

ACTION PLAN FOR GREEN SHIPPING

THE GOVERNMENT WILL

"Review emissions from recreational craft and the emission reduction potential, and consider policy instruments to promote zero- and low emission solutions"





THE ELECTRIC PROPULSION FROM SIMPLER SOLUTIONS TO COMPLEX HYBRID INSTALLATIONS

SMALL OUTBOARD



Product in the XXL assortment

FULLY ELECTRIC



Electric Powertrain Installation made by Evoy

HYBRID INSTALLATION



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HYDROGEN INSTALLATIONS – A POSSIBLE FUTURE SOLUTION

RESEARCH



Low Temperature Electrolysis and fuel cell laboratory (SINTEF)

HYDROGEN PROJECTS



HYCRUISER – A prototype In development by HYREX

MEETS TRADE PRESS & MEDIA



https://www.metstrade.com/news/sustain ability/hydrogen-future-recreational-boats/



SOLAR POWER AND INNOVATIVE SAILS

HIGH PERFORMANCE SAILS



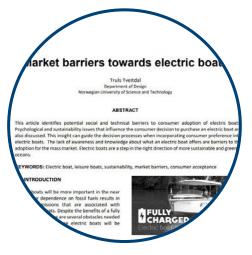
Wingsails in terms of speed and efficiency were proven in the 2010 America's Cup

SOLAR ENERGY



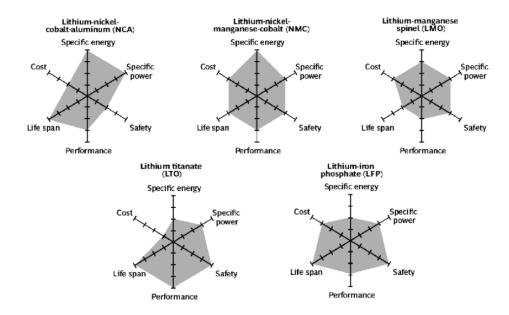
Flexible solar panels technological developments allow better efficiency

MEDIA AND SCIENCE PUBLICATIONS



Market barriers towards electric boats
Truls Tveitdal - NTNU

LITHIUM-ION BATTERIES A COMMON TECHNOLOGY FOR ELECTRIC PROPULSION SYSTEMS







DESIGN FOR DIFFERENT APPLICATIONS





DO WE HAVE A SAFE AND SUSTAINABLE SOLUTION?

BEFORE ANSWER IT WE NEED A COMPREHENSIVE VIEW OF THE SEGMENT





WE HAVE: A VAST AMOUNT OF BOATS

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Motor boats without overnight facilities	42,4%
Motor boats with overnight facilities	17,4%
Sailing-boats without overnight facilities	1,4%
Sailing-boats with overnight facilities	2,9%
Water scooters	1%
Dinghies and Rowing boats	17,4%
Canoes and kayaks	17,9%
Other new segments	-

Almost 1 000 000

Reference: Båtlivsundersøkelsen 2018



WE HAVE: DIFFERENT NEEDS AND MOTIVATIONS

Consumer Segments

		Gear Guys	Merry Mates	Luxurious Leisure	Water Weekenders	Seclusion Seekers	Nautical Natives	
Boat Types	Motor boats without overnight facilities	Hobbies with specialized equipment Intrigued by the tech and the specs Crave details Family is at the core of their activities. They spend time on the water to have fun and enjoy the company of their loved ones.	Hobbies with Family is at specialized the core of	A boat is the	Planners who	Are nature	It's a family	
	Motor boats with overnight facilities			achievement, which gives	love to organize	lovers.	tradition.	
	Sailing-boats without overnight facilities		them a boost in status.		Getting away from the daily routine and connecting	Believers in boating and everything it has to offer.		
	Sailing-boats with overnight facilities							
	Water scooters		Crave details the company of their loved		conscious and surround	is driven by their desire to	with nature on the water.	
	Dinghies and Rowing boats			themselves with the finer things.	host friends and family			
	Canoes and kayaks							
	Other new segments							

Reference: Tomorrow's boat owners findings from landmark research on first-time boat buyers Conducted for US. National Marine Manufacturers Association (NMMA) 2016





OUR SECTOR IS DRIVEN BY EMOTIONS

Consumer Segments

Water

Weekenders

Luxurious

Leisure

Seclusion

Seekers

		Gear Guys
	Motor boats without overnight facilities	
Boat Types	Motor boats with overnight facilities	
	Sailing-boats without overnight facilities	
	Sailing-boats with overnight facilities	P PI MARI
	Water scooters	WAN Frui Spec Ea
	Dinghies and Rowing boats	
	Canoes and kayaks	
	Other new segments	

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Reference: Tomorrow's boat owners findings from landmark research on first-time boat buyers Conducted for US. National Marine Manufacturers Association (NMMA) 2016





Merry Mates

Nautical

Natives

WHAT WE HAVE TO OFFER?

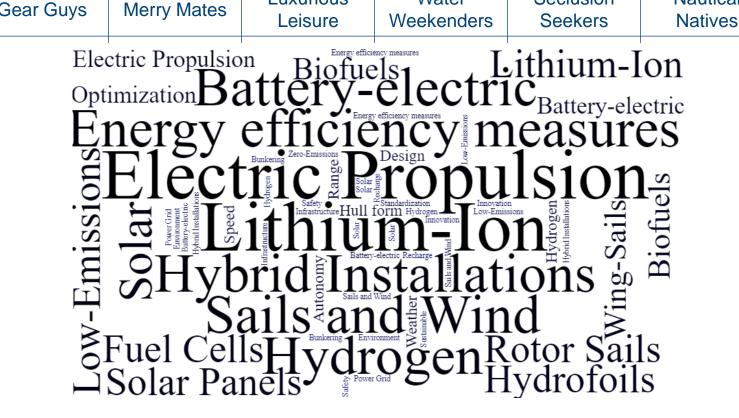
Consumer Segments

Water

Seclusion

Luxurious

		G
	Motor boats without overnight facilities	
Boat Iypes	Motor boats with overnight facilities	
	Sailing-boats without overnight facilities	
	Sailing-boats with overnight facilities	
	Water scooters	_
	Dinghies and Rowing boats	
	Canoes and kayaks	
	Other new segments	_



Reference: Tomorrow's boat owners findings from landmark research on first-time boat buyers Conducted for US. National Marine Manufacturers Association (NMMA) 2016





Nautical

CHALLENGES IN OUR PATH

Create designs which can account for the diversity of the sector Introduce new concepts and designs Develop safe and reliable solutions Learn from accidents Create **new** markets

Develop **new solutions**

Create infrastructure to answer

the energy storage question

to answer the market needs

agning process

Change boating mentalities

NEW MARKET OPPORTUNITIES

COMMON HAZARDS

STRESS FACTORS
WHICH MAY CONTRIBUTE FOR ADDITIONAL RISK

Equipment Quality

Poor Infrastructure

High Initial Investment

Consumer Expectations



SAFETY INSTRUMENTS & REGULATIONS

A MULTIDIMENSIONAL APPROACH

REGULATIONS (CE-MARK)

Regulations of 15 January 2016 No. 35 on the manufacturing and the placing on the market of recreational craft and personal watercraft STANDARDS (SMALL-CRAFT)

The ISO Technical Committee 188 on Small Crafts is responsible for the development of standards which shall serve as support of the regulations RISK ANALYSES

Use of a structured and systematic methodology to enhance the protection of life, health, the marine environment and property





FURTHER DEVELOPMENT IS NECESSARY TO KEEP REDUCING EMISSIONS

ONLY THE ENGAGEMENT OF ALL WILL ALLOW TO ACHIEVE BETTER AND SAFER BOAT DESIGNS

OUR SPEAKERS

WE WILL CONTINUE OUR DISCUSSIONS WITH



Klimagassutslipp fra fritidsbåter **Frank Melum**



Er elektrisk fremdrift fremtiden? Muligheter og utfordringer **Leif A Stavøstrand**



Elektrifisering av bransjen, hva er utfordringene? **Thomas Nicolai Bjønnes**



Elektrisk drift kombinert med hydrogen - et prototypeprosjekt *Henrik Torgersen*



Hva kan gå galt med batteridrift? Om litium-ion batterier og medførende fareaspekter for fritidsfartøy **Torleif Lian**



Hvordan ser fremtidens fritidsbåt ut? **Håkon Ingvaldsen**



Guidelines for batteribruk i fritidsbåt *Torgeir Bråtane*





