

With you all the way

1:150

Trends in RoPax

Trends in new ordered RoPax - Possibilities for operators and ports



Date

Client

OSK Group
Signature

Agenda

On-board Revenue

Fast changing Interior Concept

Port turnaround

More focus on the total port operation/turn

China

Find the right balance - Local / Global materials

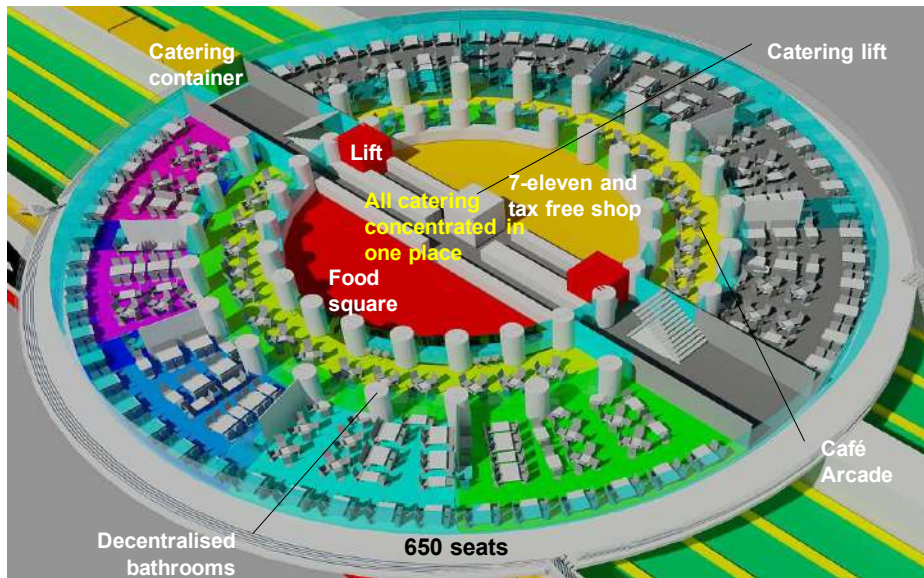
Trends in Interior design



What's next?

- Air seat concept on-board Gotland newbuilding
- Uncomfortable seating
- 3D print

Flexibility in design



- **Variation on demand**
- Winter/Summer
 - Possibility for closing off part of vessel
 - Reduction of minimum safe manning
- Flexibility in flow onboard
 - Cleaning when vessel in operation
- Flexibility in flow onboard
 - Cleaning when vessel in operation
- Uncomfortable seating
 - Moving is spending

Fast changing interior / What?



Food market

Fast changing interior / What?



Iglo bar

Fast changing interior / Why?



Lot's of possibilities

Possibility to change fast

- Gives customers a new experience
- Themes based on customer surveys, social medias etc.
- On board spending increases with new adventures
- Keep the basic structures and change only the visible parts
- Use printing techniques and cheap materials
- Ceiling stays – but modules changes
- Flooring system to include water and waste connection points
- Use of LED for fast change of light settings

Trends in Interior design



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Fast changing interior design



The base installation

- Social medias
- Modules – the model
- Foils on walls
- Printed carpets
- Furniture

Fast changing interior design



Ideas for concepts - the calendar

- Winter wonderland
- Festivals (rock cruise)
- Farmers market
- Asian cousin

More focus on port operations



Money well spend

- Customers experience the time from check in to port exit.
- Manoeuvring
- Auto mooring
- Port congestion
- Simulation of port and vessel
- Wider lanes for fast loading and unloading
- Self-explanatory deck layout
- No hidden corners / good visibility



More focus on port operations



Money well spend

- 3 minutes in port equals 3% fuel on 3 hours crossing of 26 knots
- Think the full picture
- Evaluate the business plan

China / Find the right balance



Why China

- Excellent Price for reasonable quality
- Gotland have been sailing for nearly 20 years
- Moby have been sailing for nearly 20 years (Korea)
- Select the right combination of local and global suppliers
- Wet units and Steel
- Piping and installation
- Supervisors are required.



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Thank you

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