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OceanScore

ESI Methodology Change Webinar

October 2026

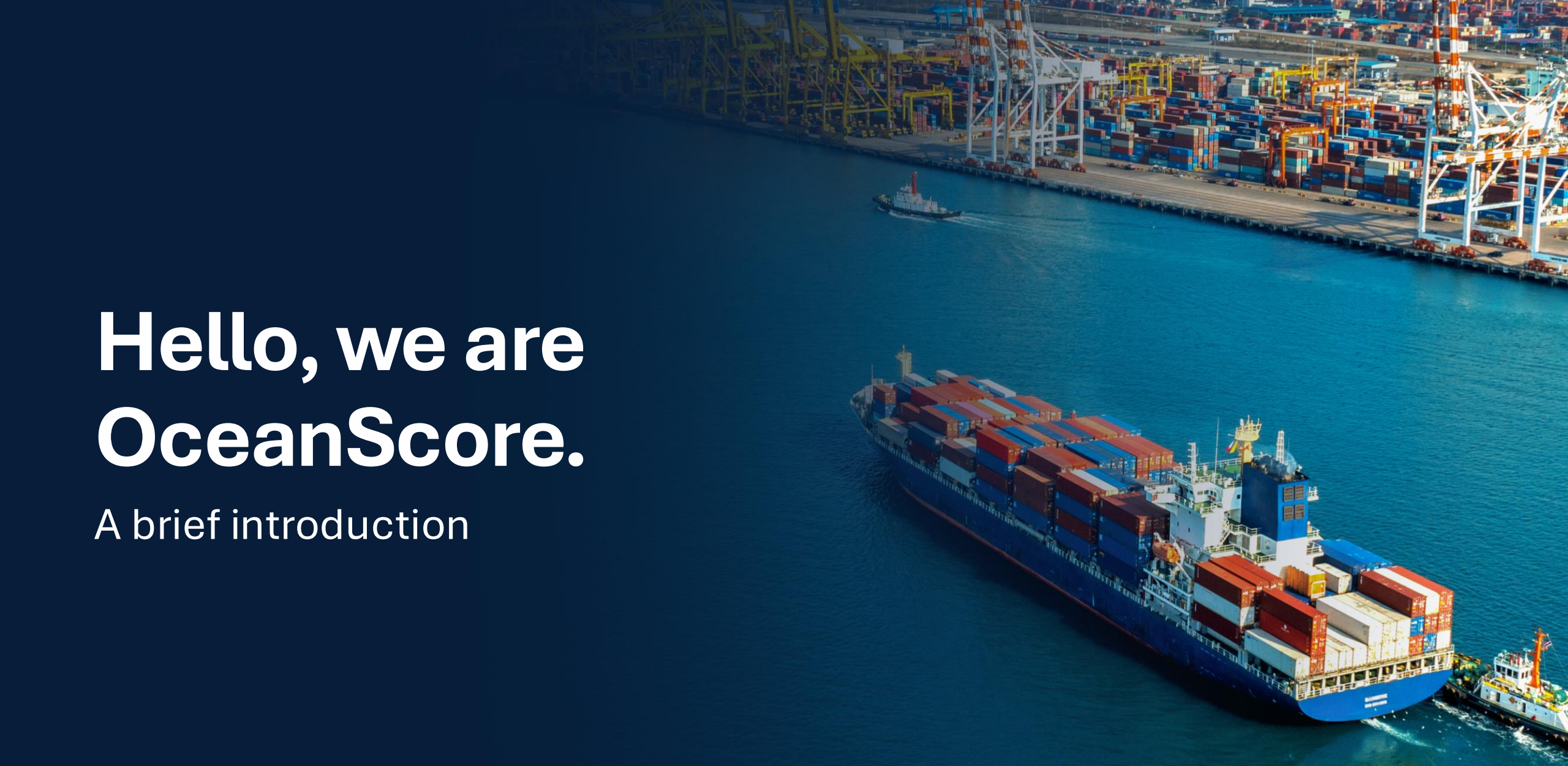


Agenda

- Hello, we are OceanScore
- Looking back: A year of collective success
- Newsworthy: Final updates on ESI 2.0
- How ports approached ESI 2.0
- Looking forward: Vision for 2027
- Summary
- Q & A

Hello, we are OceanScore.

A brief introduction



OceanScore at a glance

Serving shipping and ports with tailored solutions

Our Team

40+ with **deep technical and commercial expertise in maritime**. Germany, Greece, Singapore, Japan, Poland and Portugal. Serving maritime since 2022, growing quickly.

Our Solutions

From an incentive scheme management hub and an intelligence platform for ports, to software supporting the commercial handling of regulation for shipping, and other data solutions for maritime finance – **we're serving more than 100 customers** in these three verticals.

Our Backers

Leading industry players (MSC, Doehle, Nordic Ship-management, Portline, Stolt), investors (the DOCK, Motion Ventures) and individuals. Seed Round in 2023, Series A in 2024.

OceanScore connects data and workflows for >8.000 vessels

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A year of collective success

Looking back



What we have achieved together

A busy year for IAPH, OceanScore and global frontrunning ports







Some noteworthy successes include ...

- Implementation of new ESI 2.0 methodology with 90% adoption rate for current fleets
- Dedicated webinars for shipping and ports
- Data-based support initiative for ports on 2.0
- Contractual party adjustments to OceanScore
- +150 verifications in just 2 months through new ship verification program

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Over the past 10 months, we've been supporting ports getting ready for ESI 2.0.

Final updates on ESI 2.0

What’s new



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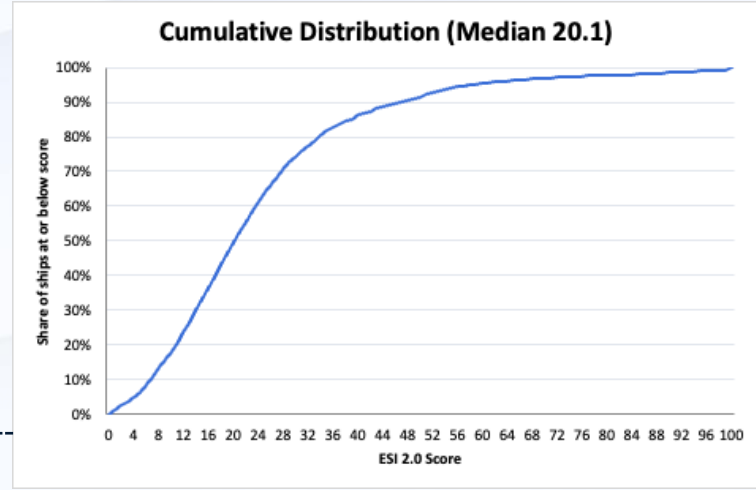
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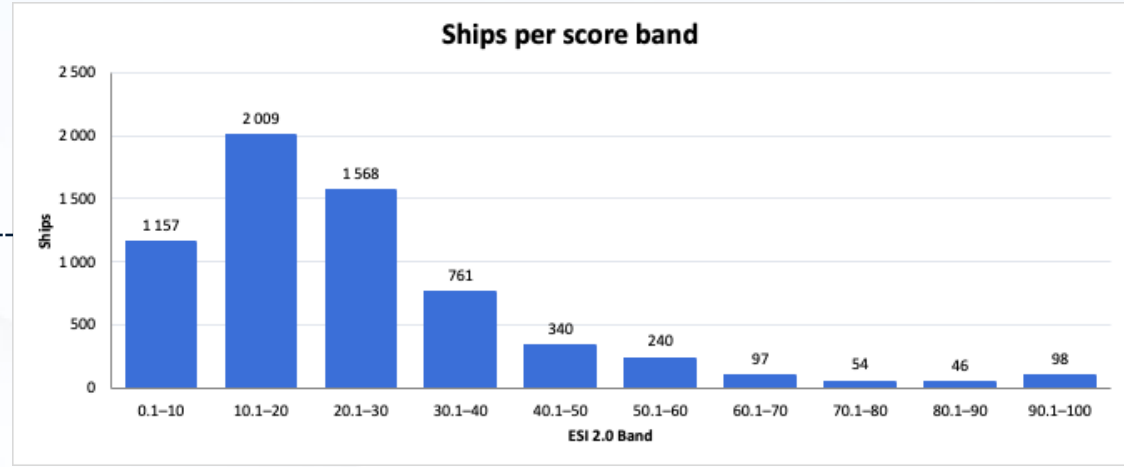
ESI 2.0 - Final Adjustments

Methodology Updates

- Incentive Receivers can now benefit from NOx Scores even when BDNs are not submitted
- Solar Panels moved to Innovation
- Ethanol was added to the Fuels list
- These changes produced minimal effect in the distribution of Scores but retain the possibilities offered in ESI 1.0

How do the scores look like?





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ESI 2.0 - Final Adjustments



What about ships without 2025 Data?

From now until December 31st the IRs that had ships added to ESI during 2026 (without 2025 data) can now add the operational information that pertains to the periods in scope

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Case Story #1:
Port of Gothenburg

How ports approached ESI 2.0



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Port of Gothenburg (Sweden), ESI member since 2015

Gateway port to the Nordic with all vessel segments represented



Annual vessel calls
~6000

Main vessel segments
Container, RoRo, Liquid bulk

Key environmental priorities
Climate, air/water, biodiversity

Role of ESI
An easy way to provide environmental incentives that align with other ports around the world.

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Before ESI 2.0, our incentive program looked like this …



- Introduced new incentives based on index in 2015
- To avoid internal workload – let the index make the calculations
- To secure the direction of the index – through involvement in the Board of the index
- Stable, steady and predictable – kept same level for ten years
- 10% discount for vessels with >30 points
- Same for all segments and all calls
- Costs have risen slightly year by year as scores have increased

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Our journey towards ESI 2.0 was defined by …



- Aiming for continued stability and predictability
- Wanting similar share of discounted vessels
- Simplest choice – change limit from 30 to 20 points
- Keep 10% discount – same for all segments and all calls
- Analyzed the expected outcome with help of OceanScore
- Based on statistics of 2025/26 port calls
- ~50-70 vessels will loose their discount
- ~50-70 vessels will gain a discount
- Slightly lowered cost – back to previous levels
- Reasonable and valid change – in line with purpose

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Key learnings and recommendations to other ports



- The port shall not choose which specific vessels to discount – the environmental performance should decide
- The index provides a neutral third-party evaluation and secures a fair system
- The main purpose of using an index is to let the index do the work
- Let the complexity be handled within the index
- Keep your end as simple and straightforward as possible
- One ports discount does not make a difference, but when many ports do the same it works

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Case Story #2: Port of Yokohama

How other ports approached ESI 2.0



ESI Methodology Change IPs

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Message from Port of Yokohama, ESI member since 2017

Hello, Incentive providers,

The City of Yokohama Port and Harbor Bureau hopes that the ESI program, operated by IAPH and OceanScore, will continue to be a system supported by shipping companies and ports around the world.

To achieve this goal, we have held internal discussions based on various information provided by OceanScore members and have decided to adjust the score thresholds.

We hope our decision will serve as a useful reference for many incentive providers. I wish this webinar every success.

Hitoshi NAKAMURA
Director for Carbon Neutral Port Promotion
City of Yokohama Port and Harbor Bureau

Before ESI 2.0, our incentive program looked like this ...

Using ESI to encourage environmentally performing vessels to call at Yokohama



ESI incentive scheme since 2017

- Port of Yokohama has participated in ESI since **2017**
- Vessels with an **ESI score of 30 or higher** qualified
- Eligible vessels received a reduction equivalent to **15% of the port entry fee**
- **Objective:** encourage calls by environmentally performing vessels

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Our journey towards ESI 2.0 was defined by …

Using fleet and port-call data to understand the impact of the new methodology

1. Compare the score distributions

5,738 participating vessels analysed

ESI 1.0 median: **~33**
ESI 2.0 median: **~21.5**

The new methodology generally produces lower numerical scores.

2. Test the impact on Yokohama's incentive scheme

781 vessels received incentives previously

Threshold 20 → **634 vessels (~80%) remain eligible**

Threshold 30 → **265 vessels (~34%) remain eligible**

Takeaway: A threshold of 20 covers approximately 80% of the vessels that received incentives in the previous year.

Characteristics of our new ESI 2.0 incentive scheme

	ESI 1.0	ESI 2.0
Qualifying threshold	≥30 points	≥20 points
Incentive	15% equivalent reduction in port entry fee	15% equivalent reduction in port entry fee
Effective	Current scheme	1 January 2027
Objective	Encourage calls by environmentally performing vessels	Continue providing incentives to approximately the same proportion of environmentally performing vessels

PORT OF TALLINN

Case Story #3: Port of Tallinn

How other ports approached ESI 2.0









ESI Score Thresholds in the Baltic Sea Region

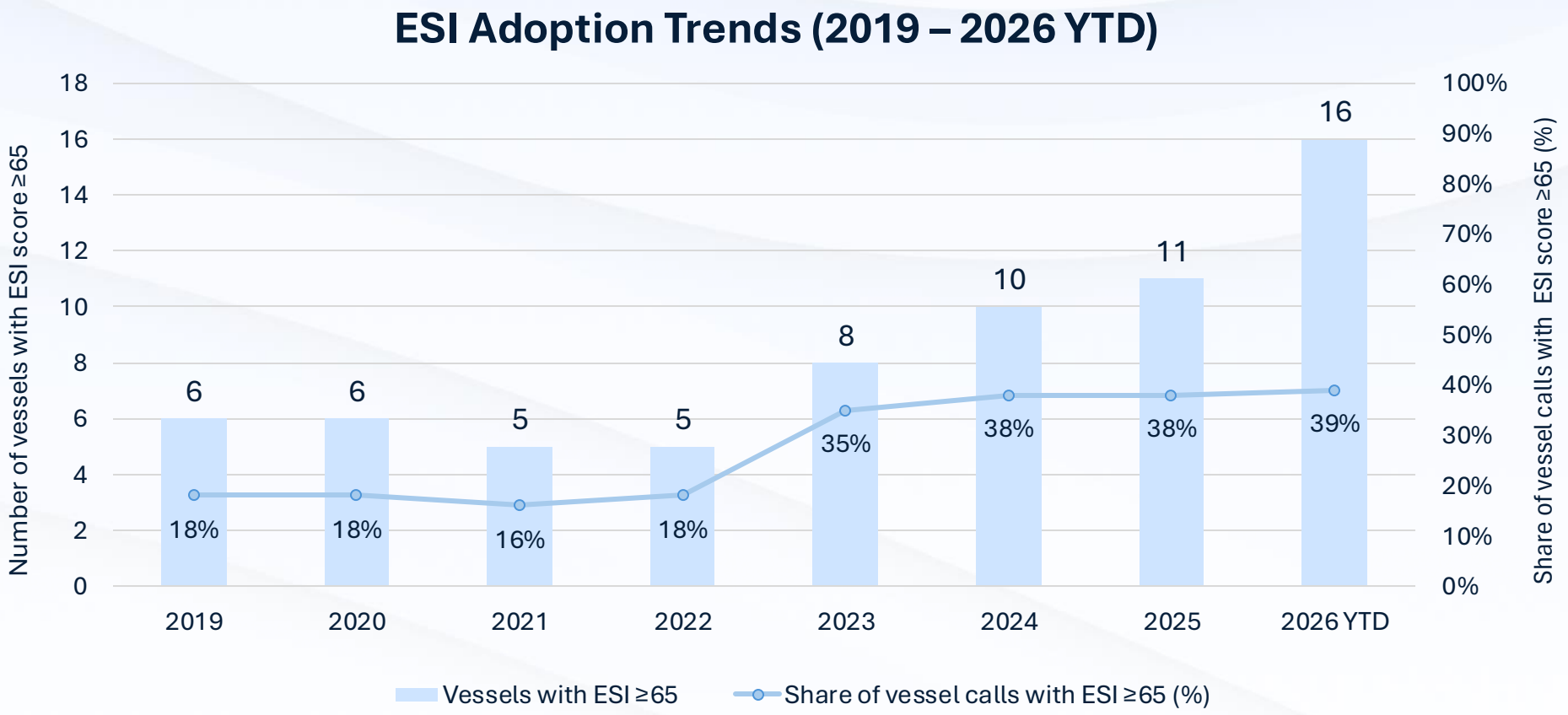


Map Assisted by Artificial Intelligence

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ESI 1.0 – Incentive Scheme and Adoption Trends

Port of Tallinn



ESI Based Tonnate Charge Discounts

65–79.9

8%

ESI ≥80

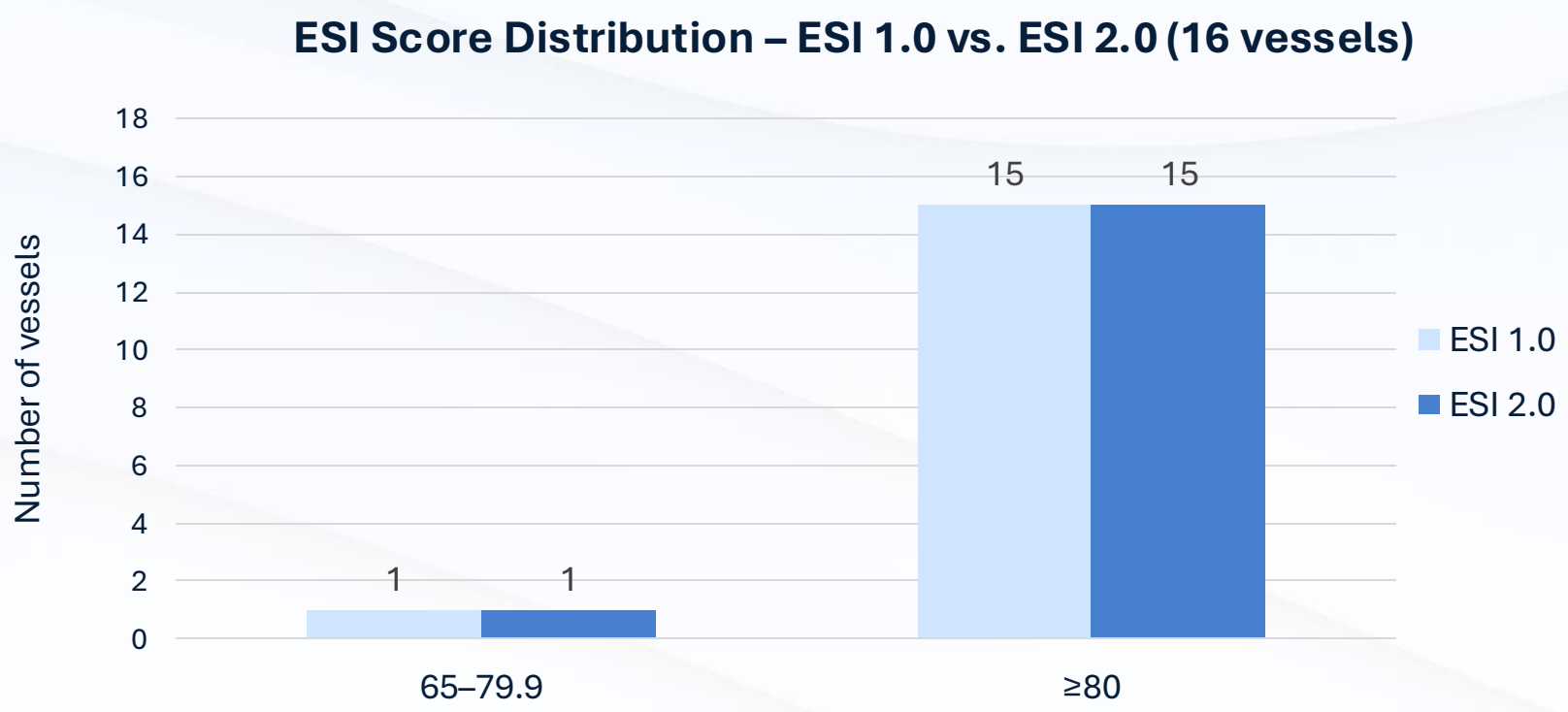
14%

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ESI 2.0 – Impact Assessment and Incentive Scheme

Port of Tallinn

Existing incentive thresholds and discount rates will remain unchanged



↑ **1**

Higher Category

65-79,9 → ≥80

↑ **1**

Lower Category

≥80 → 65-79,9

→ **14**

Lower Category

14 remained in ≥80

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Key learnings and recommendations to other ports

Port of Tallinn

Participation Is Concentrated

A relatively small number of high-scoring vessels account for a substantial share of port calls

Methodology Changes Do Not Necessarily Require New Incentives

Our ESI 2.0 assessment showed no significant change in vessel eligibility, allowing us to retain existing thresholds and discounts

Recommendations

Maintain existing ESI thresholds and discounts if ESI 2.0 does not significantly affect vessel scores

Where possible, align ESI discount thresholds with ports sharing regular vessel traffic (e.g. Tallinn–Helsinki)



Case Story #4: Oslo Havn KF

How ports approached ESI 2.0

Port of Oslo Havn KF, ESI member since 2026

Main segments: Cruise, container, bulk, international ferries, tanker and chemical tankers



Annual vessel calls
Approx. 3120

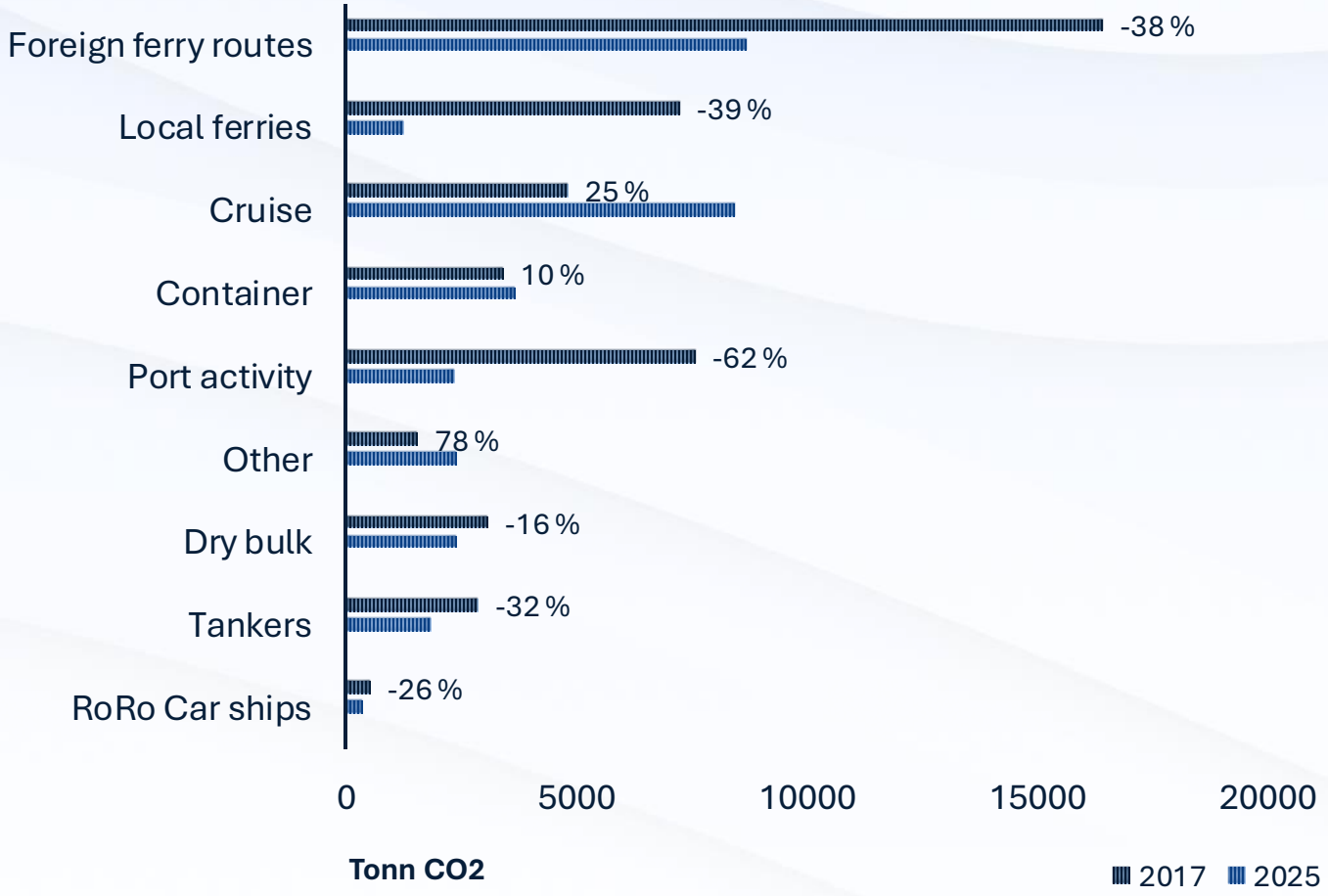
Main vessel segments
Container, ferries and tanker

Key environmental priorities
85 % Co2 reduction before 2030
Zero emissions in 2050

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Before ESI 2.0, our incentive program looked like this …



What:

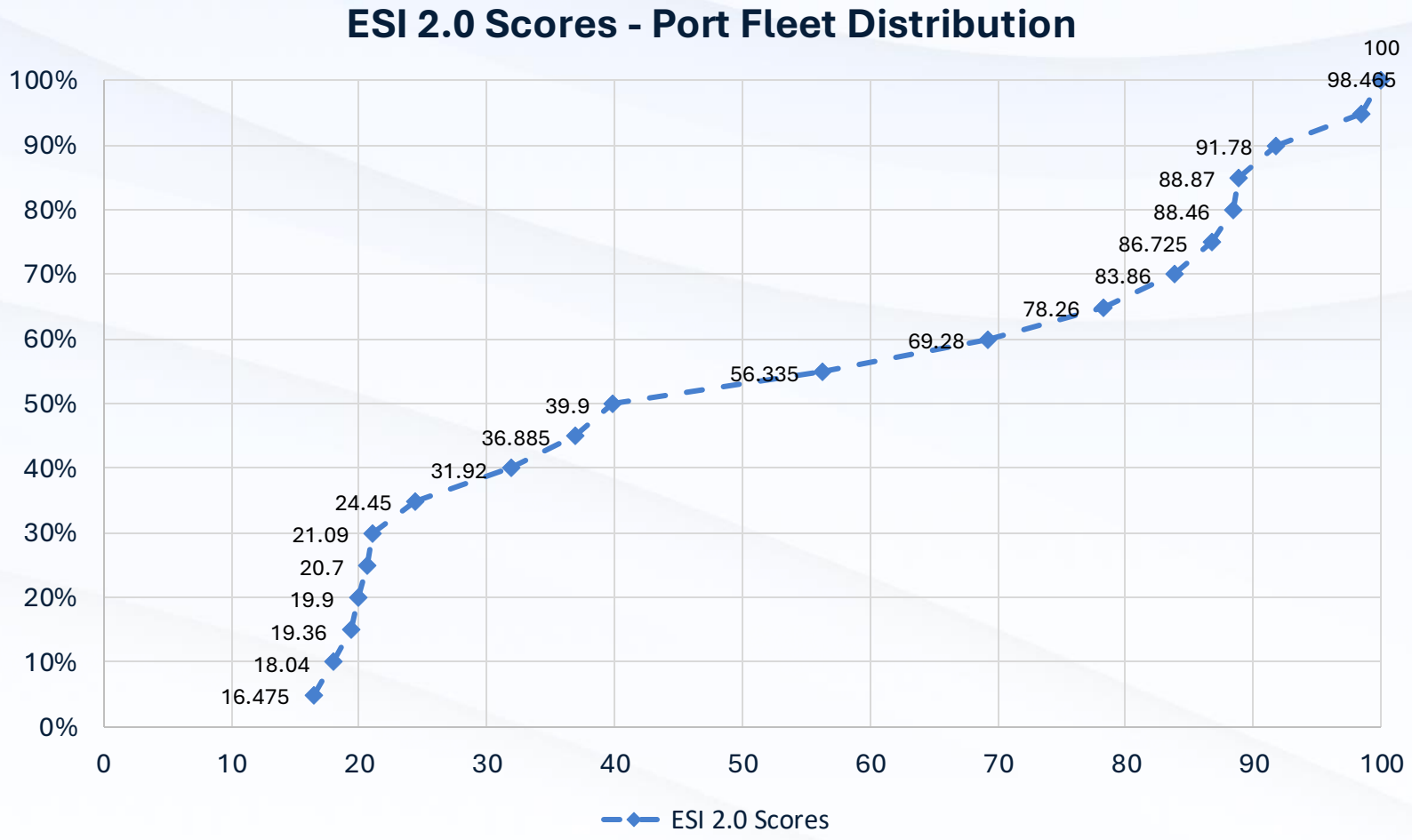
ESI 1.0 Port fee reductions for zero emission vessels. Double port fee for no OPS connection, if able to connect

Why:

Climate budget and reporting to the city

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Our journey towards ESI 2.0 was defined by …



What:

New scoring method, not the vessels

How:

- Analysis of curent vessels in coming to the port
- Balancing the incentives for additional environmental vessels coming to the port of Oslo
- Involment from Harbour Master, Commercial Department, Environmental Section and CEO

Characteristics of our new ESI 2.0 incentive scheme

IMO Numbers	GHG Score	NOx Score	SOx Score	Innovation Score	ESI 2.0 Score	Attention	ESI 1.0	Difference
9904053	5	51,3	26,3	0	82,6		82,5	0,1
9904041	5	51,3	32,6	0	88,9		84,7	4,2
9371878	10	0	26,3	0	36,3		35,9	0,4
9508110	0	0	19,3	0	19,3	x	46,4	-27,1
9983968	15	26,8	26,1	0	67,9		77	-9,1
9771456	5	6,6	17,4	0	29	x	56	-27
9739812	5	52,3	30,2	0	87,5		96	-8,5
9818280	5	57	36,8	0	98,8		98	0,8
9890599	5	57,1	30	0	92,1		95	-2,9
9391000	0	0	16,4	0	16,4	x	41	-24,6
9854466	0	2	15,9	0	17,9	x	55	-37,1
9816529	0	60,5	23,9	0	84,4			
9852004	5	8,7	23,9	0	37,6		63	-25,4
9428085	0	0	10	0	10		26	-16
9706437	0	5,6	15,1	0	20,7	x	41	-20,3
9854478	0	2	17,7	0	19,7	x	54,8	-35,1
9909651	20	11,8	38,4	0	70,2			
9909649	15	59,2	38	0	100			
9722405	5	51,4	32,3	0	88,7			
9507350	0	20,7	21,5	0	42,2			
9911472	0	0	22	0	22	x	29,6	-7,6
9287766	0	0	20,7	0	20,7	x	38,4	-17,7
							Average difference	**-14,876471**

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Central learnings and recommendations to other ports



- Can ESI 2.0 help you towards your **emissions reduction goals?**
- What will the customer **accept?**
- Difference in vessels from **year to year.**

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Case Story #5:
HAROPA PORT

How ports approached ESI 2.0



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HAROPA PORT, ESI member since 2009

Founding member of the ESI, applying the index since 2012

Annual Vessel Calls

450

Eligible calls in 2021, out of 7, 239 in total



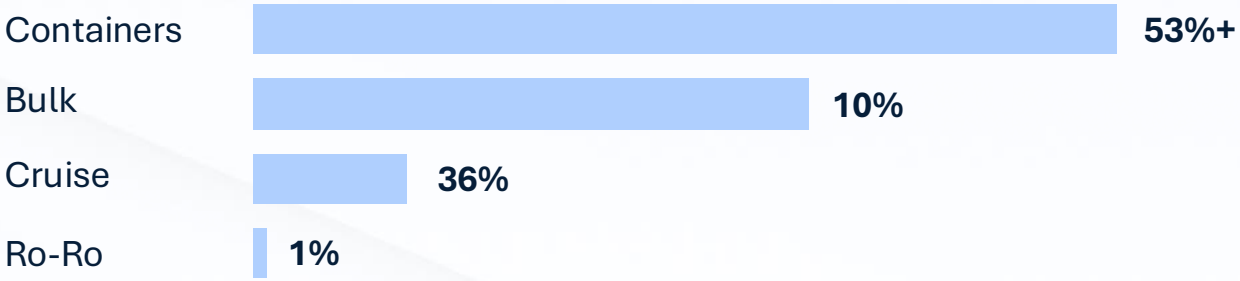
Key environmental priorities

- Fuel EU Maritime compliant ;
- Clydebank declaration compliant;
- French Low Carbon Strategy compliant;
- Create a low carbon ecosystem and industry.

Role of ESI

- Tool in our environmental and commercial policy;
- Participate to our Green Shipping Corridor; Encourage high-performing vessels to call at our port;
- Encourage innovation and decarbonisation of maritime transport. (wind power...).

Main vessel segments



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Our journey towards ESI 2.0 was defined by ...

1

Define the Tiers

Tier thresholds are currently being defined

2

Board Validation

The proposed tiers are validated by the board

3

Customer Briefing

B2B sessions to explain our ESI policy to customers

4

Rewards in 2028

We reason in n+1, so first rewards under the new scheme are applied in 2028

ESI Technical Group

Exchanges within the ESI Technical Group fed into the design of our new scheme.

Characteristics of our new ESI 2.0 incentive scheme

	Before ESI 2.0	New ESI 2.0 scheme
Reward timing	Year n+1	**Year n+1, with first rewards applied in 2028**
Conditions	Following ESI methodology	**Conditions will apply**
Score levels	No condition applied	Super score for calls above an ESI score of 64. **Two levels: a first level and a super score**
Who is rewarded	The most virtuous calls	**Liners first, tramping to a lesser extent**

Work in progress: Tiers and thresholds are still being defined.

Central learnings and recommendations to other ports

Strategy first

Decide who you want to reward first. We want to focus on liners and, to a lesser extent, on tramping.

Plan the roll-out

Leave time to define tiers, board validation and customer briefings. With rewards granted in n+1, ours start in 2028.

Engage early

Explain the policy to customers (B2B) before it applies and talk to other ports to understand how they managed.

Case Story #6: Hamburg Port Authority

How ports approached ESI 2.0



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The Port of Hamburg ESI 1.0 Port Dues Incentives

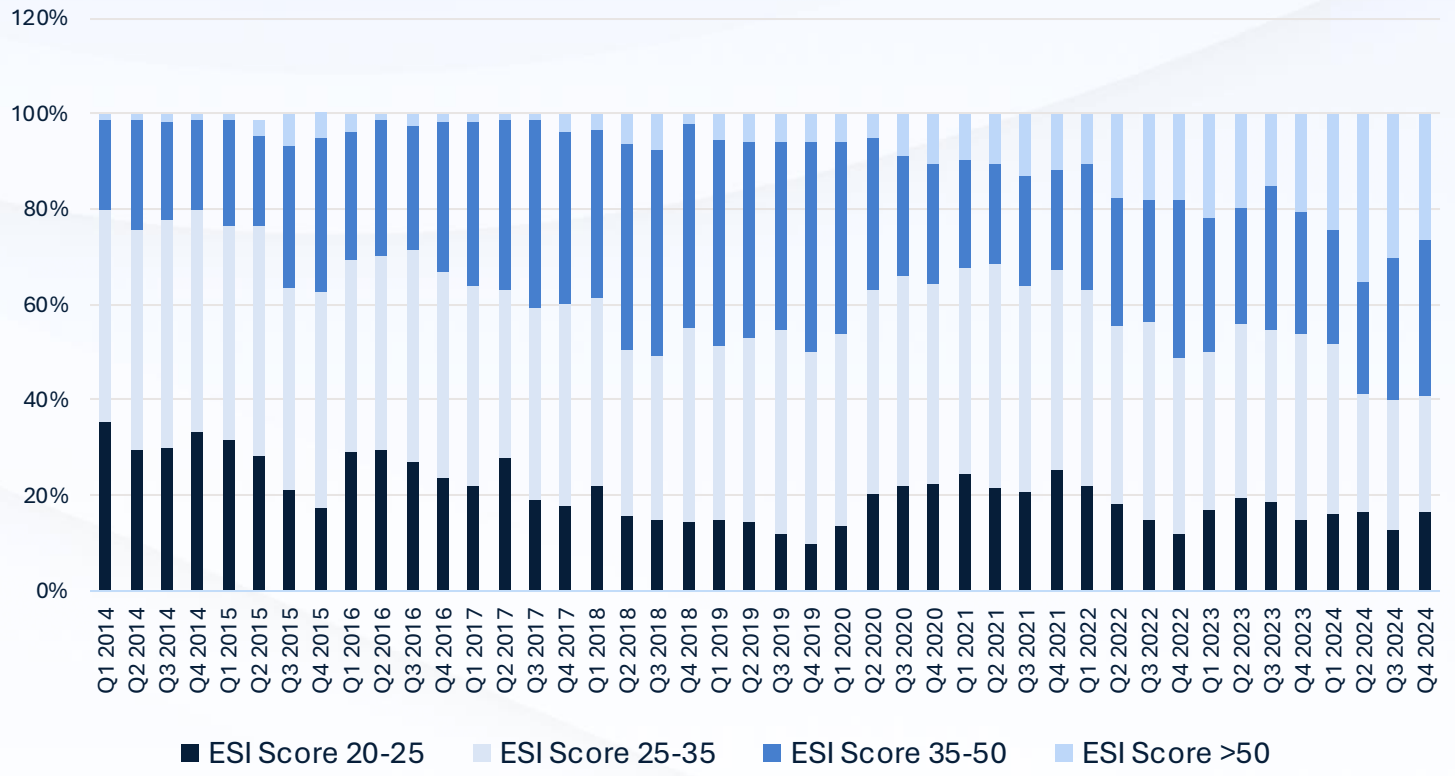
ESI 1.0 Until 31.12.2026 . Port Dues discount:	
20-25 ESI points	0.35 %
25-35 ESI points	0.7 %
35-50 ESI points	3.5 %
Above 50 points	7 %

All discounts have a financial maximum cap.

The Port of Hamburg



Historic Development

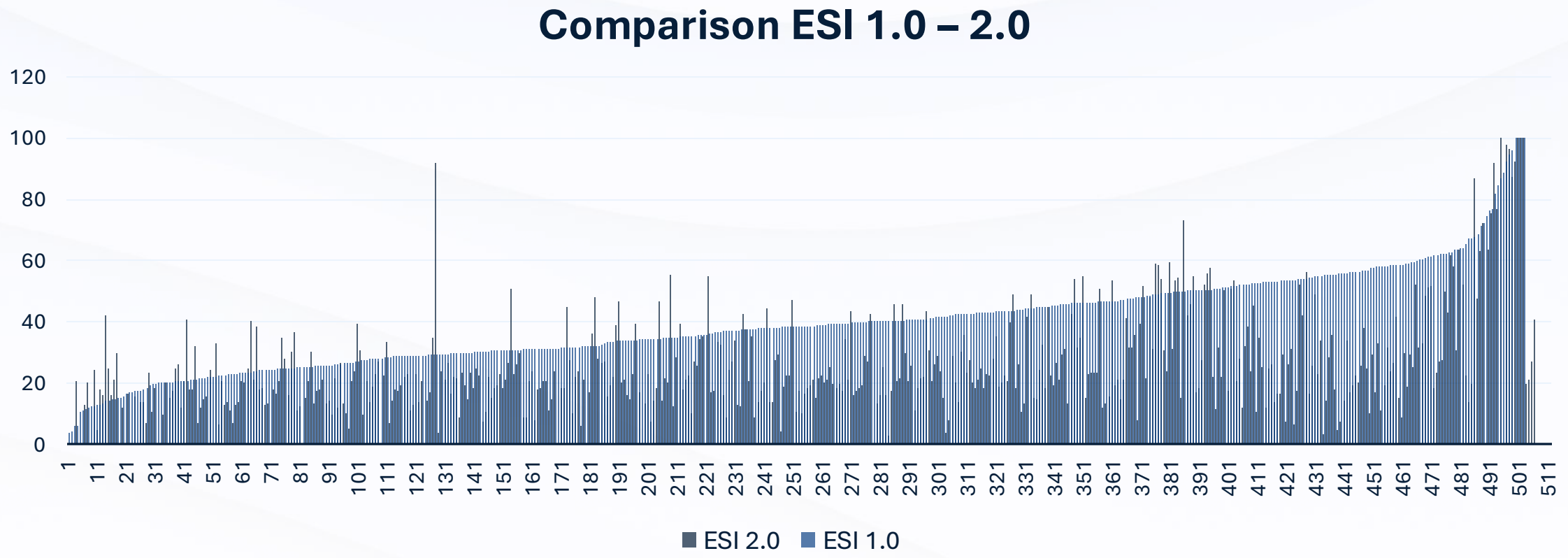


ESI Methodology Change IPs

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The Port of Hamburg



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The Port of Hamburg / ESI 2.0 Port Dues Incentives

ESI 1.0 Until 31.12.2026 . Port Dues discount:	
20-25 ESI points	0.35 %
25-35 ESI points	0.7 %
35-50 ESI points	3.5 %
Above 50 points	7 %

ESI 1.0 Until 01.01.2027 . Port Dues discount:	
10-20 ESI points	0.7%
25-35 ESI points	3.5%
Above 35 points	7%

All discounts have a financial maximum cap.

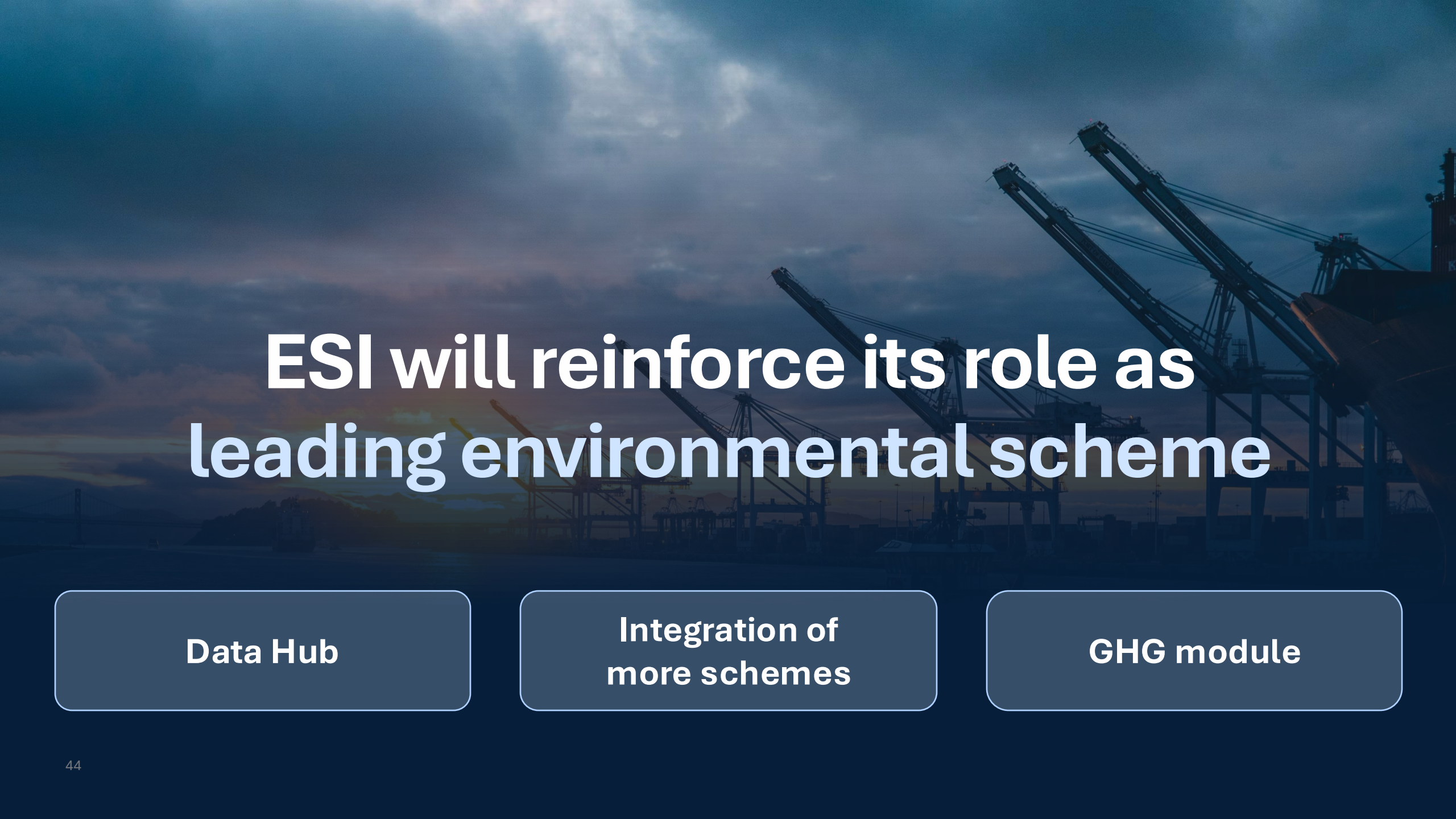
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Vision for 2027

Looking forward



ESI will reinforce its role as leading environmental scheme

- Data Hub
- Integration of more schemes
- GHG module

Summary

What we've learned today



What ports should take away from ESI 2.0

NO PERFORMANCE-DECLINE

ESI 2.0 introduces an improved way to measure environmental performance of vessels – yet, score-changes are numerical in nature, not an erosion of performance.

KEEP IT PREDICTABLE

Ensure scheme relevance and stability by keeping the share of rewarded vessels stable, so shipping and customers see no sudden shifts.

DEFINE OBJECTIVES FIRST

… then measure against it. Decide who you want to reward and what share of vessels should qualify, then check the new scores against that goal.

Q&A

Let’s discuss



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Meet our Service Team

admin@environmentalshipindex.org



Take me to website