



Feel Empowered

Business News Sasebo Seminar 2024

Matti Juntunen
Vice President
Sales and Operations, Japan

Image courtesy of
Meyer Turku

Cadmatic has appointed Detlef Schneider as CEO effective from 7 October 2024

- Detlef Schneider brings years of experience in various roles within the engineering software business, having held leadership positions in both privately owned companies and listed corporations within industries closely related to Cadmatic's operations.
- Schneider, from Germany, most recently served as CEO of Allplan, a company within the Nemetschek Group, a global software leader serving the construction industry.
- At the Cadmatic shareholders' meeting, it will be proposed that Jukka Rantala be elected as a member of Cadmatic's Board of Directors.



Cadmatic today

Integrated software solutions for marine, process and building industries:
design, engineering & information management



Marine segment

Market leader in number of new clients and 2nd in turnover:
45% of all active shipyards worldwide use Cadmatic, over **1000** user organizations



Process & Industry

Turnover tripled in last three years.
Acquisition of CLA to offer a wider combined solution to our customers



Buildings

Strong and long-term investment in Finland, Estonia & Sweden

Cadmatic – key highlights 2023



35m€

annual revenue CAGR



>6,000

customers, 60 countries



>340

employees



~20 %

annual revenue CAGR



~40 %

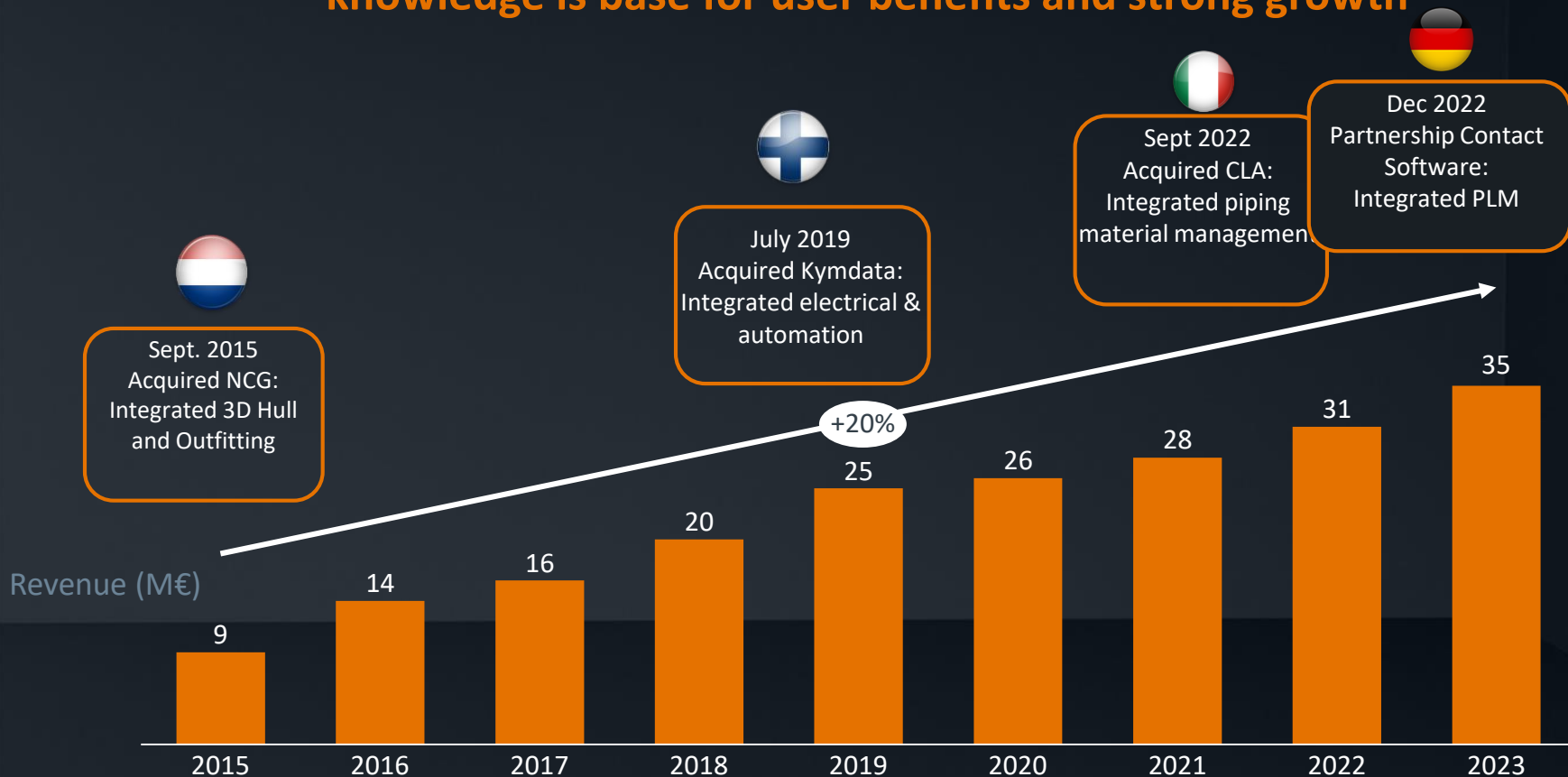
of active shipyards use
Cadmatic software



75%

Equity Ratio / High financial stability

Development of seamlessly integrated product portfolio and high industry knowledge is base for user benefits and strong growth



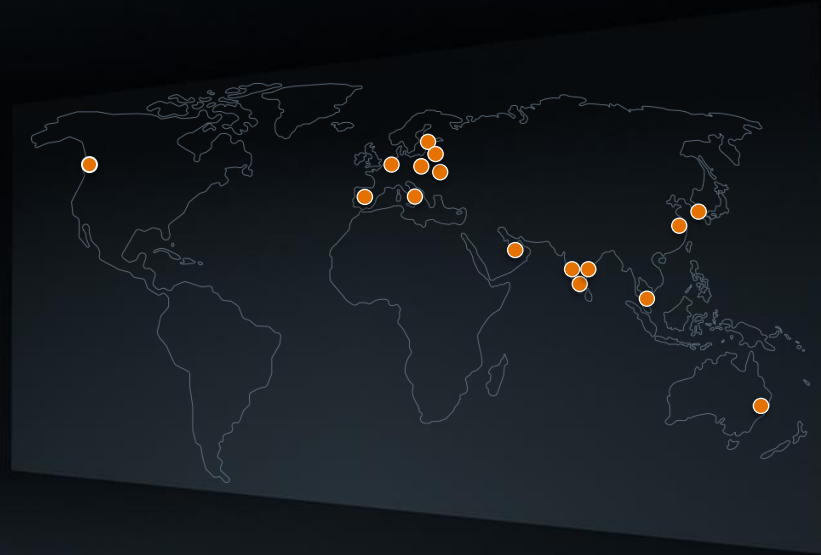
Global sales and customer success network

Offices in **16** countries.

Main sales, support and development centers in Finland (HQ) and the Netherlands.

Other regional offices in Australia, China, Canada, Estonia, Hungary, India, Italy, Japan, Singapore, Spain, South-Korea, Sweden, Poland and United Arab Emirates.

Network of certified resellers and partners in more than 10 countries.



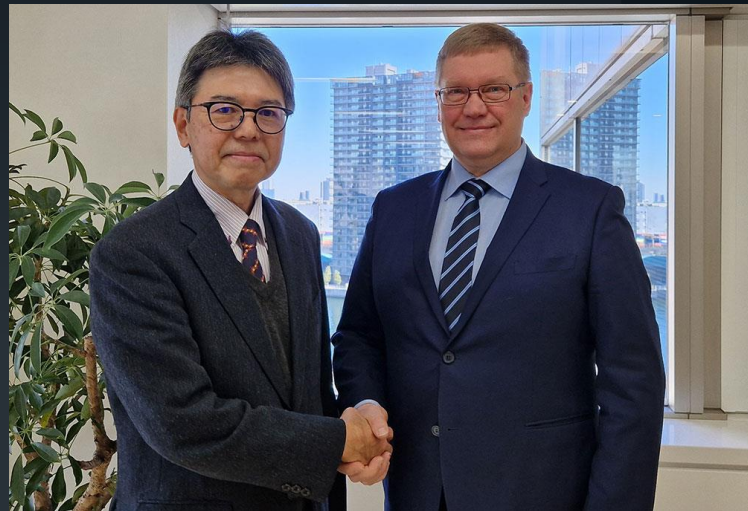
Cadmatic Japan Co., Ltd.

We are happy to inform you that Cadmatic Japan Co., Ltd. has been established to make the Cadmatic presence and support stronger for the Japanese customers

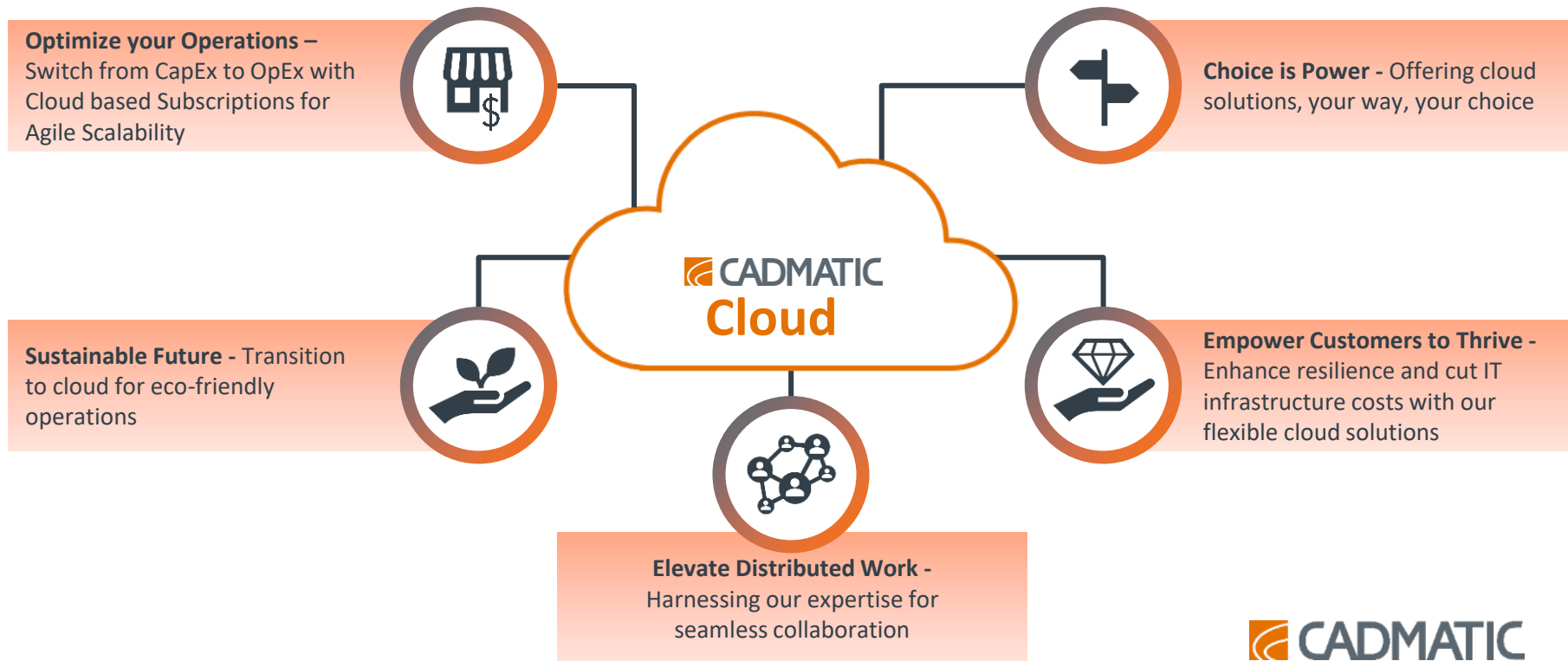
The new company is a joint venture between Cadmatic Oy and the long time Japanese partners NYK Trading and SEA Systems

The staff consists of selected existing workers from NYK Trading and SEA Systems. The board also includes selected members from Cadmatic Oy.

Headquarters: Sasebo
Representation office: Fukuoka



Cadmatic Cloud/SaaS – Empowering our Customers



Forerunner with continuous technological development

- Active involvement in several different groups seeking technological innovations and more productive and efficient shipbuilding
- Continuous and active collaboration not only with shipyards, design offices and ship owners, but also with maritime institutes and universities



Meyer NECOLEAP - Co-Innovation Project Virtual Sea Trial

- **Future sea trials** will consist of both virtual and physical elements.
- **Virtual commissioning** will start as early as possible in the ship-building project, years earlier than current sea trials start.
- **Left-shift testing** lowers the risk of implementing new technologies and saves time and manpower from trials.
- A **unified, distributed, multivendor test environment** for the while shipbuilding ecosystem is to be created in this project.
- **Help us define the future ship commissioning practices, guidelines, and technologies!**





Innovation Action
for call *Computational tools for shipbuilding*
part of call *Clean and competitive solutions for all transport modes*
TOPIC ID: HORIZON-CLS-2022-D5-01-06



SEUS

Smart European Shipbuilding

Estimated total project
cost: 8,5 M EUR
EU Contribution: 7M EUR

joint capacity of SEUS consortium

applied research and innovation



software development



ship design firm and shipyards



SEUS smart platform

research: smart technologies, applied
use cases, research of implications,
knowledge management

computational tools: development,
integration and implementation

identification of gaps in processes in
shipbuilding and potential to fill these

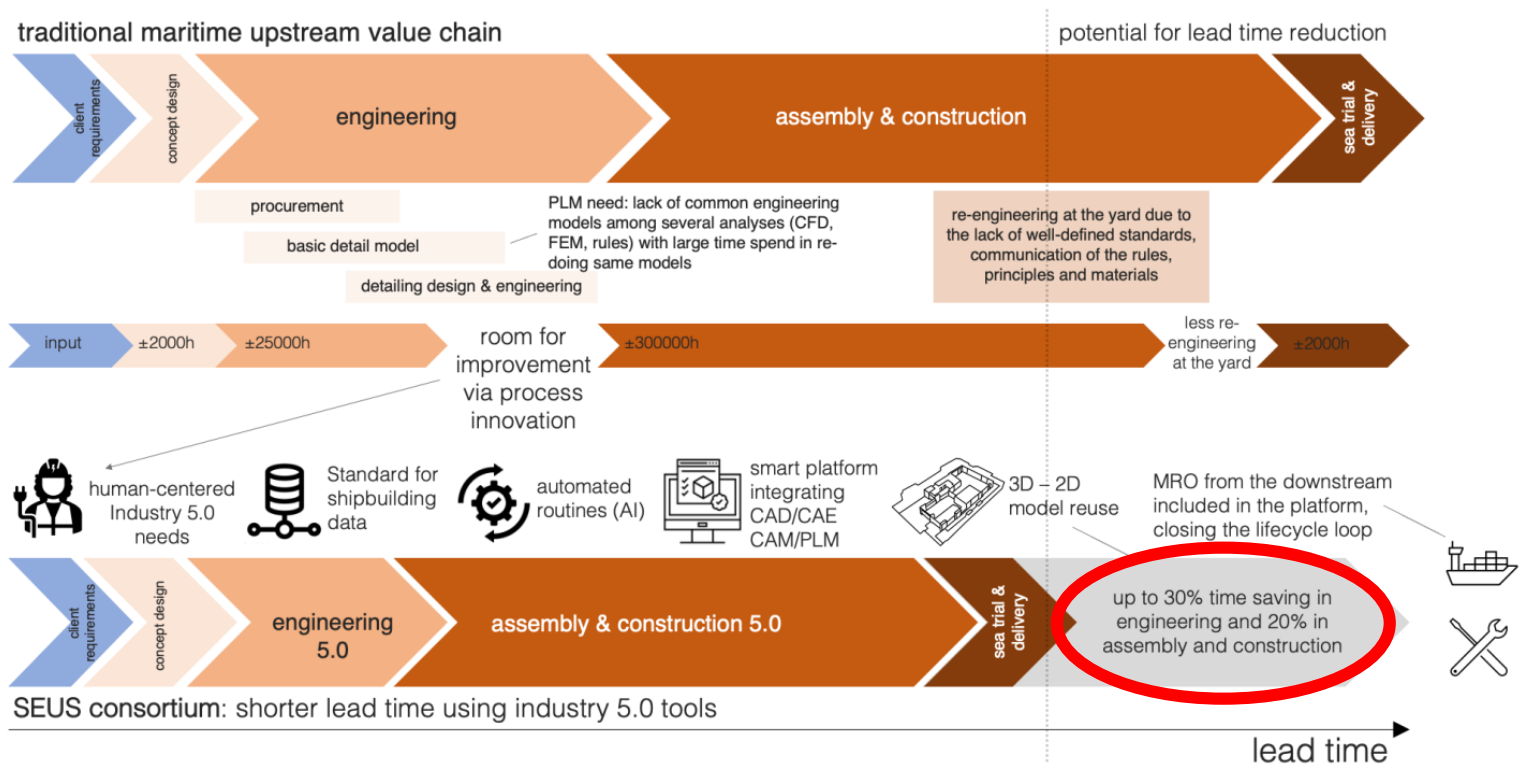
metrics from applied
research in
shipbuilding

new business cases
for the software
developed

short lead time
during design,
engineering and
construction



SEUS project ambition to impact shipbuilding industry with development of computational tools



Partnership for digital shipyard innovation – 18.1.2024

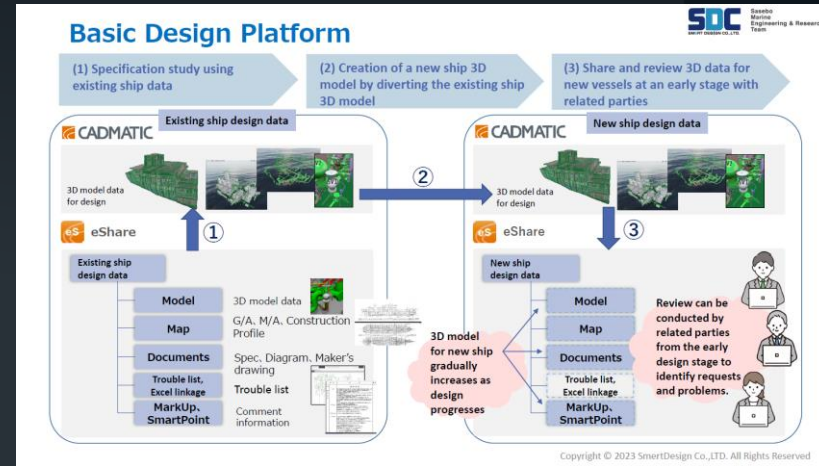
- HD Hyundai Heavy Industries, NAPA, and Cadmatic collaborate to digitalize ship design and construction.
- Next-generation ship design and information management solution with embedded PLM
- Goal: Create a "digital shipyard" with smart data and digital twins for efficient design, production, and ongoing ship monitoring.
- Expected outcomes: Shorter timelines, lower costs, higher quality in complex shipbuilding projects.



From left to right, Mikko Kuosa (NAPA CEO), Seung-Ho Jeon (HD Hyundai Heavy Industries CTO), and Jukka Rantala (Cadmatic CEO).

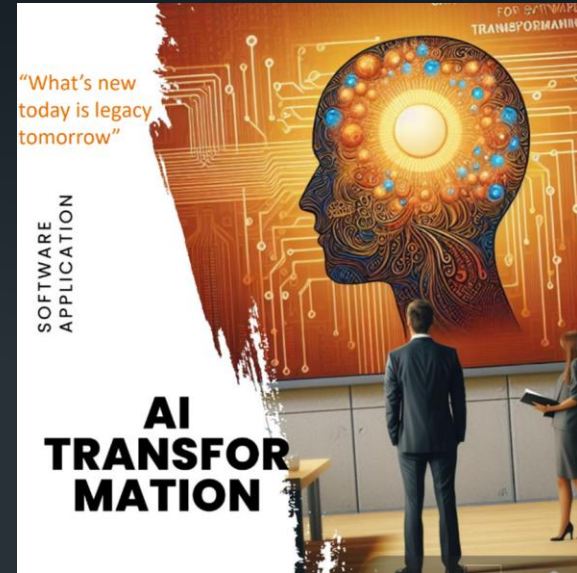
Ship Design Streamlining Project by Front Loading

- Nippon Yusen Kabushiki Kaisha (NYK) and its group company MTI Co., Ltd. (MTI), in collaboration with Smert Design Co. Ltd. (SDC), have launched a trial to utilize 3D models in the initial design phase of ship construction.
- In this trial, as part of the joint research project "**Ship Design Streamlining Project by Front Loading**," the three companies will implement the "**Basic Design Platform**" into the ship design software CADMATIC and use it to design an LPG tanker for Kyoei Tanker Co., Ltd. to be built by Murakami Hide Shipbuilding Co., Ltd.
- [NYK Group Launches Trial to Utilize 3D Models in Design of New LPG Tanker | NYK Line](#)



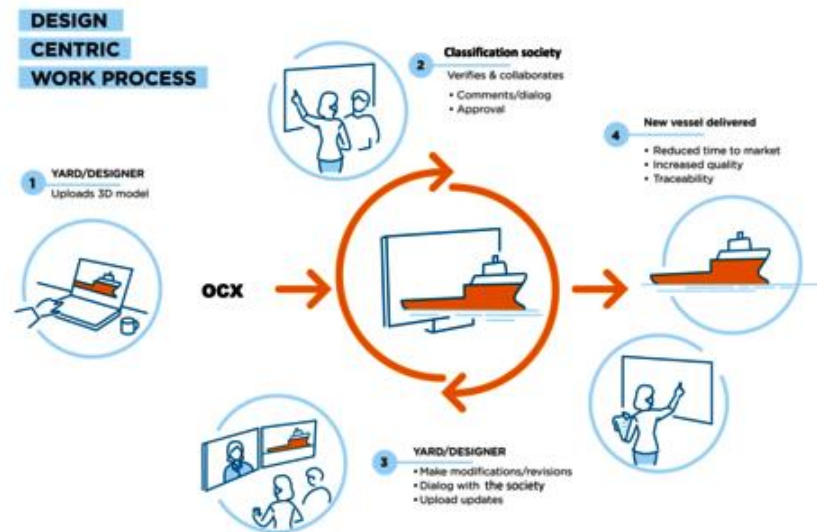
Formation of dedicated AI Unit at Cadmatic

- The AI Unit at Cadmatic focuses on developing innovative AI features. Their efforts also include researching emerging AI technologies, collaborating with external organizations and ensuring ethical AI practices.
- The unit, led by Madalina Florean as the Director of AI, oversees the responsible use of AI tools across the company.



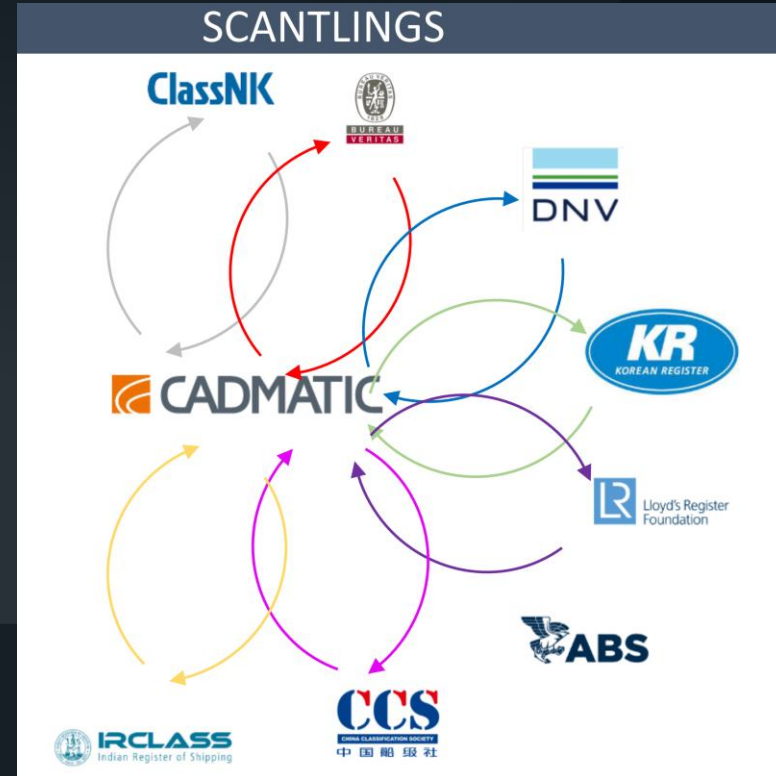
OCX initiative

- Cadmatic started as an observer and later changed to a full member
- Active participation in the OCX-IF test rounds and shaping the OCX format
- Currently is developing a possibility to compare 3D models in Cadmatic native model with OCX 3D model



OCX interface from the Hull Design applications

- Export and import interface under continuous development, currently in testing by several customers
- Updated according to changes in the OCX and new releases of the software
- Includes topology of construction elements. Lately rising concerns about reducing the level of topology due to changes in the format



Some of the latest new clients,
in total 114 new clients during 2023 and 2024



Cochin Shipyard, India

Implemented CADMATIC in summer 2023 and currently doing 1st project

- Incorporated in the year 1972 as a fully owned Government of India company. In the last three decades the company has emerged as a forerunner in the Indian Shipbuilding & Ship repair industry. This yard can build and repair the largest vessels in India.
- Selected CADMATIC due to current software becoming out-of-date and wanted to invest in modern, future oriented and shipbuilding-specific software



COCHIN SHIPYARD LIMITED

Fincantieri Bay, USA

Implemented CADMATIC completed package in spring 2023

- Specialist in the construction, repair, and conversion of Coast Guard and commercial vessels including ATBs and OSVs. FBS is building the two largest LNG bunker barges ever built in the United States.
- 1st CADMATIC projects ongoing currently
- Concurrent engineering with the design offices in Europe



Jong Shyn Shipbuilding, Taiwan

Implemented CADMATIC Hull in summer 2023

- Largest private shipbuilder in Taiwan
- Specialized in building Navy-vessels, also tugboats, ferries fishing boats and tankers
- Selected CADMATIC after detail comparison with two other softwares



Freighter



Frigate



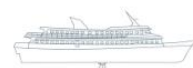
Tugboat



Shuttle Boat



Fishing Boat



Ferry



Yacht



Special Ships



Oil Tanker



Research Vessel



Land-based Engineering

Coast Guard of Canada

Implemented CADMATIC Outfitting and Laser Scan Module to implement a 3D scan to CAD workflow

- Reduced data acquisition time
 - Enhanced design work
 - Improved visualization of systems design
- => Improvement in project turnaround times



Tsuneishi (Timor) Shipbuilding, Unipessoal, Lda. (TTS)

- New Cadmatic user site inside Tsuneishi Group in Timor-Leste
- Training for Cadmatic software took place on site in June 2024



Digital Wave Forum 2025

(formerly known as the Marine Users' Meeting)

- Date: 21-22 May 2025 (Get-together on the evening of May 20)
- Location: Avinguda de Joan Miró, 21, Ponent, 07014 Palma, Illes Balears, Spain
- Focus: Digitalization in shipbuilding (AI, CADMATIC Wave, CADMATIC eShare)



A man with a beard, wearing an orange hard hat and a grey suit jacket over a light blue shirt, is shown in profile from the chest up. He is holding a tablet computer in his left hand and looking upwards and to the right. The background is a composite image of a shipyard at dusk or dawn. On the left, a large cruise ship is docked. In the center and right, there are industrial structures, including tall smokestacks and cranes, with a warm, golden light source behind them creating a lens flare effect.

Feel Empowered



CADMATIC Data-driven
Shipbuilding
Solution supports
your DX