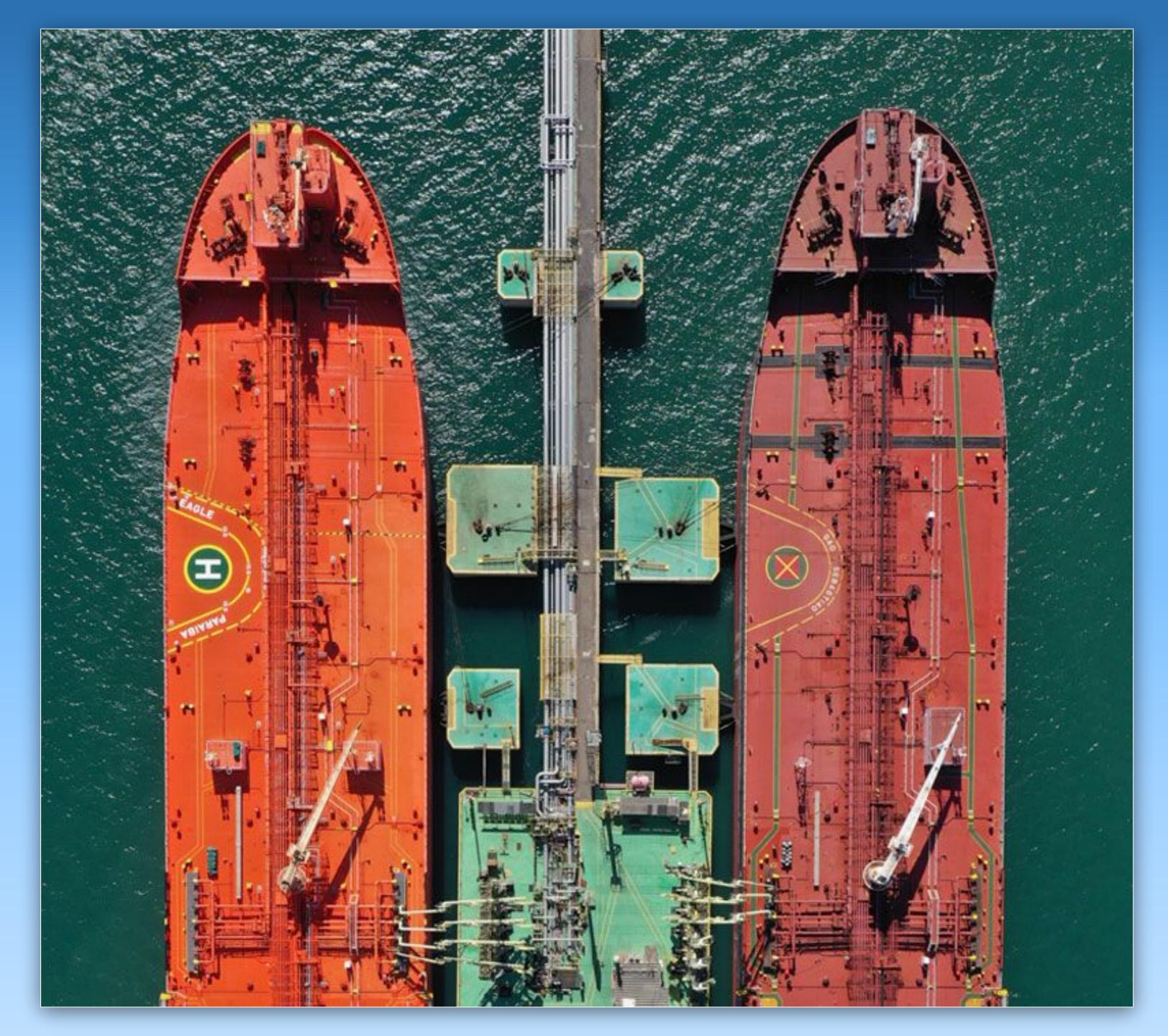
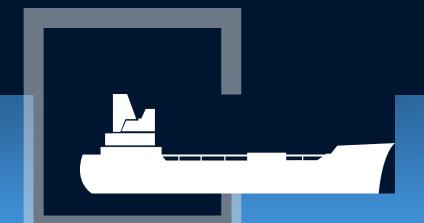
REDEFINING TRUST IN ENERGY SUPPLY CHAINS:
WHY TRUE DIGITAL TRANSFORMATION REQUIRES MORE THAN TECHNOLOGY

DARREN SHELTON







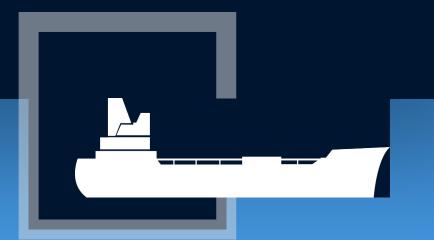




90% OF THE WORLD'S GOODS MOVE BY SEA







THOUSANDS OF STAKEHOLDERS.

BILLIONS IN VALUE.

BUT WE'RE STILL NOT SPEAKING THE SAME LANGUAGE.



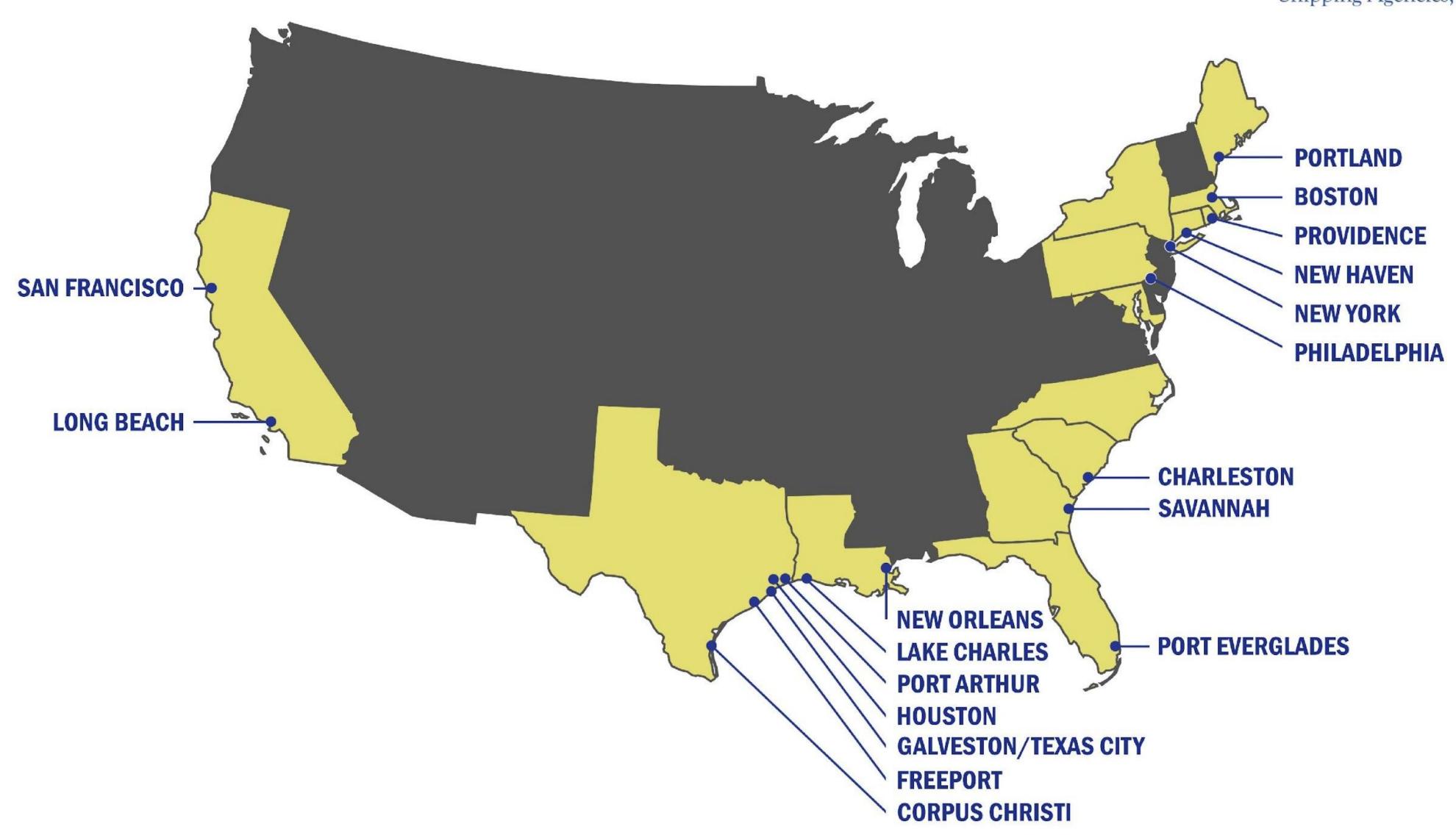


MORAN SHIPPING AGENCY

Established in 1937, Moran is widely recognized as the Premier Steamship Agency in North America.

- Family-owned and operated.
- 17 Moran Offices serving over 100 ports
- 5,000+ Port Calls per year.
- ISO 9001: 2015 certified for over 20 years















in US ports







HOUSTON - GALVESTON - FREEPORT

WGMA – West Gulf Maritime Association GHPB – Greater Houston Port Bureau LSHSC – Lone Star Harbor Safety Committee PHPME – Port Houston Partners in Maritime Ed. BMAT – Brazosport Marine Action Team AMSC - Area Maritime Security Committee



WGMA – West Gulf Maritime Association STWAC - South TX Waterway Advisory Comm.



LAMA – Louisiana Maritime Association NOBOT – New Orleans Board of Trade

LAKE CHARLES

Calcasieu River Harbor Safety Committee Propeller Club AMSC - Area Maritime Security Committee WGMA – West Gulf Maritime Association

PORT ARTHUR - BEAUMONT

WGMA – West Gulf Maritime Association
SETWAC – Southeast TX Waterways Advisory Comm.



NORTH ATLANTIC

PORTLAND

Propeller Club

AMSC - Area Maritime Security Committee

BOSTON

Port Operators Group
BMA - Boston Marine Society
BHS - Boston Shipping Association
BHSC - Boston Harbor Safety Commission

BPC - Boston Propeller Club

PROVIDENCE

Propeller Club
USCG Port/Security Meetings
NAPA - North Atlantic Ports Association
RIPC - Rhode Island Ports Coalition

CONNECTICUT

NHHC - New Haven Harbor Cooperative CMA - Connecticut Maritime Association

NEW YORK - NEW JERSEY

Maritime Association of the Port of New York/New Jersey
Oil Movement Round Table (OMR)

PHILDELPHIA

Maritime Exchange for the Delaware River and Bay



MARITIME EXCHANGE for the Delaware River and Bay















90% OF SHIP DATA NEVER LEAVES THE VESSEL. - KAIKO SYSTEMS

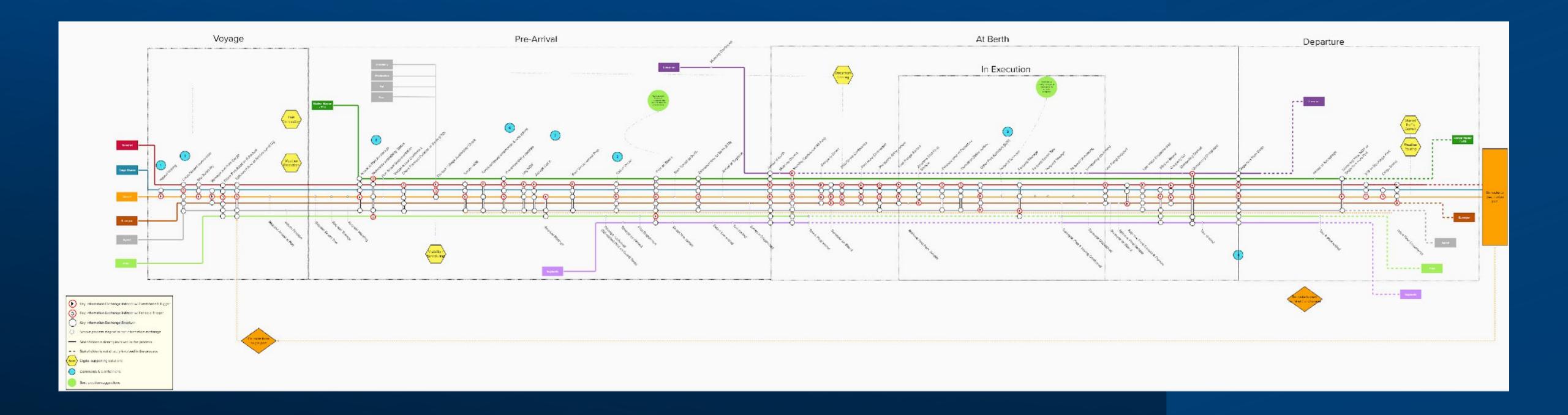
WE DON'T JUST NEED TECH INTEROPERABILITY



WE NEED TRUST INTEROPERABILITY



PORT CALL PROCESS





Paper bill of lading

Digital token flow

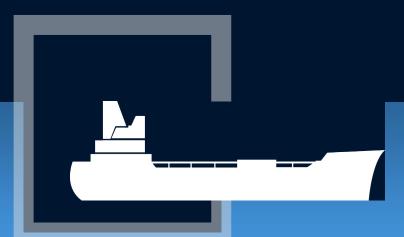
Blockchain flow

"DIGITAL STANDARDS INITIATIVE: "DIGITAL STANDARDS REDUCE COSTS AND ENHANCE TRANSPARENCY."









THE FUTURE OF SHIPPING

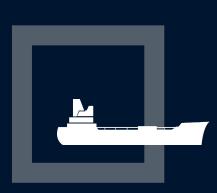
Uber





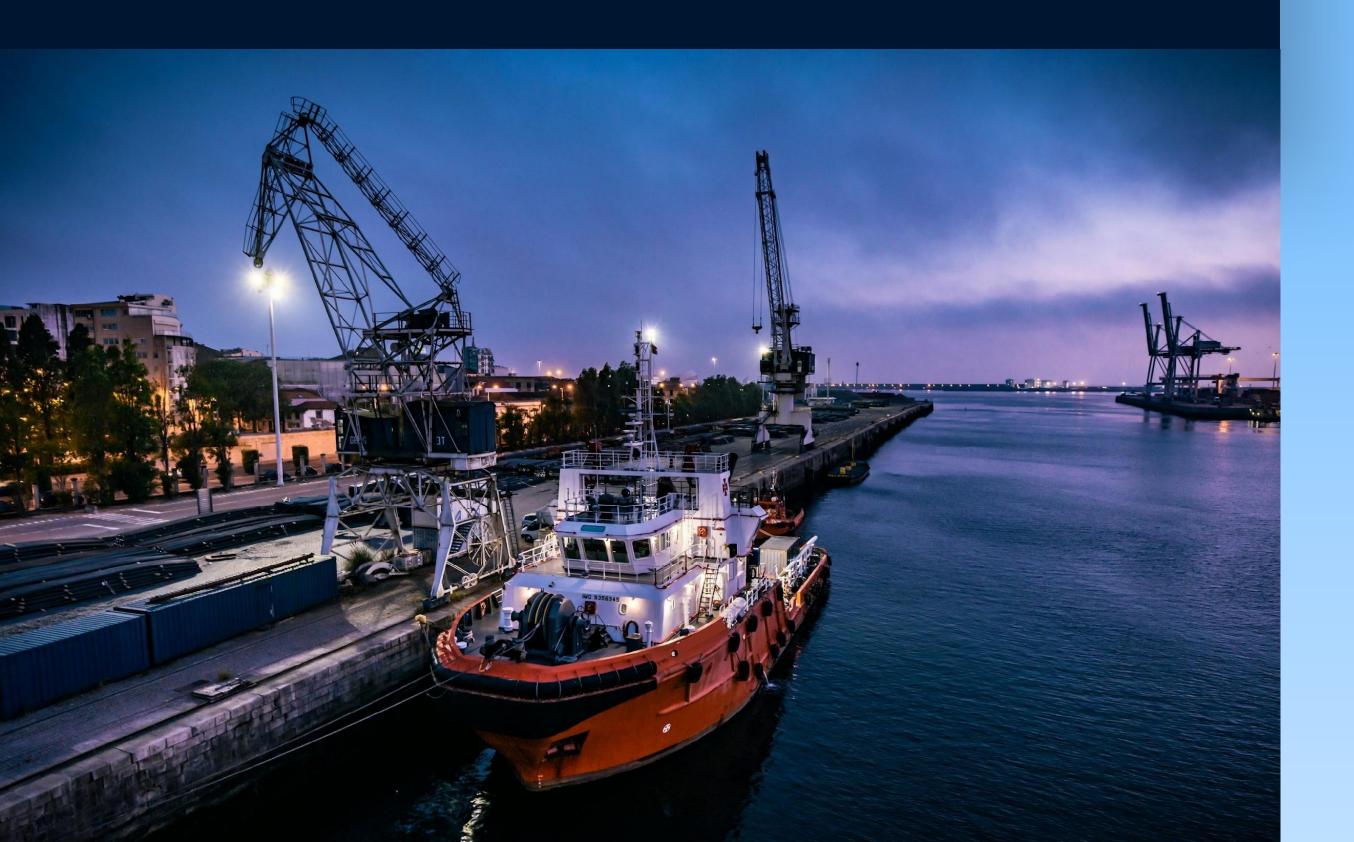


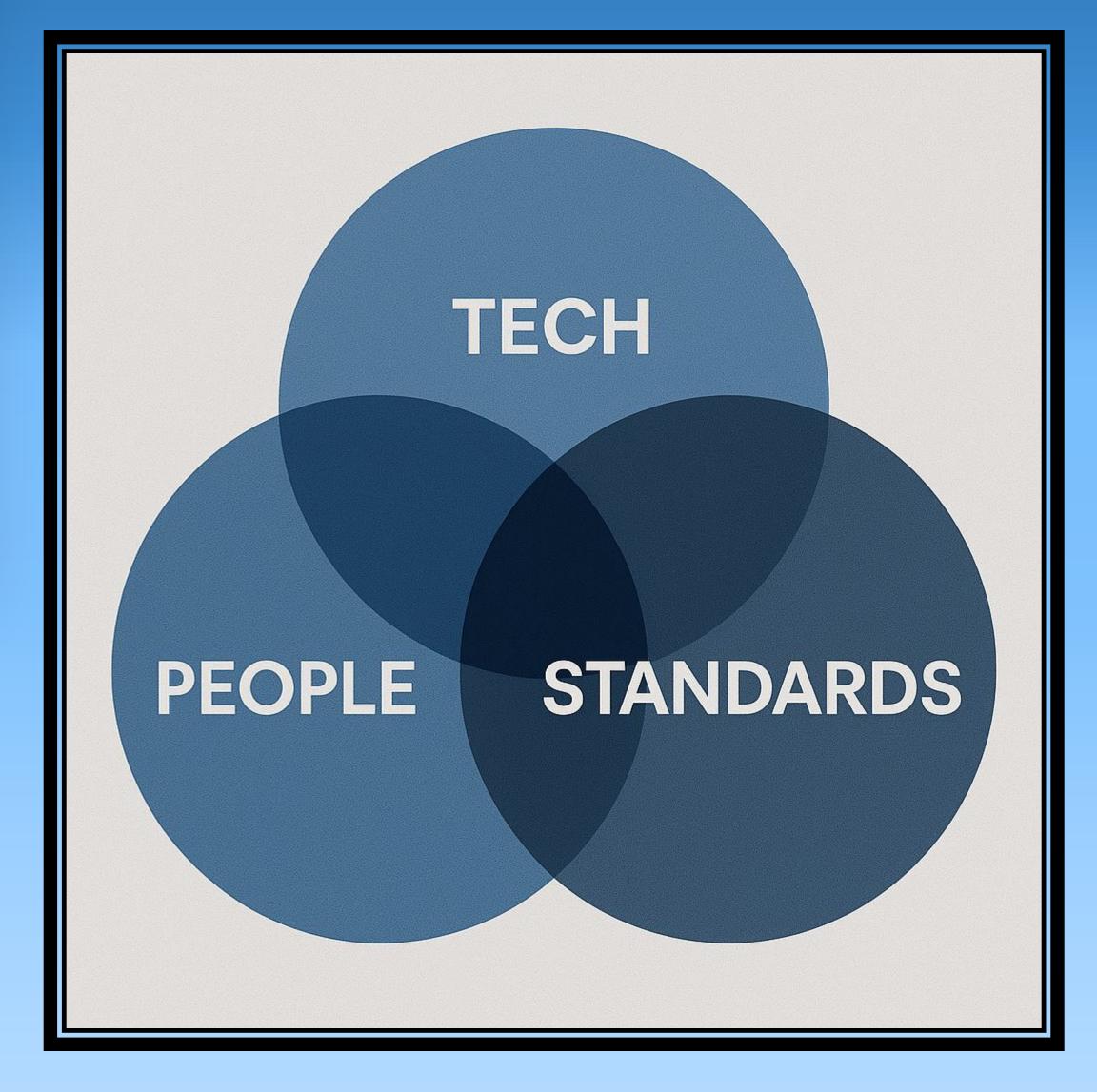
IMPROVE THE PAST OR DESIGN THE FUTURE



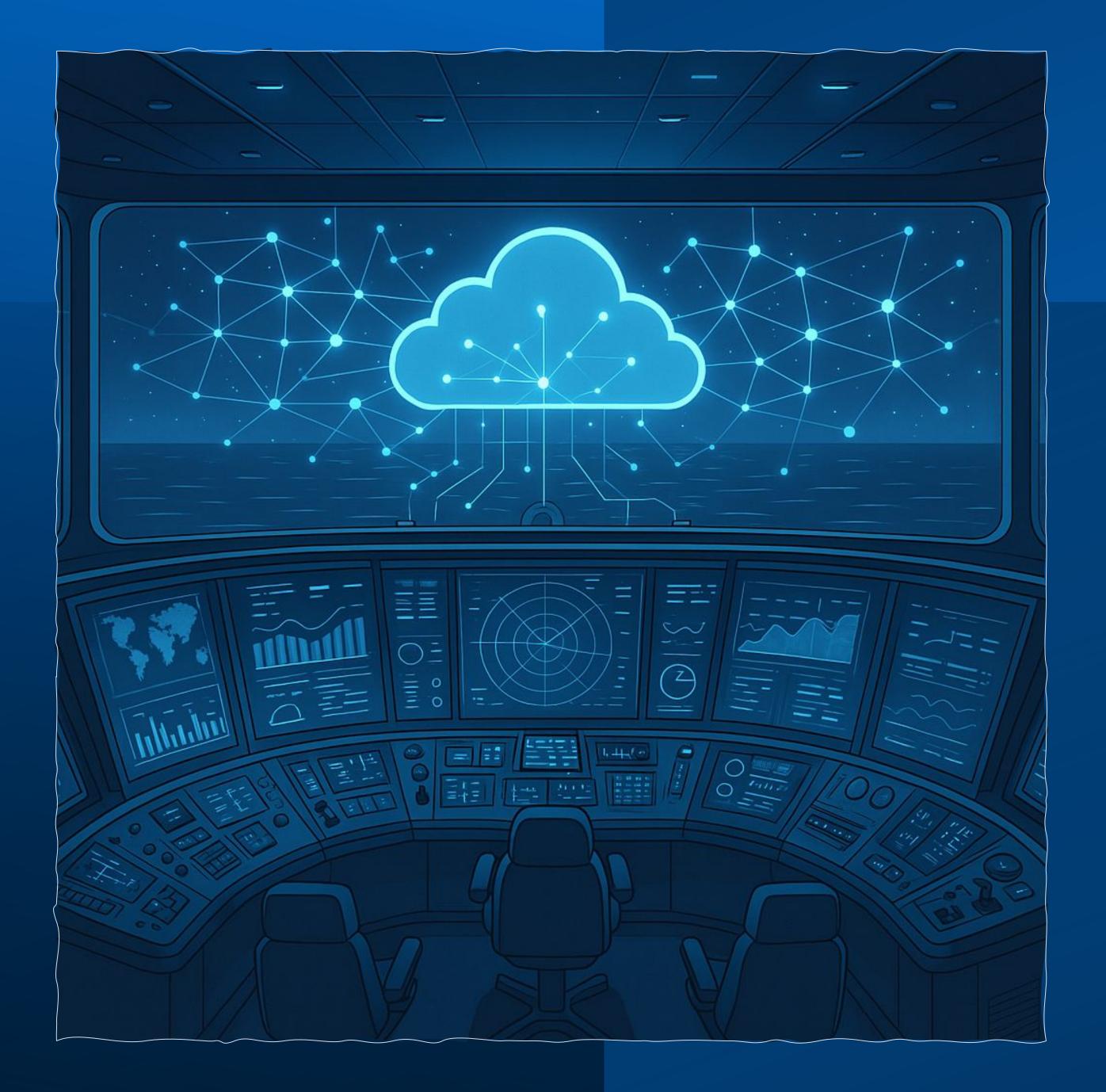
Digital trust is built at the intersection of

- people,
- v platforms, and
- / policy.





THE NEXT BILLION-DOLLAR HANDSHAKE WILL BE DIGITALLY VERIFIED, SEAMLESSLY EXECUTED, AND HUMANLY EMPOWERED.





DARREN SHELTON SALES DIRECTOR DSHELTON@MORANSHIPPING.COM