

All fuel use and carbon emissions data in the shipping industry is self-reported, by ships, in the middle of the ocean

Uncertainty is expensive + incentives are not aligned

We offer a profitable alternative



Business Summary

Satva Trust is a ClimateTech using ML and satellite big data to create uniquely independent, actionable commercial shipping fuel use/emissions data, allowing stakeholders in the \$2.2 trillion shipping +\$380bn maritime lending/insurance industries to prioritise/reward/profit from operational decarbonisation.

Customer Problem

The absence of timely, reliable, independent and auditable data on fuel use/carbon emissions performance in the shipping industry. This data gap prevents marine lenders and insurers from using it as a meta risk indicator when assessing their clients’ revenue risks associated with emissions performance. Without reliable data ship owners and charterers face the challenge of fuel cost planning and carbon allowance budgeting. **16% of bunker fuel use is over-/under-reported: used but no one knows who by.**

Our Solution

Satva Trust offers truly independent and auditable data on ships emissions performance through our proprietary machine learning model and blockchain technology. With Satva Trust’s independent data, ship owners and charters can plan fuel and carbon allowance costs, build additional income from creating and selling voluntary avoidance carbon credits; marine lenders and insurers can track and assess their climate transition KPIs and associated revenue risks, and confidently price lending and insurance products.

Target Market

Our serviceable addressable market is estimated at \$4.6 billion in year 5. **Marine lenders/insurers**, particularly Poseidon Principles signatories that need to align their portfolios with IMO CO2 emissions reduction targets. **Charterers/brokers** wanting to know ship performance before transactions. **Ship owners/operators** with responsible environmental fleets and **commodity brokers** that utilise the carbon credits generated by ships on Satva Trust’s platform to support collateral financing. Initial growth will be within the 54 Poseidon Principles lenders/insurers (target c.250 in 2028), 50 environmentally responsible ship owners/operators (over 1,000 in 2028), and VACCs revenues through existing MOU with global commodity broker looking to support their clients’ collateral financing (3 brokers in 2028). Also currently interested: bunker fuel suppliers and shipyards.

Customers and Partners

2-year partnership agreement with ABL Group (client introduction and revenue share); MOU with DDCAP Group (VACC as asset in Islamic Finance); LOI with Miller Insurance (develop a new parametric insurance product).

Competitors

The primary competitors are OceanScore and Windward.

Competitive Advantage

Unlike our competitors, our ML model does not use standard ship’s voyage self-reported data which has been proven to be inaccurate. Carbon emissions and fuel use data provided by our platform is uniquely independent and reliable.

Revenue Model

Mainly subscription, some client revenue fee basis and some usage fee basis. Initial pricing: discounted to £45,000/yr for early lenders/insurers (existing workflow); £900/ship for owner/operators; no pricing yet in discussions about underpinning new insurance products. The DDCAP Group partnership will generate fees from the use of carbon credits as collateral.

Exit Strategy

Trade sale to ABL Group (existing clause: first refusal on sale), financial data provider (S&P considers us a prime competitor), index provider (e.g., MSCI), or in a better market PE to consolidate shipping services providers.

Financials

(GBP, ‘000)	2023 (actual)	Y1	Y2	Y3	Y4	Y5
Revenue	0	113	1,514	10,166	19,809	25,861
PBT	0	(399)	(243)	5,417	13,372	17,868
Closing cash	0	519	305	4,138	14,389	26,877

Management

Leilya Shamel – CEO, banking, economics, business development

Kiruthika Sureshkumar – CTO, software development/consultancy

Robin Russel – COO, Operations, property, shipping, financial services, startup/growth

Advisors

Daniel Wild – Chief Sustainability Officer at Bank J. Safra Sarasin, previously Global Head of ESG Strategy at Credit Suisse and Co-CEO at RobecoSAM

Peter Bousquet – most recently co-founder of Humn.ai, a commercial vehicle Insurtech, which was sold to AON in ’24.

Deepak Lakshmanan – VP, Engineering for Knitwell Group: over 25 years implementing/scaling as CTO or Director, Architecture in financial services, insurance and online retail.

Achievements

Partnership track record, proprietary ML model built/training, product developed, initial funding.

SEIS & EIS

HMRC has awarded SEIS/EIS pre-approval.

General information

Shipping decarbonisation – est.2023 – 3 staff (co-founders) – b/e Y3 – shareholders are 3 co-founders (29% each) + Block Dojo + angel investors

Funding

Seeking to complete a £300,000 pre-seed round (£89k secured): for technology development and business development at a pre-money valuation of £2.8m.

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Video investor pitch

<https://youtu.be/Sjn0FAWAxHE>