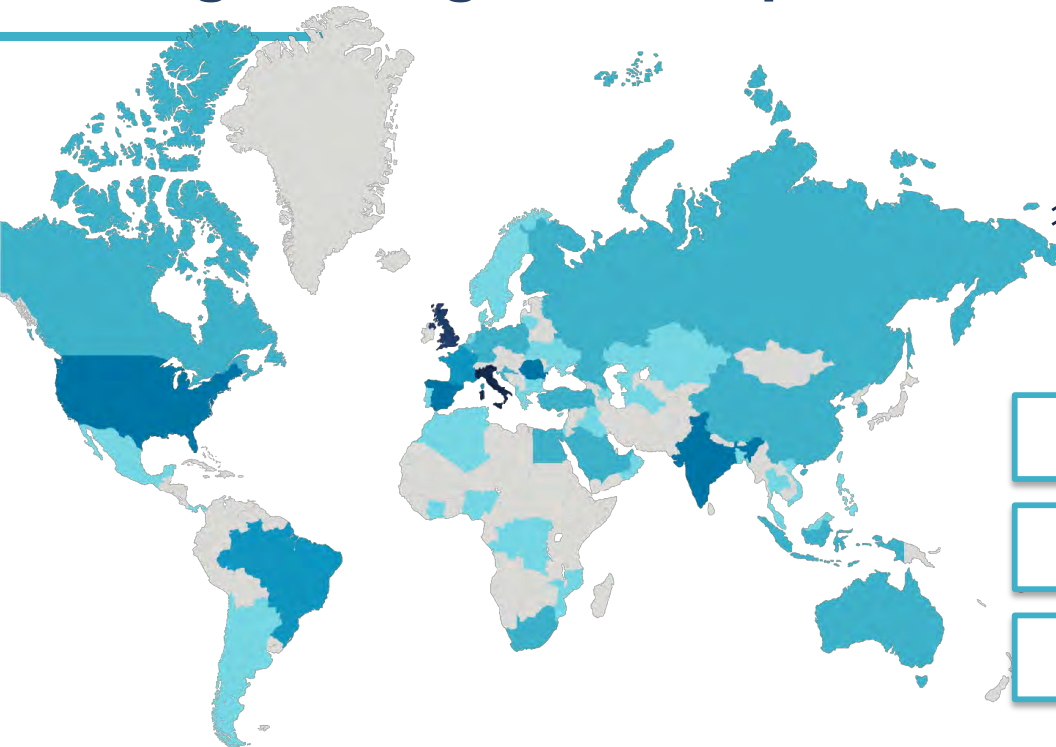
RINA Marine Digital Strategy

Business Solutions through Digital Transformation

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RINA is a global firm of consulting engineering and compliance services



MARINE



ENERGY



T&I



INDUSTRY



BUSINESS.
ASSURANCE

SUSTAINABILITY

PEOPLE

DIGITALIZATION

- X5 in 15 years
- 170+ Offices
- 65+ Countries
- 3.700 Colleagues

LEVEL OF RINA PRESENCE:



Digital Transformation...there is no coming back



95%

New product will
contain IoT

2020

50%

Large industrial
companies will use
digital twins

2021

80%

Companies with
completely **digital**
value chain

2022

-200X

Cost of drones

2007-2017

-400x

Cost of 3D printer

2007-2017

75Bn

Connected devices

2020

20%

Large corporations
using **Augmented**
Reality

2020

x57

Forecasted growth of
AI market

2025

60Mn

app

now

1Tn\$

Blockchain
Spending

now

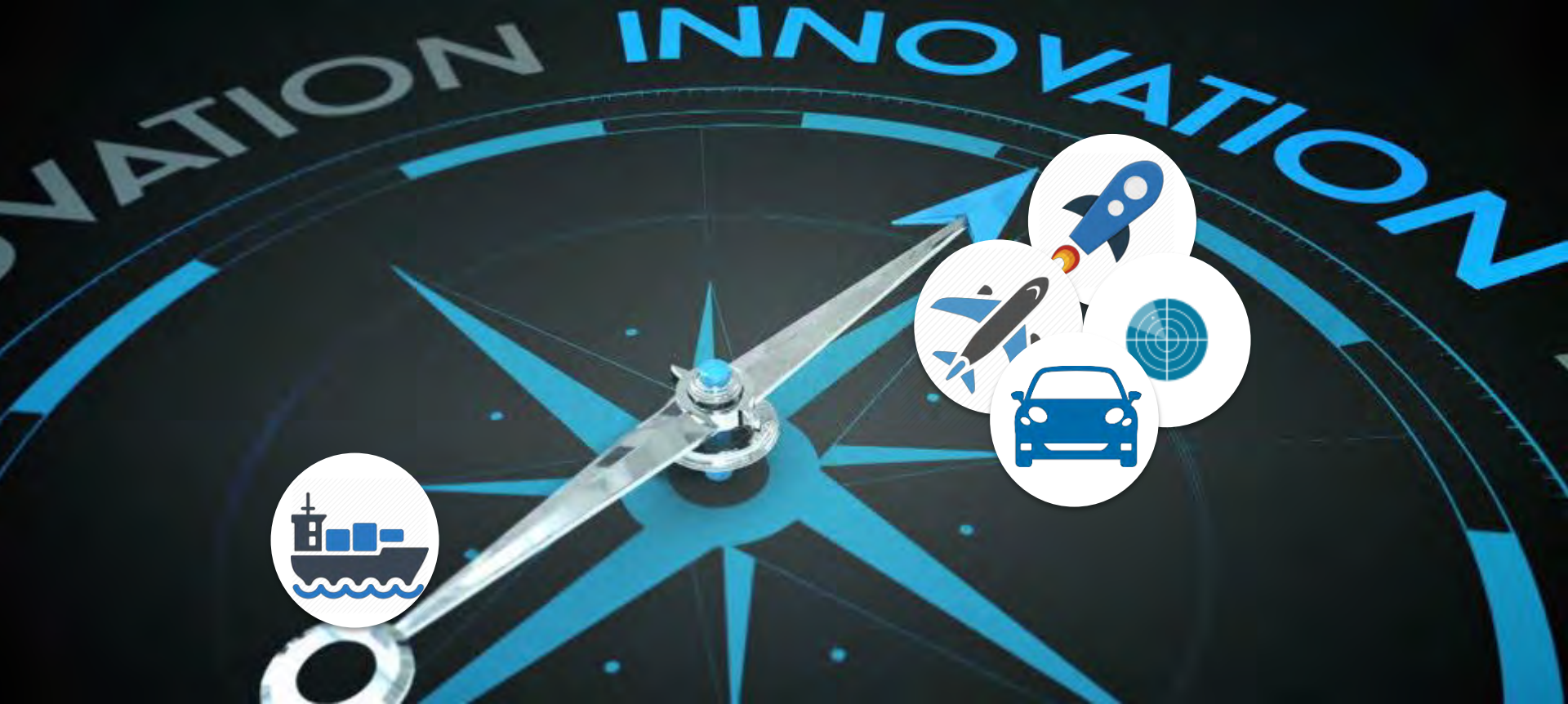
The world's most valuable resource is **no longer oil, but data**



**A transformation rather than a revolution:
not 'if' but 'when' it will happen**



Shipping technology has always trailed in the wake of other more innovative industries



Pressure in the shipping industry... coming from supply chain players



...and across Lifecycle Asset ..



MANUFACTURER



SHIPBUILDING



SHIPPING

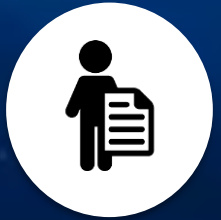


SHIPMANAGER



SERVICES

Shipping ecosystem: it's time to think a ship, as a computer that navigates



It takes two:
smart ships, **smart people**



**Technical Human
Excellence**

**Cutting-Edge Digital
Technologies**

**From data
...to Value**

The diagram features two human profiles facing each other. The profile on the left is a solid, realistic human head. The profile on the right is a wireframe, digital-style head. Between them is a dark blue circle containing two curved arrows forming a loop, with the text 'From data ...to Value' in the center.

What is RINACube?



...imagine the control room of the future...
it's just the starting point



The digital platform is a matter of business value



< Shipbuilding cost:

-15% -20%

> Revenue Increase:

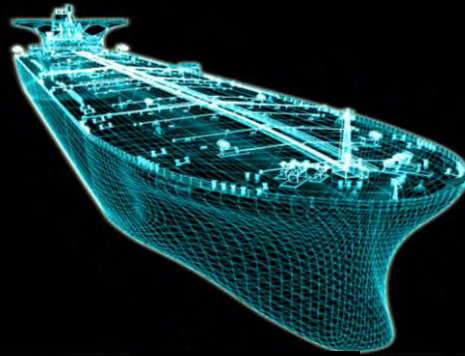
+10% +15

< Active port time:

-30%

Forecasting accuracy:

+/- 10 %



RINA CUBE

> Cargo volumes handled:

+5 %

< Lubricant procurement costs:

-10%

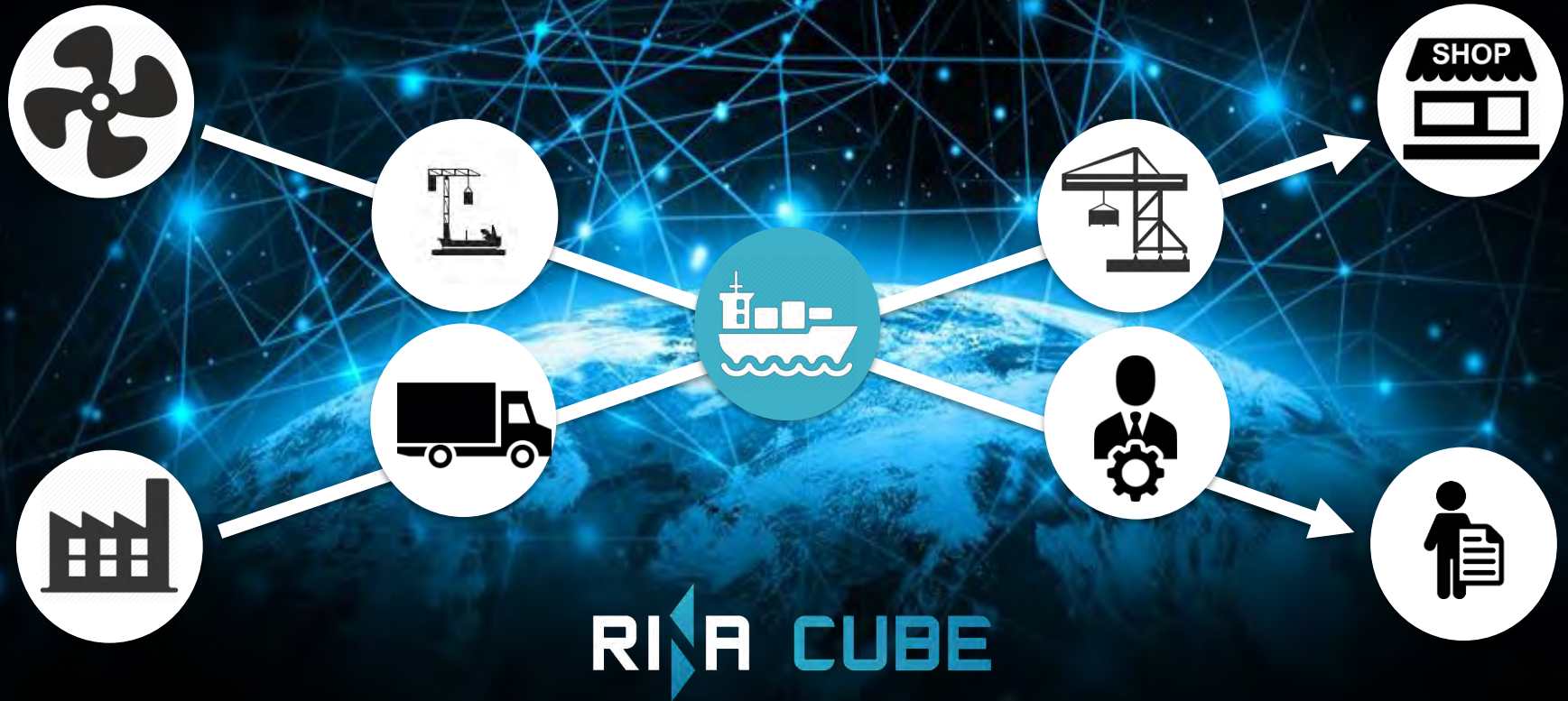
> Carriers' profitability:

+3% +5%

< Operating Expenditure

-40%

RINACube is a first step for a connected marine ecosystem



*World Will Never be
as slow as it is today*

RINA Digital Transformation

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The new Rembrandt