



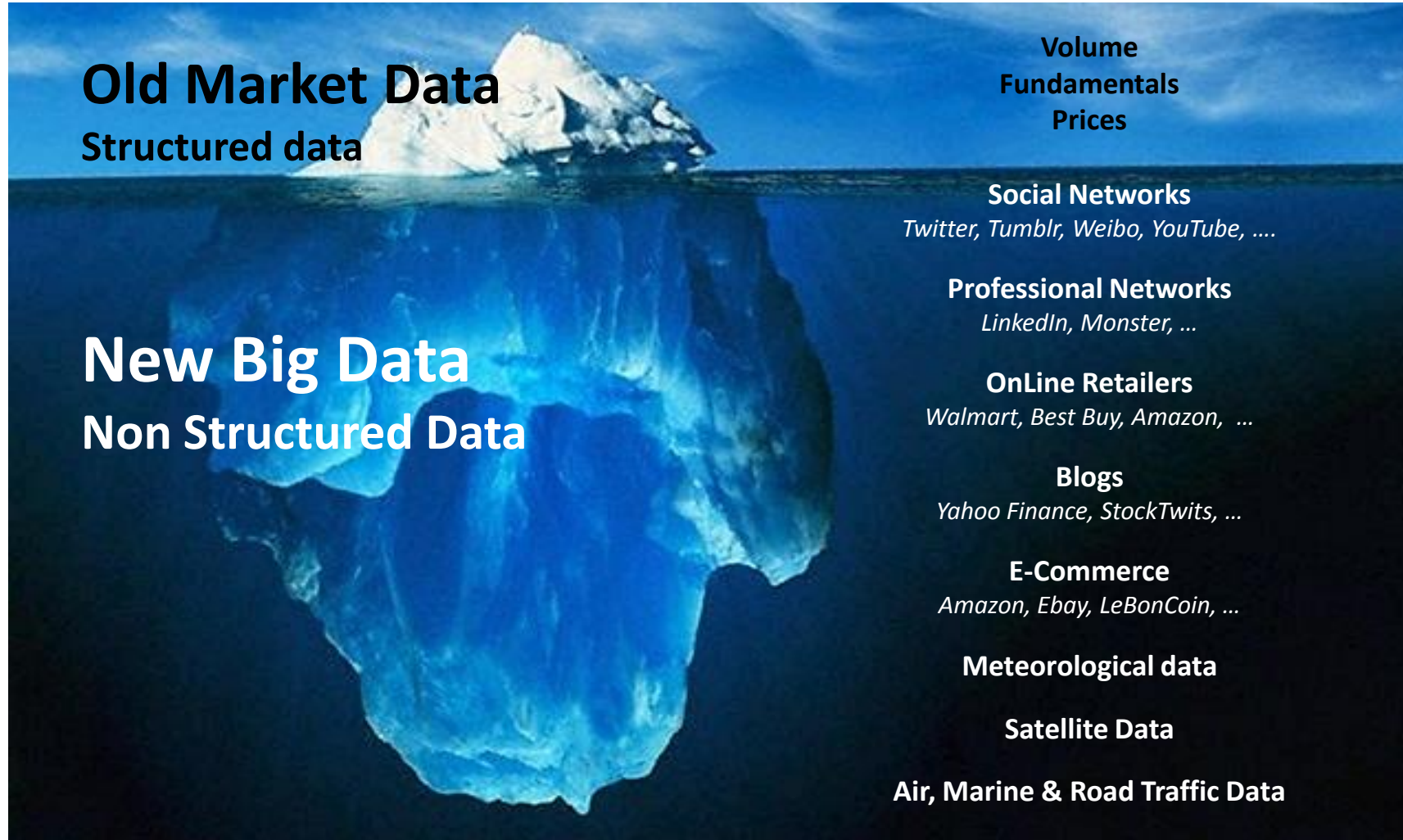
# QUANTCUBE MARITIME APPLICATIONS

26 September 2017

Confidential – Non contractual document

## New Opportunities are in New Data Territories

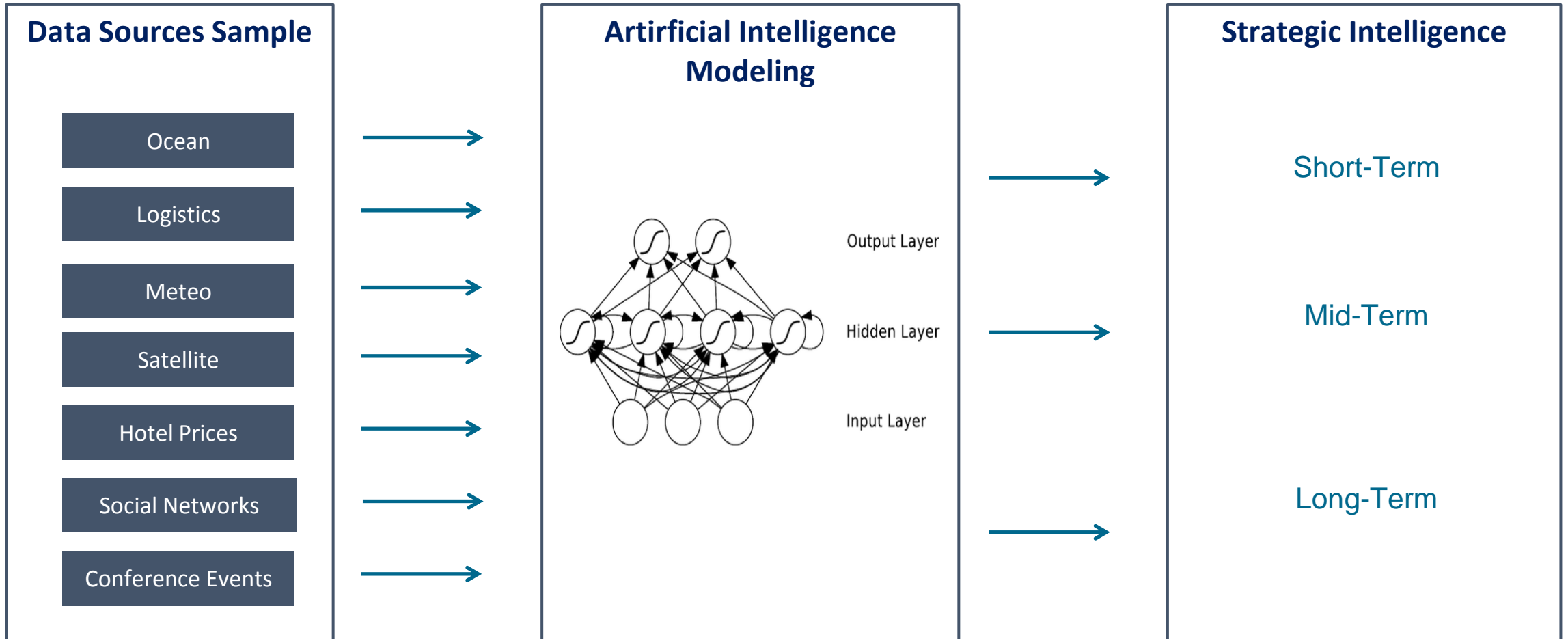
**Big Data : Inconceivable Level of Granularity for Predictive Analytics**





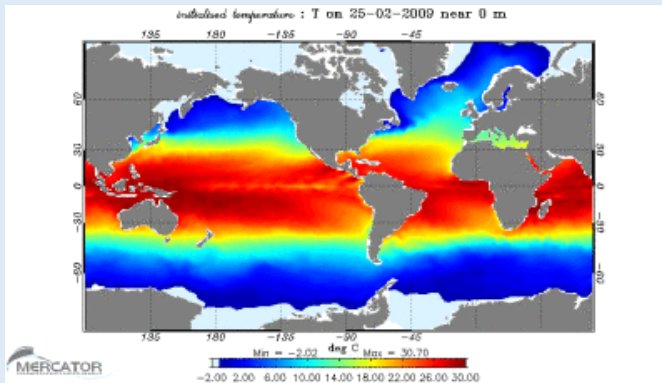
# From Big Data Sources to Strategic Intelligence

Applications : Predict Risk Analytics & Macro Economics Trends



# Strategic Partnership with Mercator Ocean

## Maritime & AIS Data



## APL Raffles



MERCATOR OCEAN  
OCEAN FORECASTERS



## Maritime Applications

### MARITIME RISK SERIES

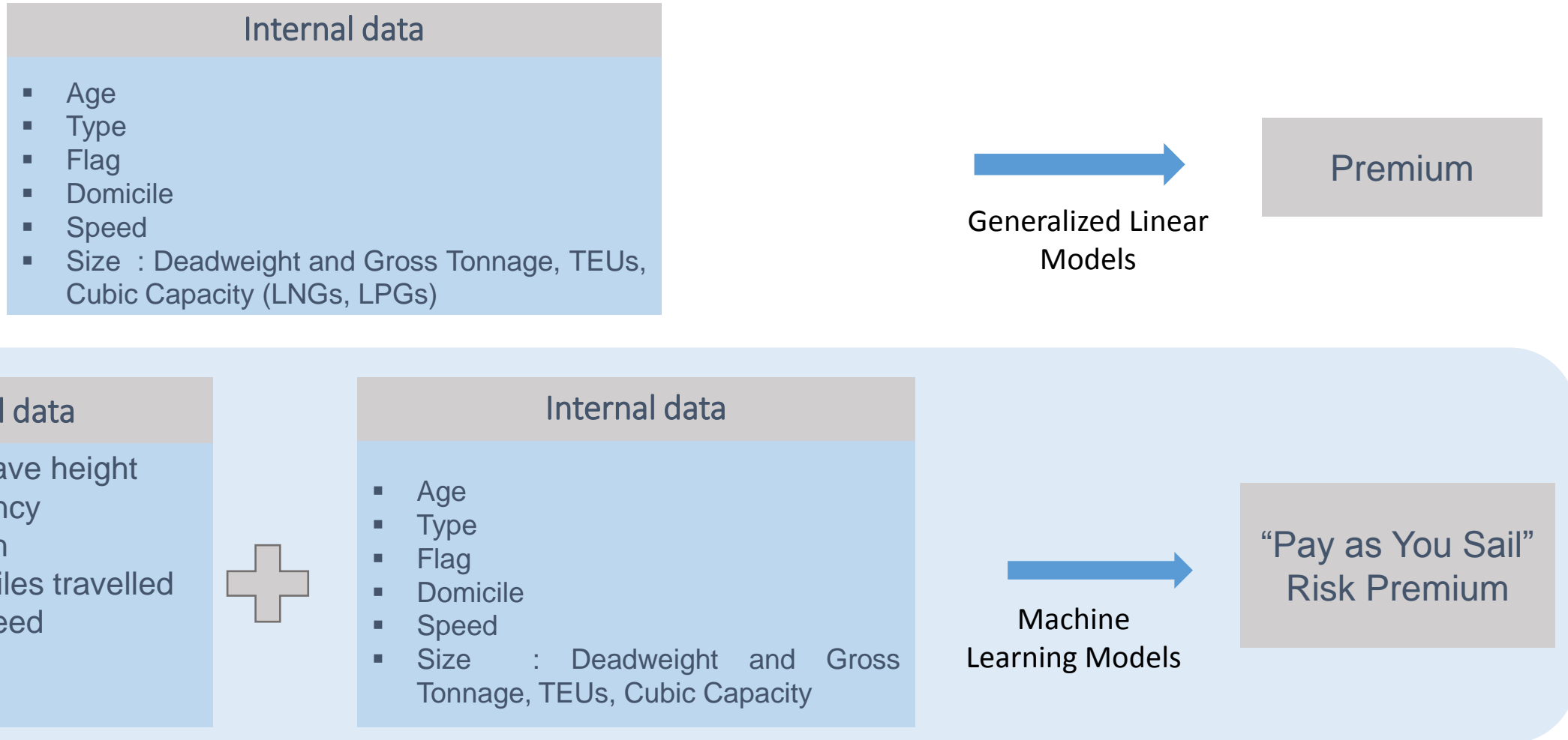


### INSTABILITY COUNTRY INDEX



# Creating Value with Oceanographic Data

## Application for Insurance Sector : “Pay as You Sail” Pricing Model



## Products & Users

- **Maritime Risk Series:**
  - Insurers
  - Insurance Brokers
  - Re-Insurance companies
  - Shipping Data
- **Instability Country Series :**
  - Asset Managers & Hedge Funds
  - Governmental Institutions
  - Strategic Corporates

**Market Size : > 10 000 institutions**

**Pricing : 25 k€ / year**

**Market Potential : 250 m€ / year**

## Job Creation within EU

- **2017 :**
  - 4 new R&D offers for ocean data analytics
- **2018 :**
  - 2 new R&D offers for ocean data analytics
  - 2 sales people to cover European institutions
- **2019 :**
  - 2 new R&D
  - 3 sales to cover institutions (Japan, EMEA & USA)
  - 1 administrative person

**14 full-time positions for QuantCube Technology for Oceanographic Data & Applications**