



The Future of Smart Shipping & Maritime Digital Applications - 2020 Edition





Overview

The "Future of Smart Shipping and Maritime Digital Applications" is our first edition of a new report examining the maritime IoT and digitalisation of business operations in commercial maritime. Studied over a nine month period of research and developed with the input of more than 30 companies from across the value chain, this study provides a holistic and thorough overview of the smart shipping and digital applications markets for merchant, fishing, passenger, leisure and offshore.

In addition to a dissection of the key technical and market drivers and inhibitors of market growth, this report quantifies the vendor ecosystem of smart shipping, solution types, purposes and some of the key savings made by shipping companies by incorporating the technologies. These data points provide the total number of commercial vessels that have adapted the technology, the average monthly and yearly subscription rates and the commercial revenues of the solutions in 2019 and provides a ten-year forecast out to 2029. Data is segmented by frequency band, application, vendor type, purpose, operations and savings with a full qualitative discussion of the key trends at play in support of this. In-depth company profiles of major players are also included, along with their respective revenue market shares.

Key Questions Answered

What is the size of the smart shipping solution market in 2019?

How quickly have smart shipping solutions, IoT subscribers, subscription rates and associated revenues grown in the last few years and how will this change in next ten years?

What will be the key factors driving and inhibiting the growth of smart shipping technologies?

How will the installation of new LEO and MEO satellite constellations affect the market over the next 10 years?

How will ARPU of these solutions change over the next decade and will this be linked to different frequency bands (L-band, C-band, Ka-band and Ku-band)?

Which key applications hold the most promise for these digitalisation technologies (fishing, leisure, merchant, offshore, passenger)?

What are the top drivers from a regulatory standpoint and how will this change in the future?

What are the main drivers and inhibitors of growth in the industry?

How is maritime connectivity being used to improve internal operations as part of IoT and Smart Shipping?



Proposed Scope

The diagram below offers a visual summary of the quantitative analysis to be included in this report. 10 year forecasts will be provided for all segmentations from 2020 until 2029.

MARITIME CONNECTIVITY & DIGITALISATION SOLUTIONS

Smart Shipping / IoT Subscriptions
IoT ARPU (\$)
Total Connected Vessels
Associated Revenues (\$m)
Savings (\$m)
Data Usage (GB/TB)

The report will quantify these metrics at a top level, then break them down by the segmentations below

Market Segmentations

MARKET SHARES

Service Providers Data
Platform/Analytics
Equipment Manufacturers
Shipyards

SOLUTION TYPE

Operation Maintenance
Ship Design and Construction
Ship Ownership
Ship Management
Port Management

APPLICATION

Fishing
Leisure
Merchant
Passenger
Offshore Energy

Analytics Purpose

Tracking
Performance Monitoring
Performance Optimisation
Awareness Solutions
Predictive Maintenance

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Number of Vessels, Monthly & Yearly IoT Services (\$), Revenues (\$m)

		2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	CAGR (19 - 29)
Service Providers	Vessels with Solutions Monthly ARPU for IoT services (\$) Yearly ARPU for IoT Services (\$) Commercial Market (\$m)												
Platforms / Data Analytics	Vessels with Solutions Monthly ARPU for IoT services (\$) Yearly ARPU for IoT Services (\$) Commercial Market (\$m)												
Equipment Manufacturers	Vessels with Solutions Monthly ARPU for IoT services (\$) Yearly ARPU for IoT Services (\$) Commercial Market (\$m)												
Shipyards	Vessels with Solutions Monthly ARPU for IoT services (\$) Yearly ARPU for IoT Services (\$) Commercial Market (\$m)												
Total	Smart/IoT Vessels Monthly ARPU for IoT services (\$) Yearly ARPU for IoT Services (\$) Commercial Market (\$m)												

Source: Valour Consultancy

December 2020

Table 3.4
The Global Market for Smart Ships by Solution Type Forecast (2019 - 2029)
Number of Vessels, Commercial Value (\$m), Monthly & Yearly ARPU (\$)

		2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	CAGR (19 - 29)
Ship Design & Construction	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Ship Ownership	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Ship Management	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Operations & Maintenance	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Port Management	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Total	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												

Source: Valour Consultancy

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Table 3.5
The Global Market for Maritime Data Analytics Solution by Purpose
Number of Vessels, Commercial Value (\$m), Monthly & Yearly ARPU (\$)

		2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	CAGR (19 - 29)
Tracking Solutions	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Performance Monitoring	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Performance Optimisation	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Awareness Solutions	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Predictive Maintenance Solutions	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												
Total	Vessels with Solutions Monthly ARPU (\$) Yearly ARPU (\$) Commercial Value (\$)												

Source: Valour Consultancy

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Report Details

129 pages of quantitative and qualitative analysis giving insight

Engaging study of the maritime connectivity and digitalisation marketplace and potential outcomes

Base year (2019) and forecasts to 2029, alongside robust justifications

Full overview of the competitive environment and market trends

Over 30 in-depth profiles of key companies involved in the marketplace

Dedicated analyst time from the author to answer questions you have on the study

PDF report and Excel tables, plus an invite to an exclusive summary webinar

About Valour Consultancy

Valour Consultancy is a UK-based provider of market intelligence services. Founded in 2012, the company has grown rapidly and is renowned for its comprehensive and high-quality research and consultancy services. Having firmly established itself in the aviation space, where many companies rely on its expert insight and analysis, Valour Consultancy has successfully expanded into a number of other markets including, maritime, industrial, drones, police and enterprise body-worn cameras, consumer electronics and more.

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