

# Finnpilot Pilotage Ltd

Finnish Pilotage Company

31.5.2018



FINNPILOT





## About Finnpilot

- 450 000 nm of piloting annually on Finnish fairways
- We facilitate traffic between 62 ports and 42 pilot boarding grounds
- Operating environment consists of the world's most challenging fairways
- Our pilots operate on all kinds of vessels
- **Our service covers 32% of ships' fairway passages in Finland**
  - **Over 90% non-Finnish flag**
- ~150 captains work in the company
- Number of employees 330 (in the end of 2017)

# Our customers

- We serve 32% of the vessels visiting Finnish ports.
- While many of our customers originate in Finland, our primary customers are foreign vessels, since they are unfamiliar with the shallow Finnish fairways and harsh winter conditions.
- According to our customer survey, customer satisfaction has been high for years, also in 2017.
- On a scale of 1 to 7, the shipowners, ship brokers and other stakeholders on shore gave Finnish pilotage services a rating of 6 and shipmasters gave an even higher rating of 6.8.



Our customers come in all shapes and sizes.

# Pilotage areas

Finland is divided into six pilotage areas.

- 1) **Perämeri:** Ilkka Sipilä
- 2) **Selkämeri:** Klaus Kauko
- 3) **Saaristomeri:** Ari Saari
- 4) **Helsinki:** Jukka Ketonen
- 5) **Kotka:** Matti Martikainen
- 6) **Saimaa:** Pasi Paldanius

Finnpilot Pilotage Ltd has 21 pilot stations (marked with the pilot flag on the map).

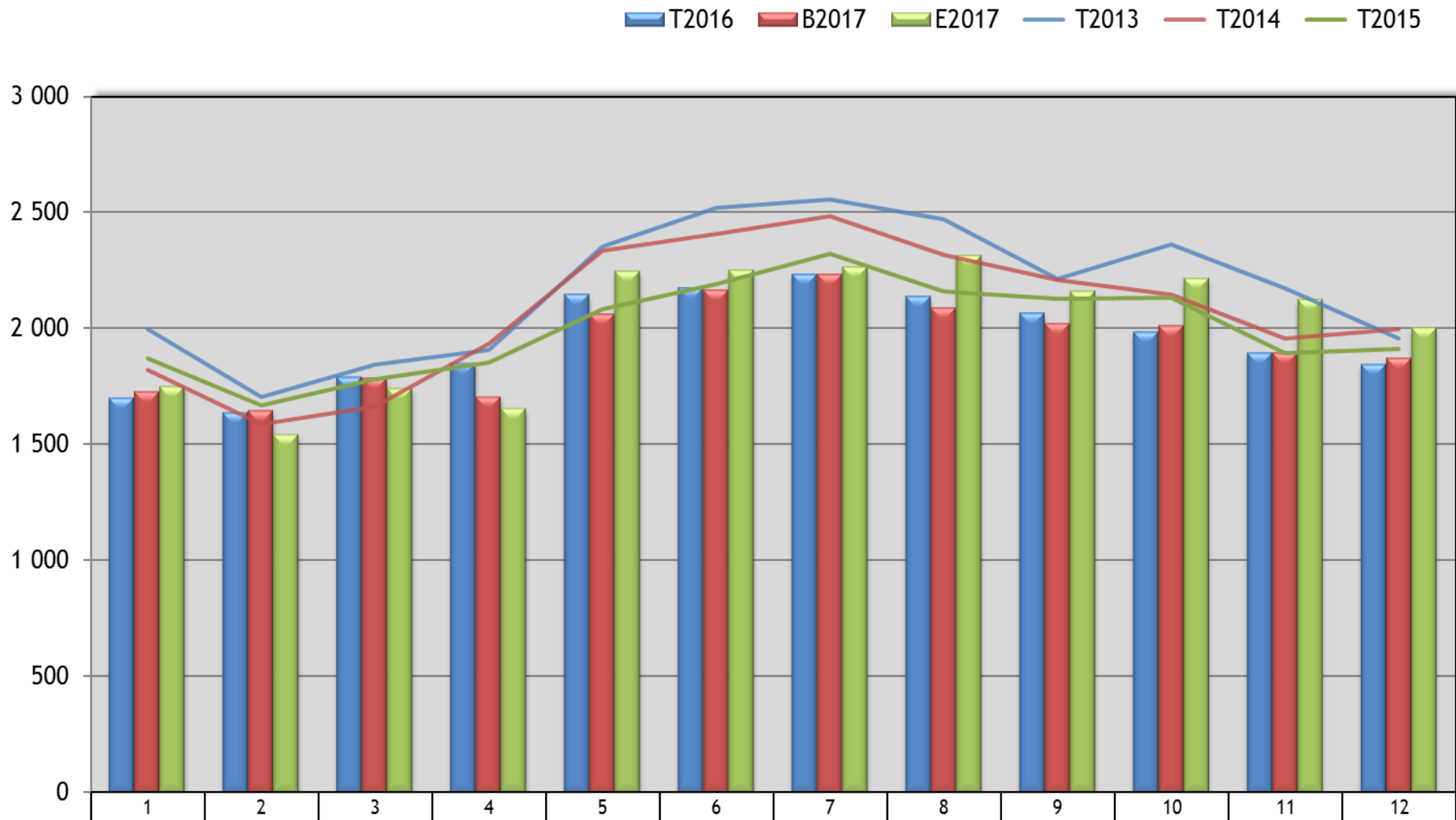




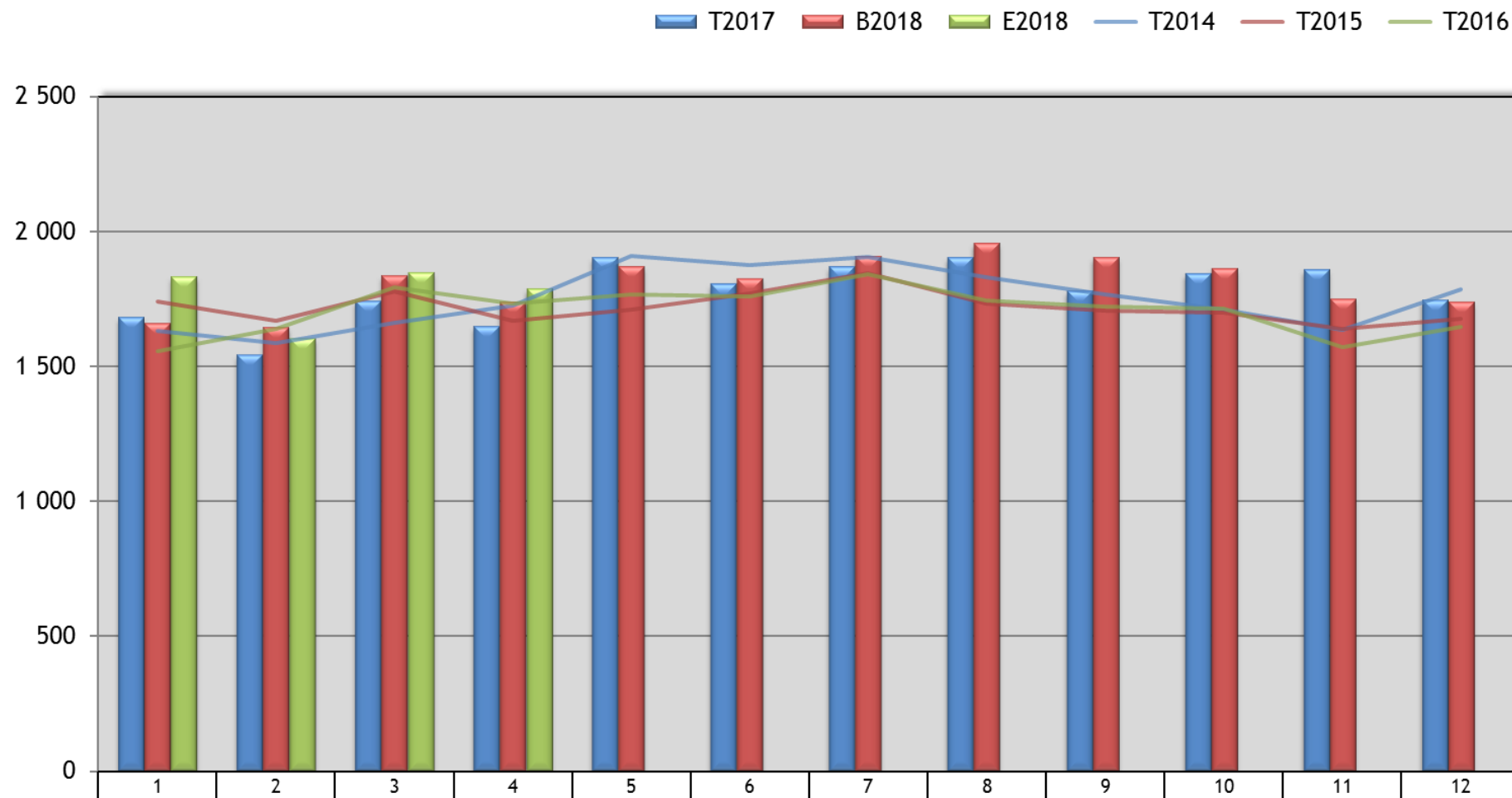
## Finnpilot's Key Figures in 2017

- 24,261 pilotage assignments
- 459,671 nautical miles
- Turnover of 38.1 million euro
- Operating profit of 2.6 million euro
- Profit of 2,2 million euro for the financial year
- Personnel: 330 pilotage professionals
- Service performance: Goals met in 99.9% of the assignments
- Pilot cutters 33
- Fast pilot boats 30

# Pilotage 2013-2017



# Pilotage 2013-2018





# Pilots, cutter drivers and pilot dispatchers

In the end of 2017

- 143 pilots
- 141 cutter drivers
- 18 pilot dispatchers

Finnpilot Academy work 2018 ->

- Training modules
- Internal training
- Training providers

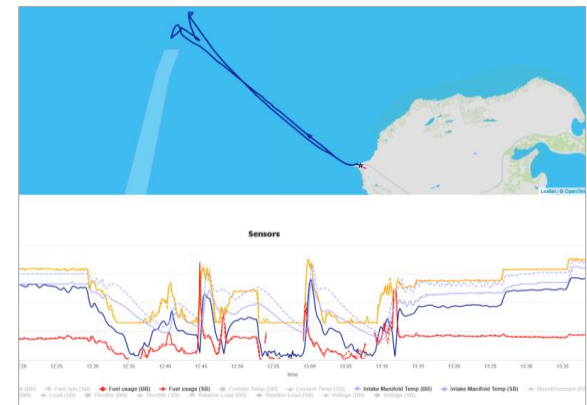
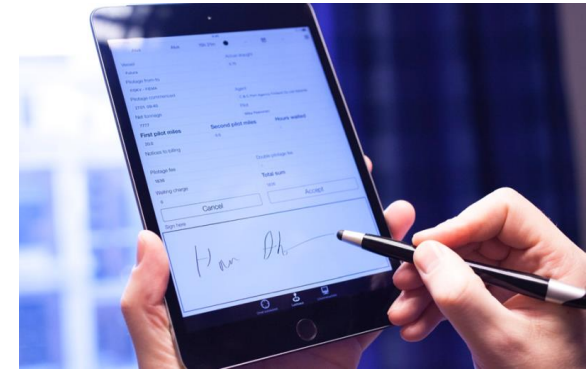



## Since last meeting...

- Pilotage Act being revised
- New regulation on pilot boarding positions and piloted fairways

# Digitalization of Pilotage

- mPilot, digitalized pilotage process (Apple's international reference)
- Transas Pilot Pro (with its integrations)
- Pilot Online, digitalized mobile pilotage order process
- Situational awareness views; [www.finnpilot.fi](http://www.finnpilot.fi) and internal
- Fleet Management IoT, analysis tools and metrics for own fleets' engine and spatial data
- AISLab - AIS-data analysis tools
- Portnet & IBNext integrations
- Networks and ecosystems:
  - ITS Finland network
  - One Sea Ecosystem





Thank You for Your Attention