

ABB Marine & Ports at a glance

Part of ABBGroup



Group

revenue >\$34,0bn

Innovations



» Hybrid and Fully Electric Solutions



» Automated and Unmanned



» Digital

Customer segments



- Passenger ships
- » Oil &Gas
- » Merchant ships
- » Special ships
- Container terminals

Global footprint



26 countries

Marine Solutions



- » Propulsion Solutions
- » Electric Solutions
- » Digital Solutions
- » Services

Ports Solutions



- » Crane Automation
- » OCR and Process Automation

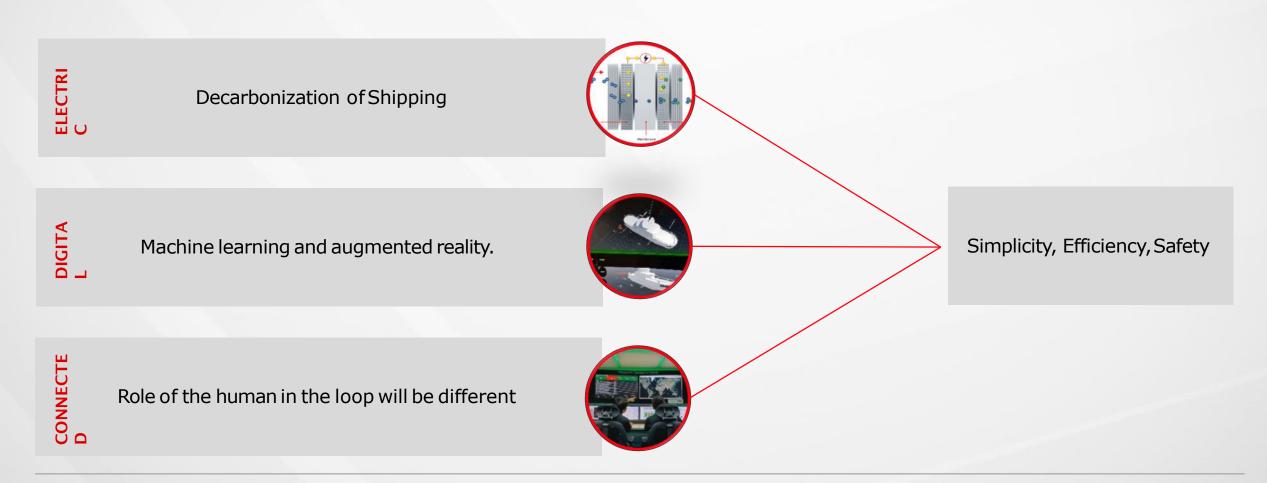


- » Port Electrification
- Services



How to cope with disruption?

Foundations have changed. Operations will change.





Intelligence

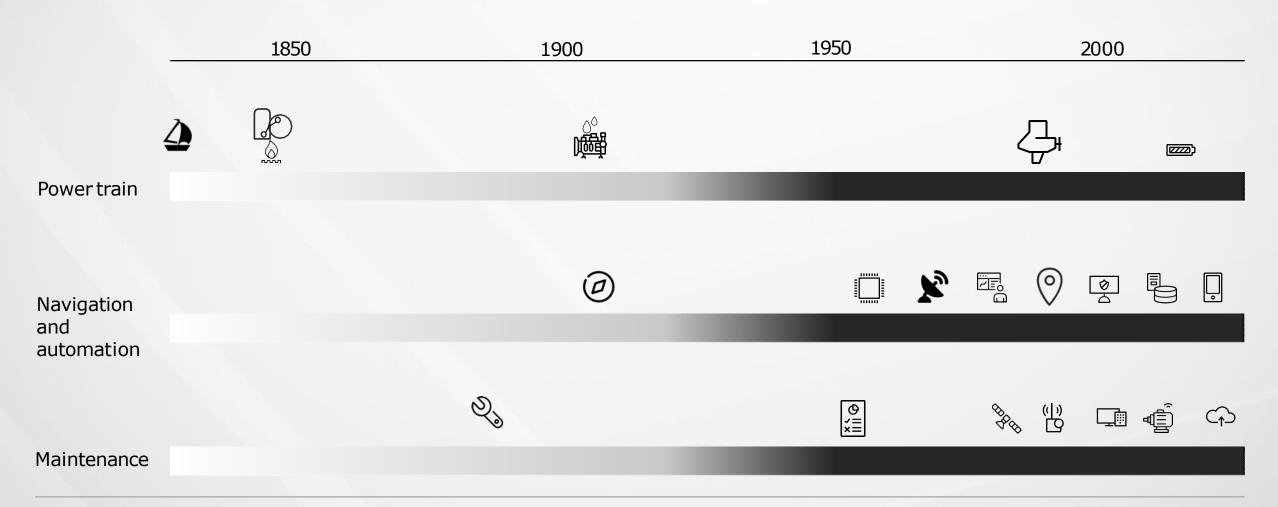
Component level data





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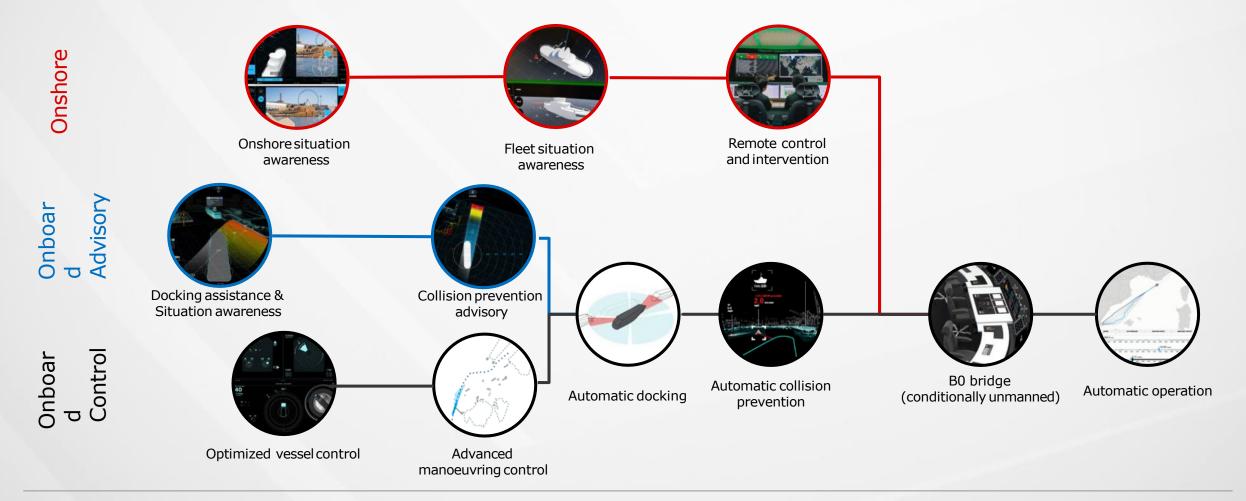
We do not want to change





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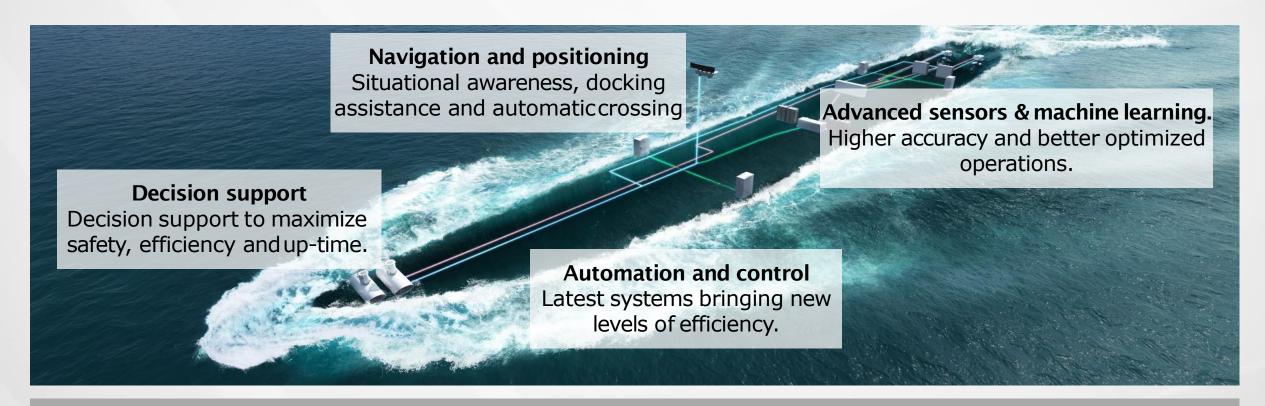
Roadmap





Electric. Digital. Connected.

Digital



Digitalization is changing the way ships are designed and operated



Maximizing the full potential in shipping

Electric.

Digital.

Connected.







... something we know a whole lot about.



Market will develop gradually

Decisive factors

Legislation

Global conventions demand physical presence:

- United Nations Convention on the Law of the Sea

- Safety of Life at Sea

National administrations granting exemptions

Business Models

Customer value

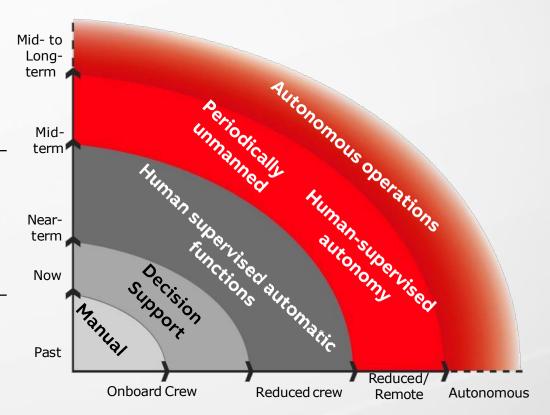
Revenue

Cost

Risk and Liability

Technology

"Autonomous and remote-controlled ships shall be as safe as conventional ships of the same type" Technology will develop exponentially.





Market will develop gradually

Local traffic



Innovations applied differently



Situational awareness Mo

Motion control



Collision avoidance & Object recognition

Electric and self-healing machinery

International traffic



Same technology – different applications



ABB Ability™ Marine Pilot Family

Platform for next generation ship control

Onshore ABB Ability™ Marine Pilot Onboard ABB Ability™ Marine Pilot Control - Platform ABB Ability™ Marine Pilot Vision -Platform Integration to sensors Lookout Weather Joystick, module module DP, Autopilot Docking Fairway module module

ABB Ability™ Marine Pilot Control

A simpler way of running your ship

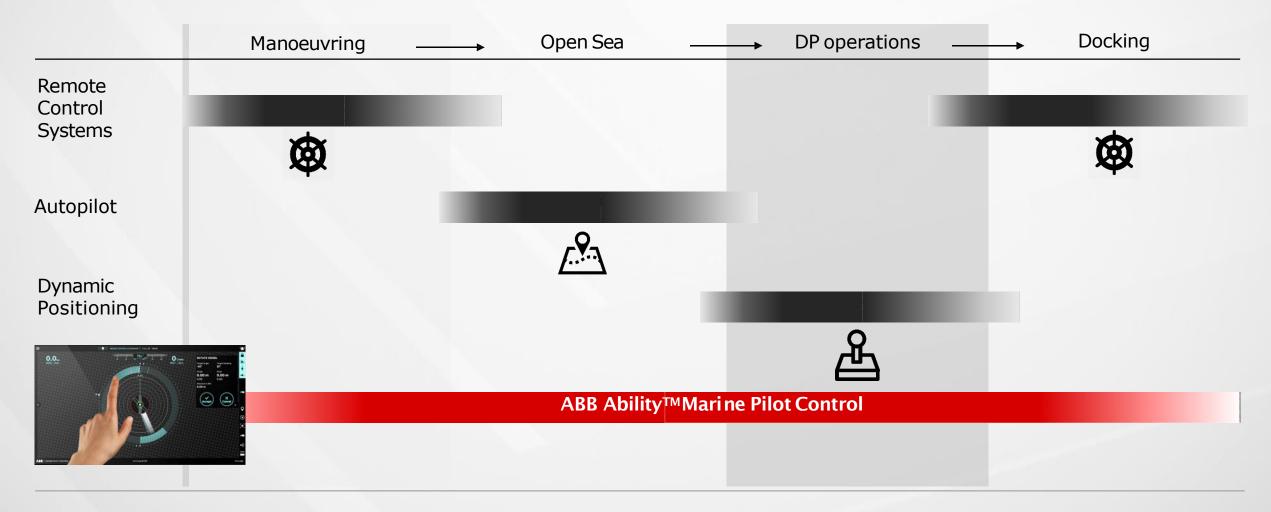
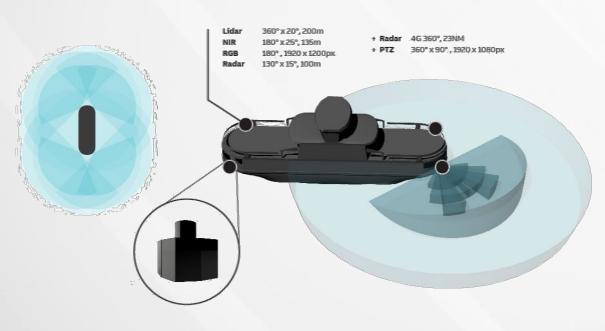
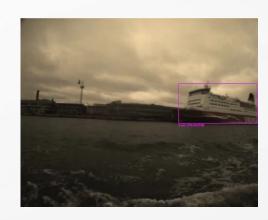




ABB Ability™ Marine Pilot Vision

Increasing Situational Awareness by sensor fusion











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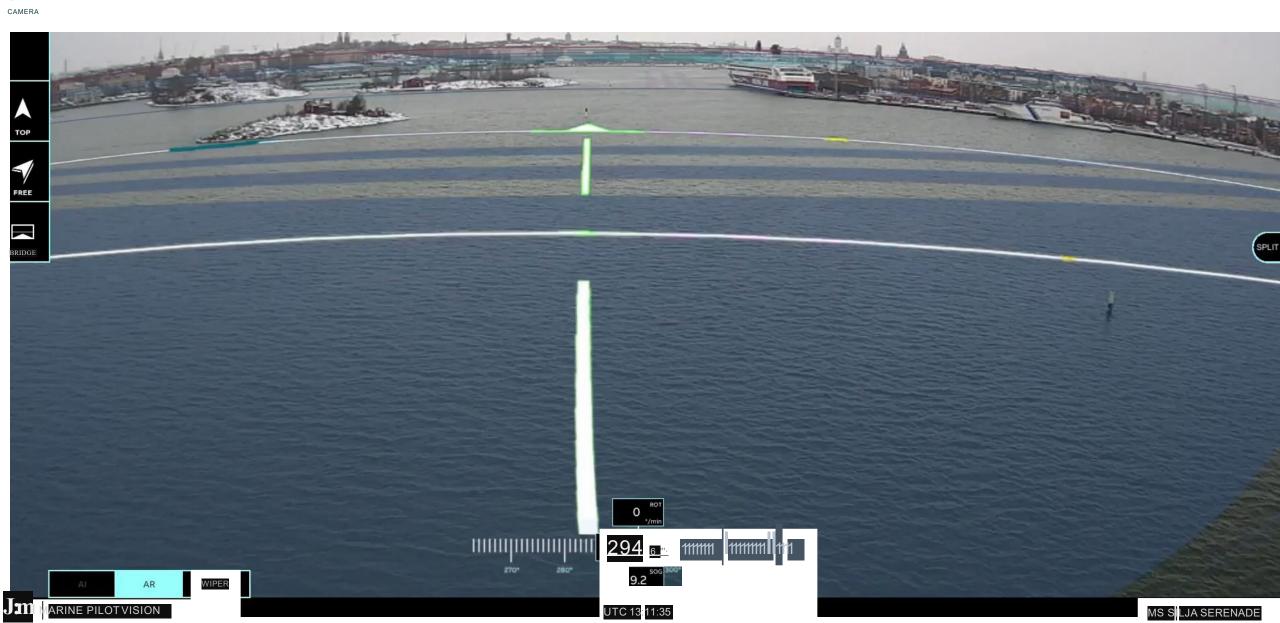
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CAMERA

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RGB

07-03-2019



Marine Pilot product family

Deployment

Silja Serenade

Finlandia

RCYC Azora

Suomenlinna II









Commercial references for next generation vessel control and situational awareness are being delivered



Autonomous ≠ Unmanned





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