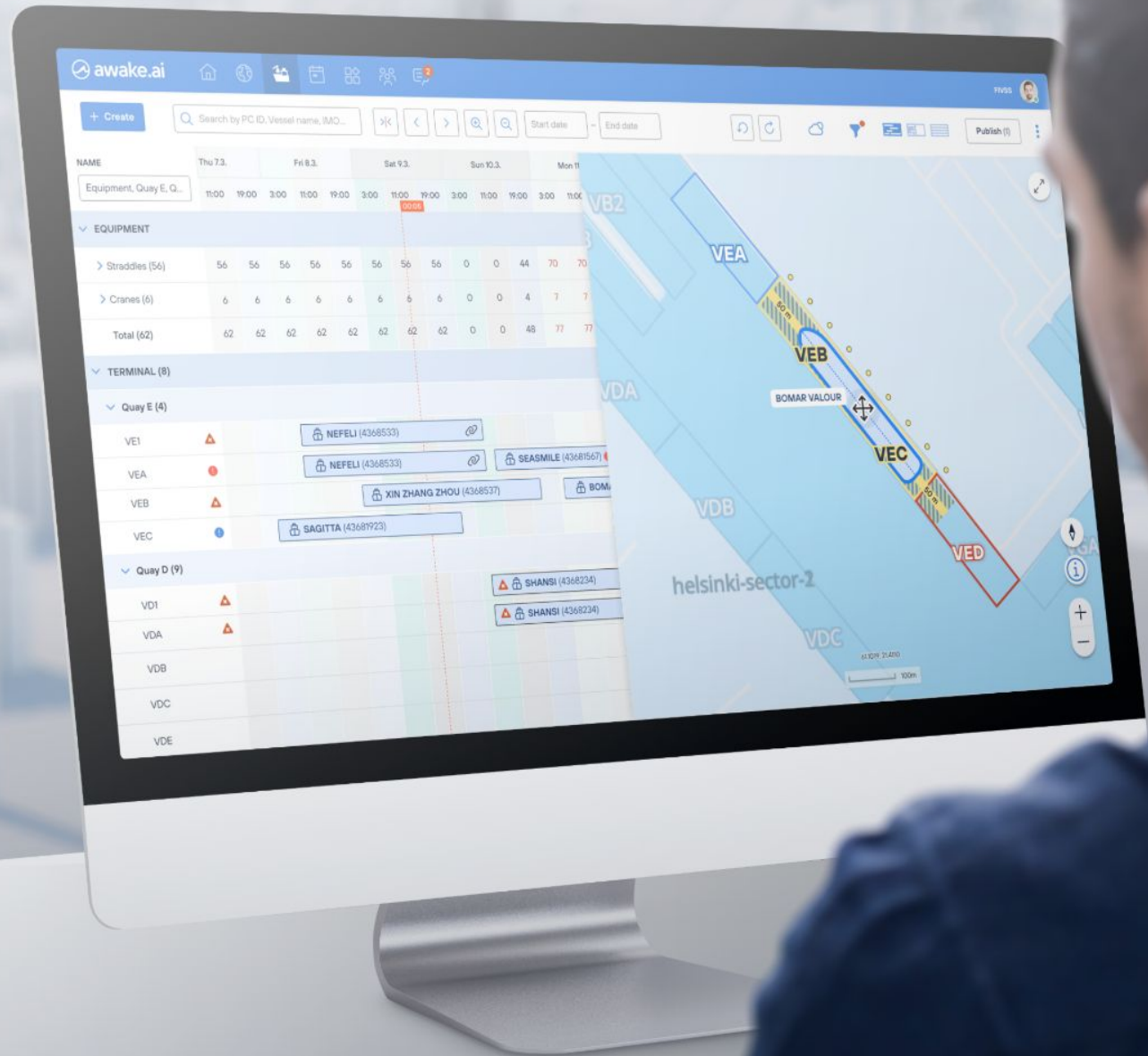




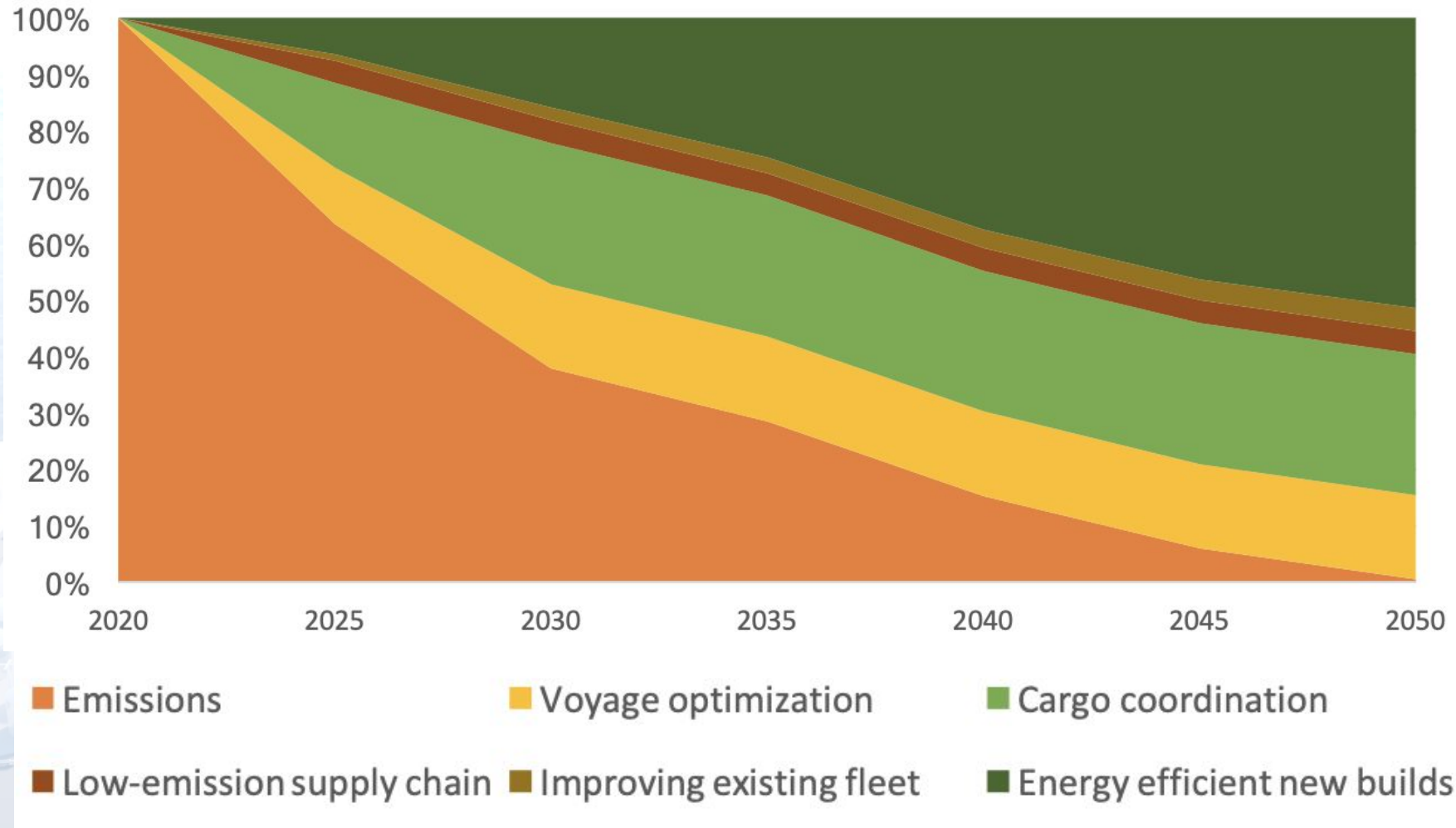
# Leading the Transition to Sustainable & Intelligent Maritime Logistics

CEO & Co-Founder  
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# Maritime Transport Emits 940M Tonnes of CO2 Annually

## & is Responsible for 2,5% of Global GHG Emissions



Trajectory from emissions for shipping shows the industry must optimize the logistic chains, reduce of the cargo flow waste and have solutions for capacity utilization increase

# Decarbonisation of the Maritime Logistics

Emission reduction & trading will be driven through Awake Platform, Interfaces & Optimisation services



Situational Awareness

1

SMART PORT AS A SERVICE FOR COLLABORATION & EVENT INFORMATION

Predictions

2

AI BASED PREDICTION SERVICES

Planning

3

AI BASED PLANNING SERVICES

Optimisation

4

CARGO FLOW OPTIMISATION FOR CONGESTION & SUSTAINABILITY

Marketplace

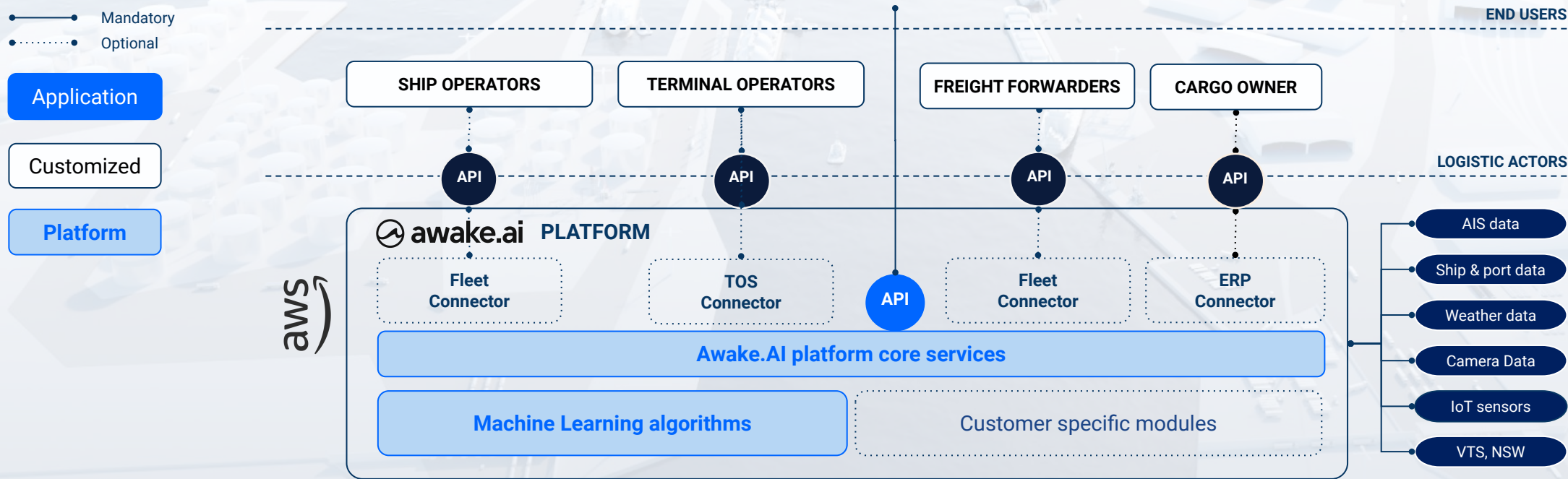
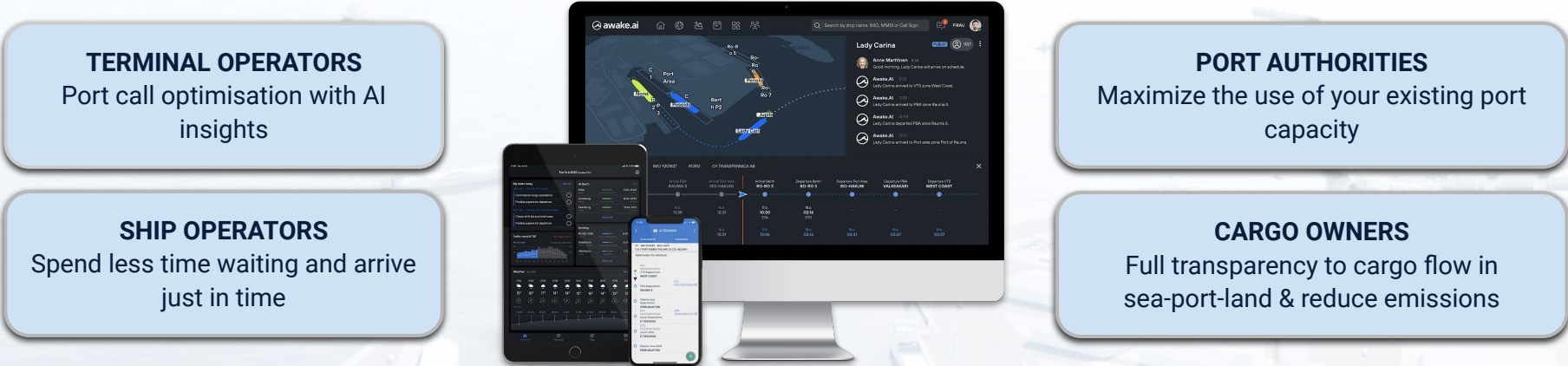
5

AUTOMATING THE BUYING & SELLING OF PORT SERVICES & PRODUCTS + EMISSION TRADING



# Smart Port as a Service

with AI based Prediction & Planning Services are already launched



# Traction & Business Model

Setup/POC fee + Subscription Tier Pricing based on Port Cargo Volume



RAUANHEIMO



Port of  
Antwerp



PORTS OF  
AUCKLAND



Port of  
Rotterdam



Fintraffic



PORT OF  
GOTHENBURG



Pilot customers also include:



Autorità Portuale Livorno



MAERSK LINE



RAUMAN SATAMA  
PORT OF RAUMA



CMA CGM



UPM

Nurminen Logistics >>>



PORT OF  
KOKKOLA LTD



FINNPILOT

KUEHNE+NAGEL



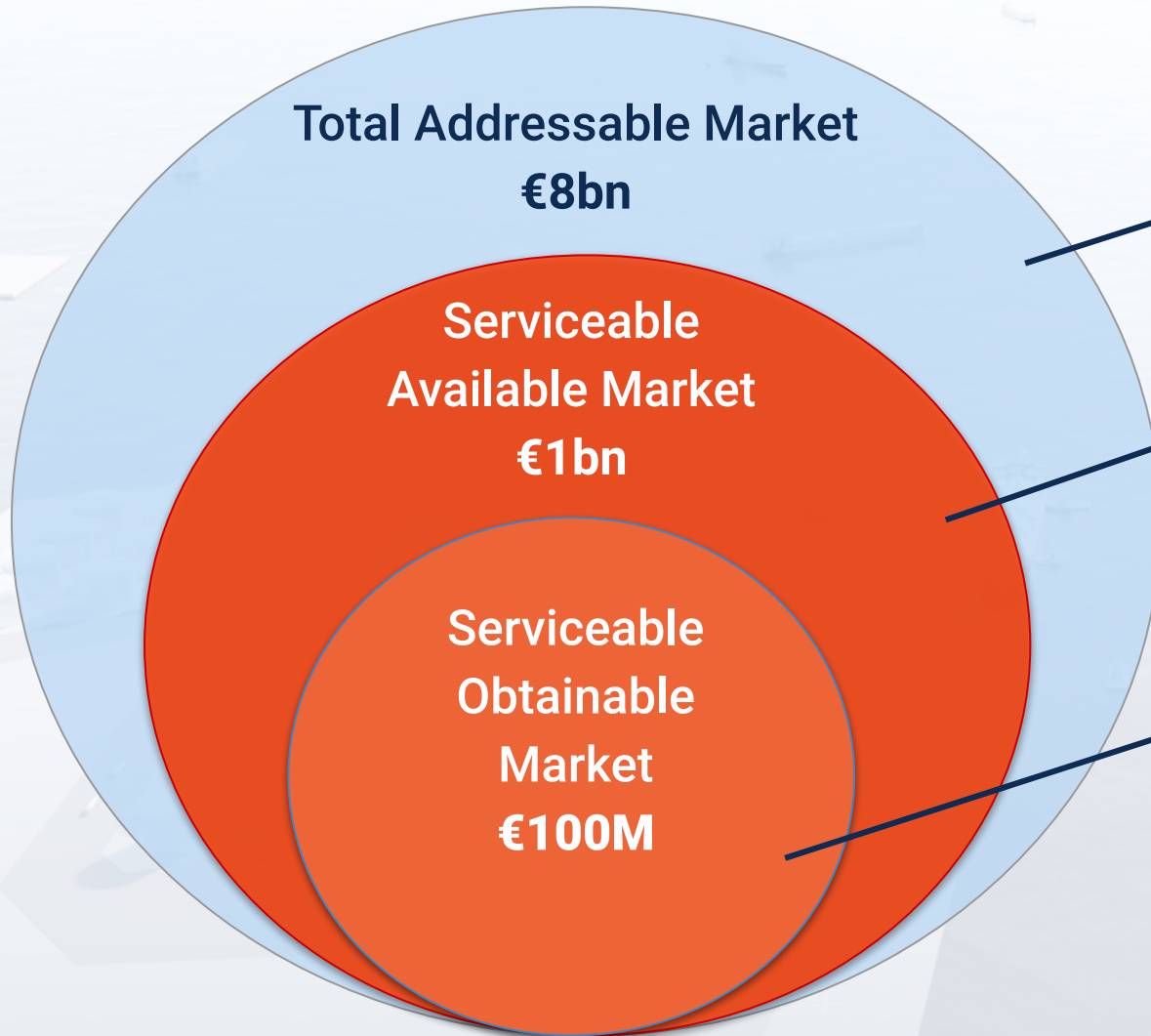
PORT OF RAAHE  
RAAHEN SATAMA



Autoridad Portuaria de Valencia



# Target Market



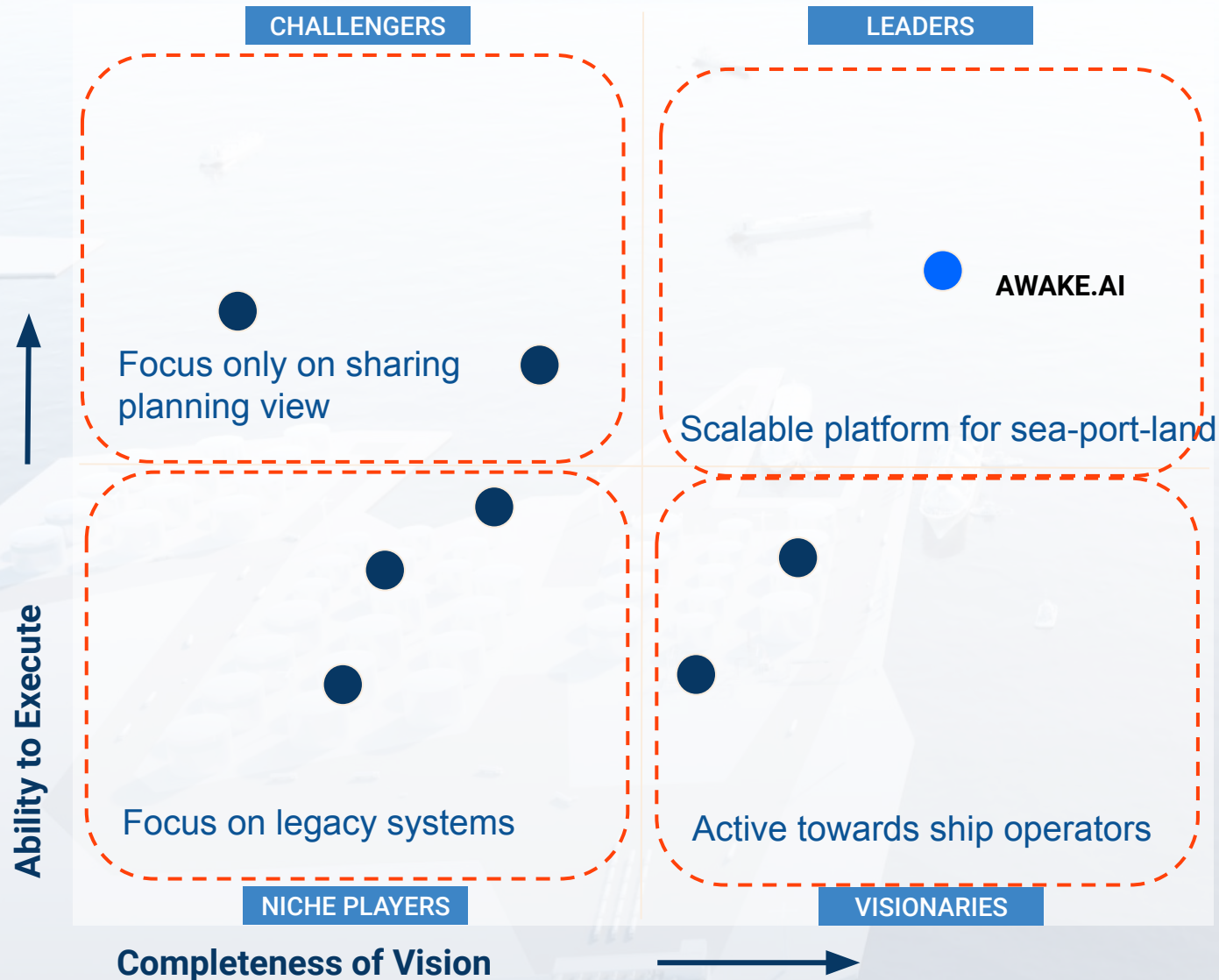
There are about 4900 ports in the world with about 8 main actors in each port community = 39k accounts. ACV is about 200k€. Investments into digitalisation increase 30% every year.

By 2026 there are 22k accounts and ACV 50k€

Awake.AI targets a 10 % market share



# Competitor Magic Quadrant

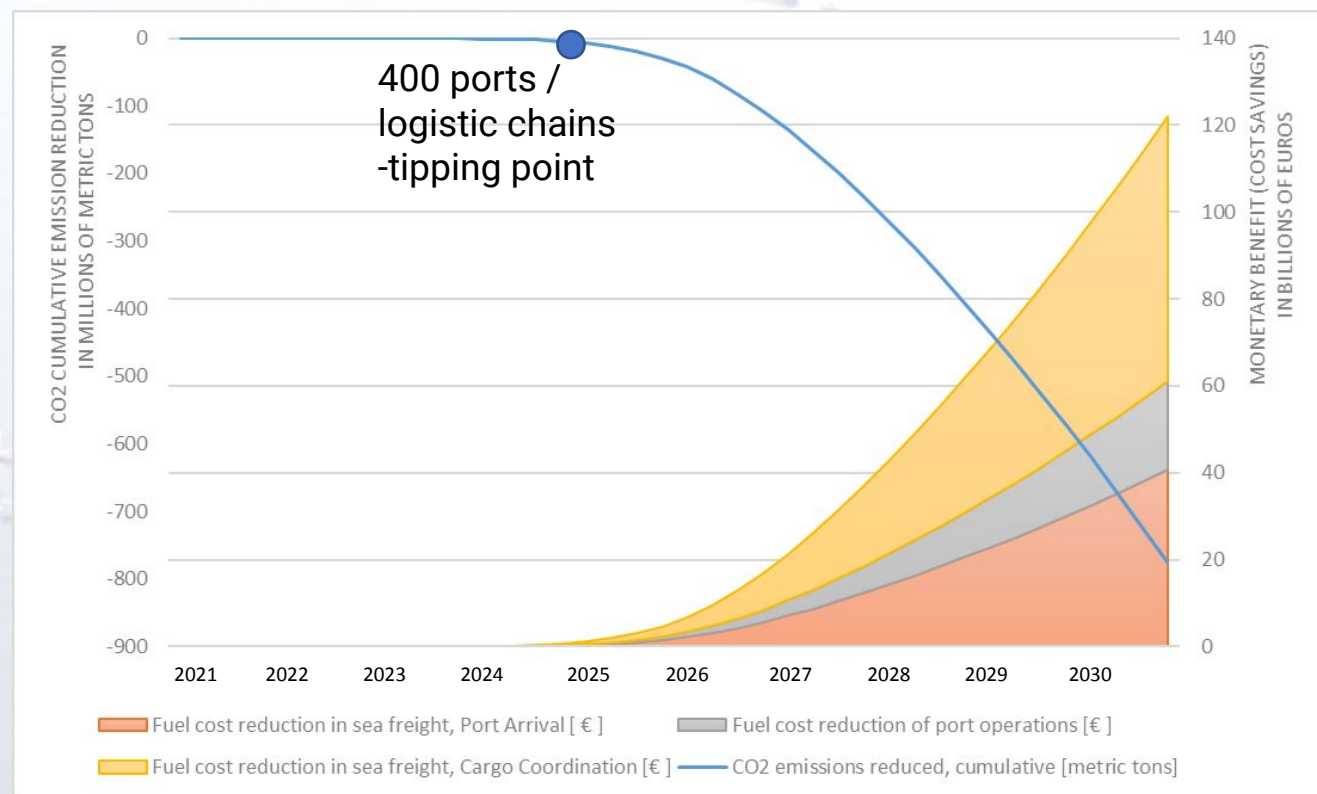
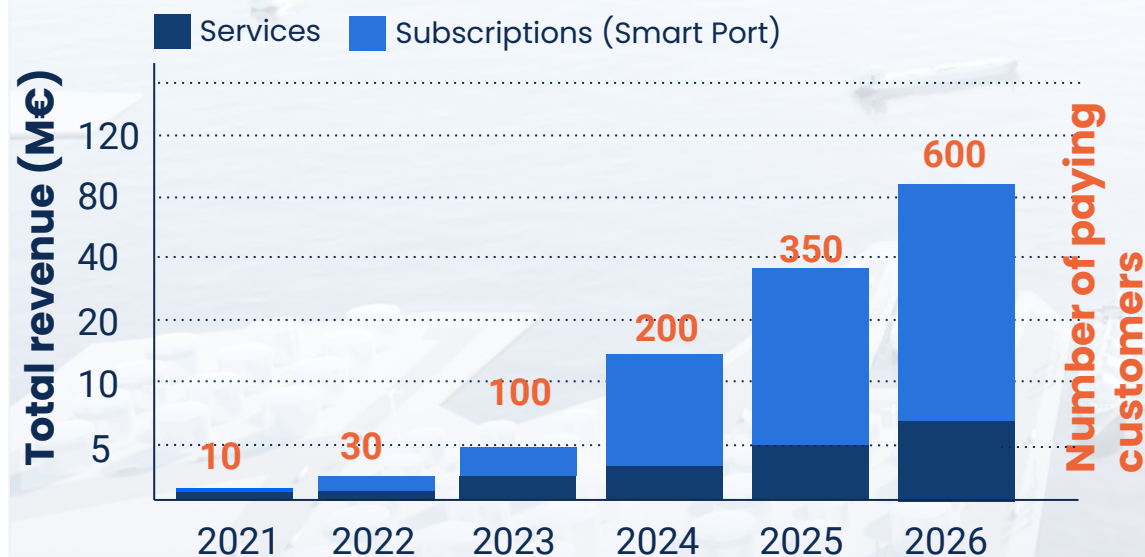


## Unique Selling Points:

1. AI/ML-DRIVEN MARINE SAAS IMPLEMENTED IN FEW WEEKS
2. GROWING SMART PORT ECOSYSTEM WITH NETWORK EFFECTS
3. OPTIMISATION PLATFORM FOR SEA-PORT-LAND
4. ONLY COMPANY WITH MULTIHOP PREDICTIONS, AUTOMATED RTA/RTD SERVICE & SMART PORT MARKETPLACE

# Rapid Scaling Enables Quick Reduction in Emissions

while being very profitable business





# Team

17 people  
with about  
300 years of  
experience



**KARO TENOVUO**  
CEO

Created the autonomous shipping business for Roll-Royce. Entrepreneur.



**SIMO SALMINEN**  
Product

Created multiple global platforms and marketplace ramp-ups. Entrepreneur.



FROST & SULLIVAN

BEST  
2021 PRACTICES  
AWARD

EUROPEAN MARITIME  
LOGISTICS ENTREPRENEURIAL  
COMPANY OF THE YEAR AWARD



**KIMMO KUMMALA**  
Engineering

Created various SW platforms. Entrepreneur



**DR. JUSSI POIKONEN**  
AI & Analytics

Created world leading cloud-based AI data pipelines for Marine industry. PhD.



**SAMI KAKSONEN**  
Sales & Marketing

High track record in growing startups, go-to-market strategies & sales. Entrepreneur.



## Advisors



**MIKAEL MÄKINEN**



**PETRI NIEMI**



**JORMA HEINONEN**



**HENRIK DAHL**



# Investment Need

We have raised 9,1M€ so far and reached 3X growth for 2021 & 2022

We are looking for 12 months financing to support our GTM and scaling to new countries

**€2M**

Extended Seed Round  
investment opportunity

**30**

SaaS customer for prediction and  
planning services

**€1.5M+**

Revenue over 12 months and  
continuing 3X growth



## Sustainable & Intelligent Maritime Logistics

### Contact

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