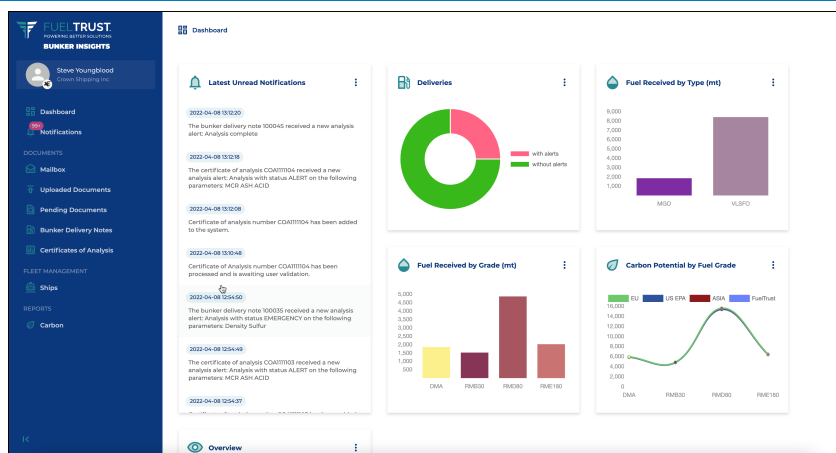


Bunker Insights™ for Suppliers

ensuring quality, quantity, and compatibility of bunker fuel

- Differentiate fuel sold
- Reduce fraud and claims
- Enable early warnings
- Respond faster to RFQs



Marine transportation drives the world’s economy, moving over 10 billion tons of goods annually, via roughly 128,000 blue and brown water vessels. This ecosystem represents a \$100+ billion-dollar bunker fuel market that is often **fraught with fraud, lacking in transparency and traceability, challenged by aggressive ESG goals, and placed in the spotlight** by regulatory, environmental and consumer groups.

With more than **50% of a ship’s operating cost tied to bunker fuel** and fuel-related machinery expense, **fuel selection is a significant and critical factor in profitability – for suppliers, shipowners and charterers**. Buyers are increasingly looking for ways to drive fuel efficiency and differentiate their purchase on quality, not just price. They want to ensure the fuel they purchase meets defined specifications, imposes minimal risks, and will perform as expected.

Suppliers that can quickly **validate the quantity, quality, and composition of the fuel they sell will ensure the least amount of exposure to their customers and themselves**. By tracing the fuel supply chain in a way shipowners and charterers can trust, suppliers can achieve a competitive advantage that will help them drive top line revenue growth and increase market share.

Real-time visibility into the fuel supply chain to establish the movement and measurement of fuel at each step of the lifecycle—from origin to delivery.

Bunker Insights for Suppliers provides transparency and traceability across the lifecycle of bunker fuel. Our cloud-based, AI and blockchain technology gives users **a real-time view into the bunker supply chain** by consolidating and analyzing data from fleets, suppliers, and labs to establish the **movement and measurement of fuel at each step of the lifecycle**—from origin to delivery. This means you can:

- **Differentiate fuel sold** by validating the quantity, quality and composition of fuel delivered
- **Reduce fraud and claims** by identifying when, where and by whom fuel issues are created
- **Enable early warnings** by detecting possible fraud, contamination, or compliance disputes
- **Respond to RFQs faster** by integrating real-time pricing and response systems

For pennies per barrel, FuelTrust can help lower legal, financial, operational, and reputation risk in the fuel supply chain.

Unlike solutions that require substantial software cost or substantial amounts of manual resources to track and trace fuel quality, FuelTrust uses **patent-pending digital technology** to analyze fleet, supplier, and fuel lab data. This means **suppliers, and thus shipowners and charterers, can know, down to the molecular level, the composition of fuel before it is bunkered.**

FuelTrust ensures privacy through its blockchain-based **Risk Provenance® Platform™**, **which provides data security through encryption and permissioned transparency** so only those parties authorized have access to the data. We use advanced technology to **keep the details of fuel content and movement private**, while reporting to the counterparties whenever risks, fraud, contamination, or non-compliance occur.

Bunker Insights for Suppliers determines changes and reactions of fuels as they move through the supply and delivery chain to **help you deliver fuel that has low risk, high value, and meets the needs of customers.**

**Contact us today
for a consultation
at: info@fueltrust.io**

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