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New product partnership formed between COACH Solutions and Veson Nautical

Integration between COACH Solutions, a Kongsberg Digital-owned company, and the Veson IMOS Platform unlocks enhanced voyage optimization capabilities and streamlined workflows

Copenhagen, Denmark and Boston, MA, USA – January 27th, 2022

Vessel Performance and Optimized Weather Routing experts COACH

Solutions and Veson Nautical, the global market leader for commercial maritime software, today announced a new strategic product partnership to securely integrate COACH Solutions functionality with the Veson IMOS Platform (VIP). The product partnership helps shipping companies in the tramp business make data-driven decisions and streamline workflows to optimize vessel performance from a technical and operational viewpoint.

Under the agreement, COACH's Optimized Weather Routing solution will integrate securely with VIP, providing interested joint clients with the ability to seamlessly transfer pertinent information between the two systems without need for redundant data entry. By sharing relevant fleet and vessel data between VIP and COACH Solutions, operators can seamlessly leverage COACH's vessel performance and weather routing capabilities to make better-informed decisions that both improve time charter equivalent rates (TCEs) and reduce CO₂ emissions.

"We at COACH are extremely happy to be working jointly with Veson and integrating with their dynamic commercial freight management platform VIP," said Anders Bruun, CEO at COACH Solutions. "The partnership with Veson gives vessel owners and operators the possibility for utilizing best of breed solutions to decarbonize the shipping industry in a profitable way."

"Sharing data between COACH and VIP gives transparency and assists users in making data-driven decisions. Our ambition is to continue turning complex data into actionable insights which not only help in decarbonizing the industry but also improve the bottom line."

As the pace of change and the call to action for greater environmental stewardship continue to hasten, maritime organizations are finding a stronger need for innovative ways to achieve greater efficiency and visibility. Collaborations such as the COACH-Veson product partnership help break down siloes between systems and counterparties, unlocking new process efficiencies and insights that help organizations make the right decisions at the right time.

The product partnership further enhances the value of VIP for Veson's clients by offering seamless connections with other systems that power their maritime workflow.

Speaking on the product partnership, Graham Piasecki, Director of

Commercial Strategy, Veson Nautical, said: *“Having COACH Solutions as a valued member of the Veson Platform Partner Network enables Veson Nautical to expand the value of VIP for our clients by enabling seamless access to COACH’s innovative vessel performance and weather routing capabilities, which users can utilize within the context of their broader operational activities in VIP.*

“Our vision at Veson is to be the standard platform that propels maritime commerce. This means providing clients with innovative digital solutions that make their lives easier and more efficient, so they can focus on what they do best. We are pleased to be collaborating with COACH to help achieve this vision.”

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COACH SOLUTIONS

COACH Solutions is a SaaS company offering vessel performance, vessel monitoring, and optimized weather routing, and is owned by Kongsberg Digital. Driven by a commitment to reduce CO₂ emissions in the shipping industry while improving customers’ bottom line, COACH is the preferred partner for owners, technical managers and operators.

www.coachsolutions.com

VESON NAUTICAL

Founded to transform the way the maritime world works and makes decisions, Veson is the global market leader in developing, implementing and supporting the solutions that propel maritime commerce. Driven by a commitment to continual innovation, a spirit of collaboration and an enduring focus on customer success, Veson is a trusted partner to maritime operations as they navigate evolving business realities and new possibilities in a digital age.

www.veson.com

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KONGSBERG DIGITAL

Kongsberg Digital, a subsidiary of KONGSBERG, is a provider of next-generation software and digital solutions, to customers within maritime, oil and gas, and renewables and utilities. The company consists of more than 500 software experts with leading competence within the internet of things, smart data, artificial intelligence, maritime simulation, automation and autonomous operations. Kongsberg Digital is the group-wide center of digital expertise for the KONGSBERG group.

KONGSBERG

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