

# DACOMA

## Airkeel stabilizer project, Co-financed by the Danish Maritime Fund

DACOMA ApS, Svendborg, Denmark

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7 AFFORDABLE AND  
CLEAN ENERGY



8 DECENT WORK AND  
ECONOMIC GROWTH



9 INDUSTRY, INNOVATION  
AND INFRASTRUCTURE



13 CLIMATE  
ACTION



14 LIFE  
BELOW WATER





# Offshore crew transfer

## Problem:

- Installation, service, and maintenance require technicians on site
- Bad weather prevents this 160 days per year:
- Seasickness reduces productivity > 100 days

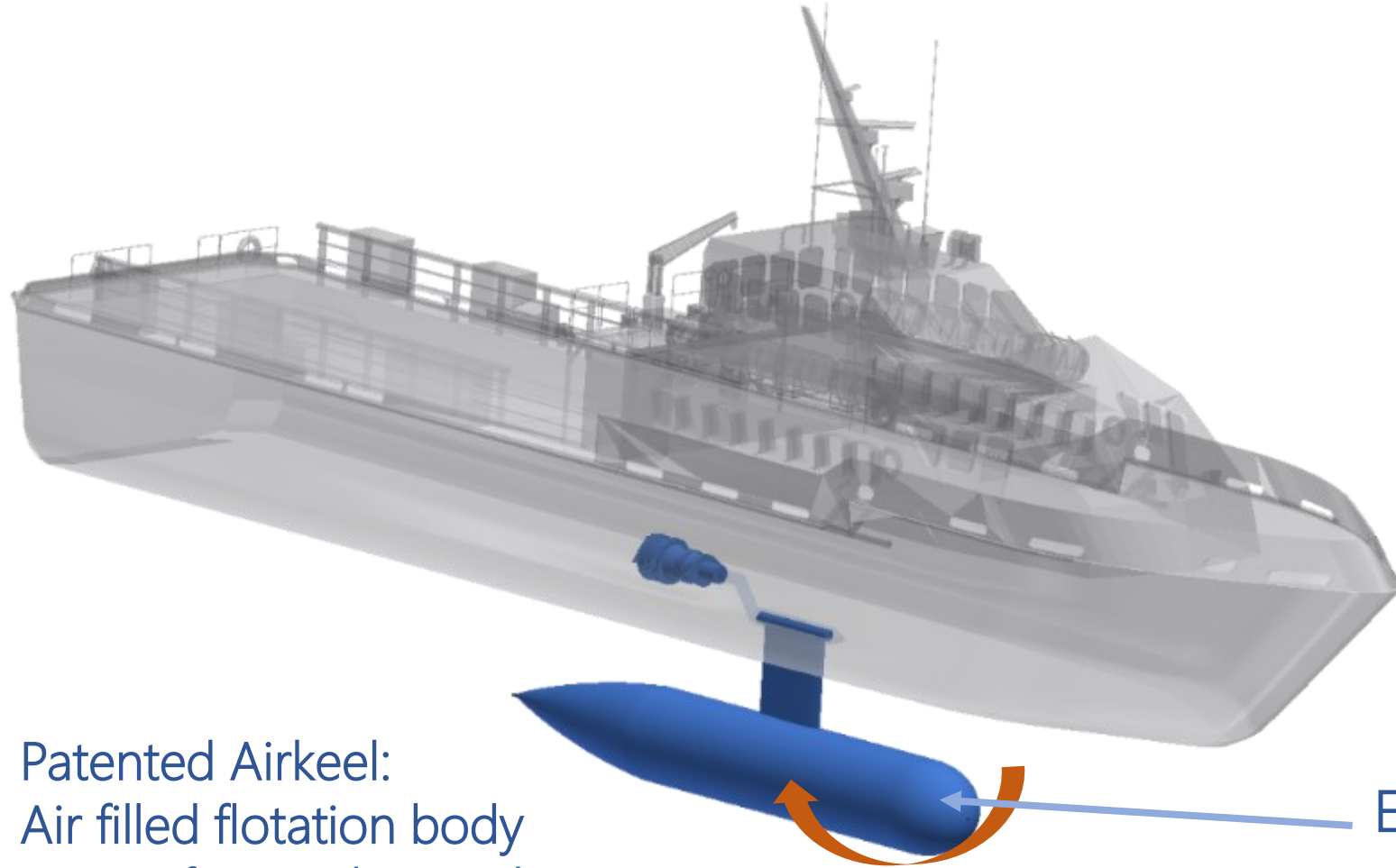
=> Price: € 300 - € 450 million/year



[Click here for video clip](#)



# The Dacoma stabilizer

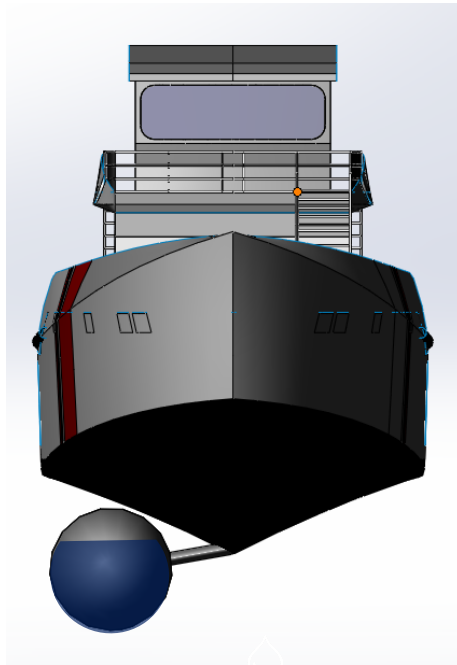


Patented Airkeel:  
Air filled flotation body  
swings from side to side

Emergency buoyancy  
release mechanisms  
(patent pending)

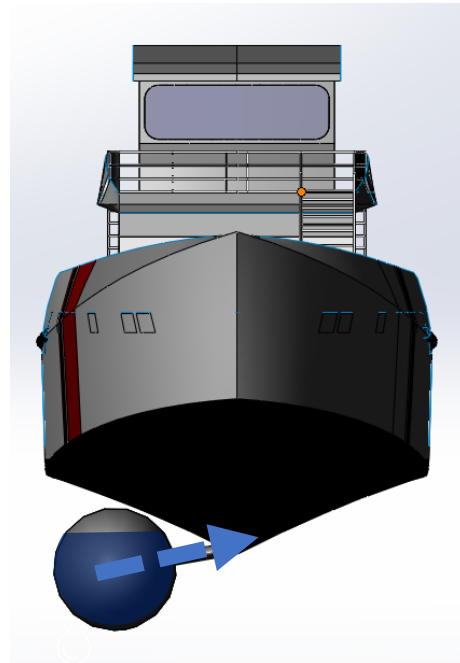
# The Dacoma stabilizer

In port



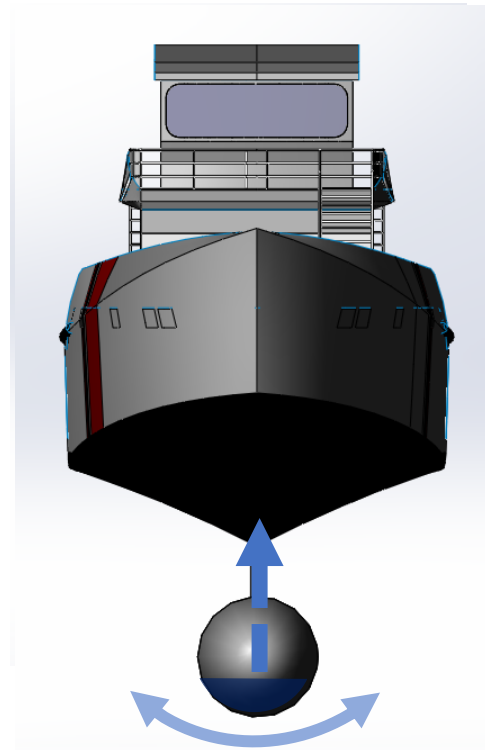
Airkeel  
partially filled  
with water

Leaving port



water pumping  
out

System active



Airkeel balanced  
by drive system

Adaptive control



Ultimate stabilization,  
anticipative control

**DACOMA**

# Competitive advantage

DACOMA stabilizer works for all boat types and at all speeds



## Fin stabilizer

- Only at high speeds
- Only for large vessels (ferries, cruise ships)



## Gyro stabilizers

- Occupies a lot of space
- Passive stabilization
- Increased fuel consumption



# Airkeel prototype for Tuco Fast Rescue Craft





# Full scale prototype test in harbour



Without stabilizer (Svendborg)

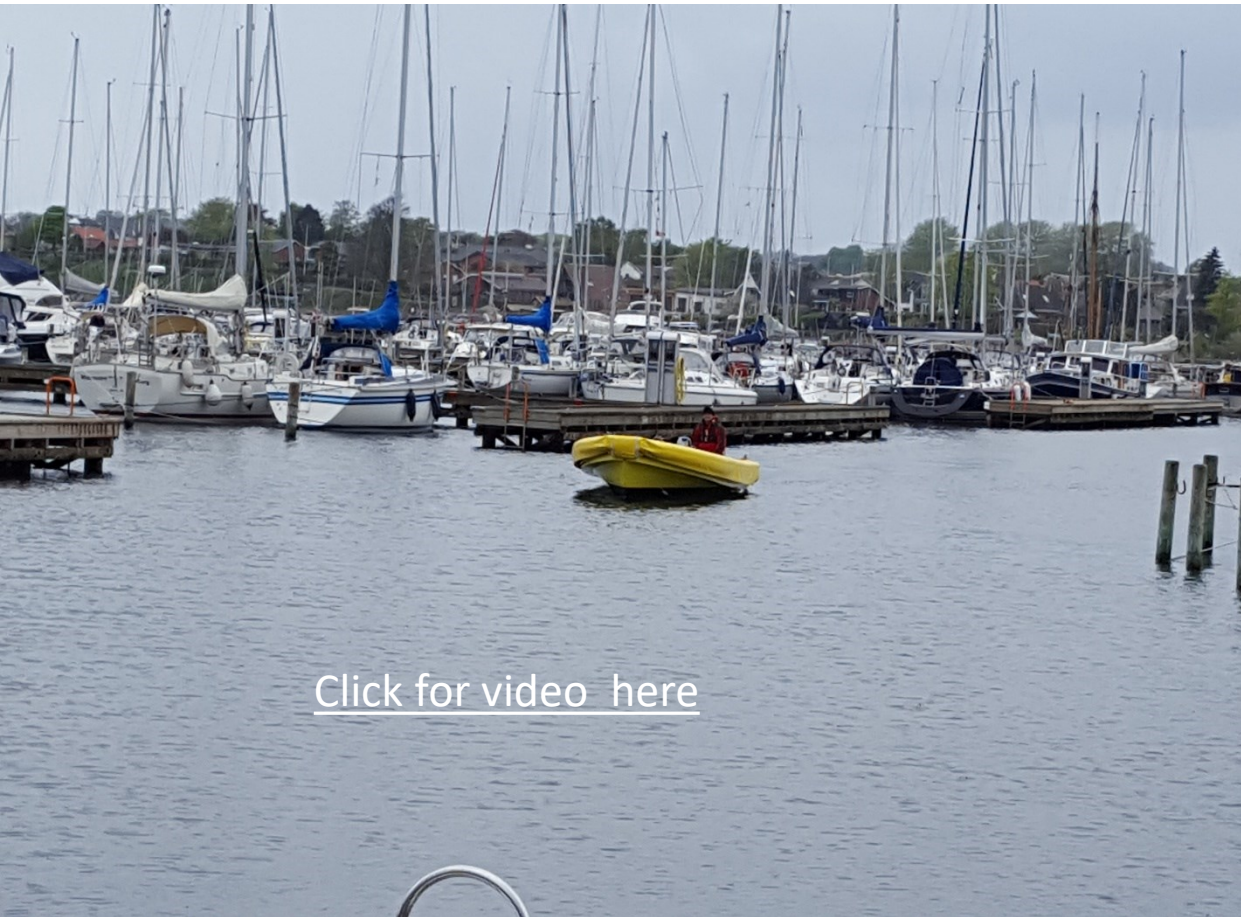


Airkeel stabilizer active (Faaborg)  
([click here for video clip](#))





# Mayden voyage



[Click for video here](#)



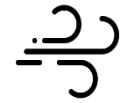
# Does it work?

Tests in our water bassin with wave generator





# The Dacoma stabilizer



Increased weather window adds 40+ days



Eliminating motion sickness adds 100+ days at 100%



Heel compensation



Fuel saving / reduced effective DW



Annual customer profit benefit (CTV):  
> 25% total-cost-of-ownership

# Market segments

- Crew Transfer Vessels (e.g. offshore wind)
- Work- & crewboats:
- Aquaculture, pilot boats, patrol boats, fast rescue crafts,
- Leisure boats & Super Yachts
- Sight seeing / hobby fishing

Eight signed Lol  
Two committed test customers



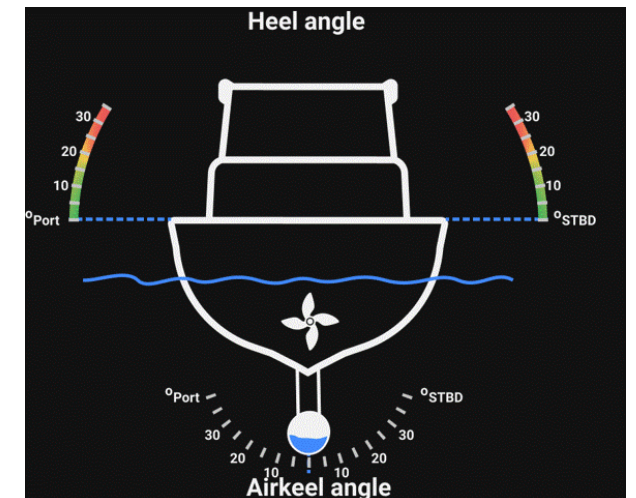


# HMI / GUI

- To be integrated into wheelhouse dashboard
- Touchpanel and physical buttons
- Customer inquiry and interview study available and analysed
- Test platform available



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# PR / Sales & Marketing

## Exhibitions (active/passive)

- Husum Wind Match, Sep 2019, Husum, participant
- Meer Kontakte Oct. 2019, Kiel, exhibitor
- Wind Energy Denmark, Oct. 2019, Herning, participant
- High Tech Summit, Oct. 2019, Kgs. Lyngby, exhibition & pitch
- OWNE 19 Offshore Wind, Nov. 2019, Newcastle, UK, part.
- Energy Innovation Cluster, Nov. 2019, Copenhagen B2B matchmaking
- Wind Energy Europe, Nov. 2019, Copenhagen, participant





# PR / Sales & Marketing

## Articles and press releases

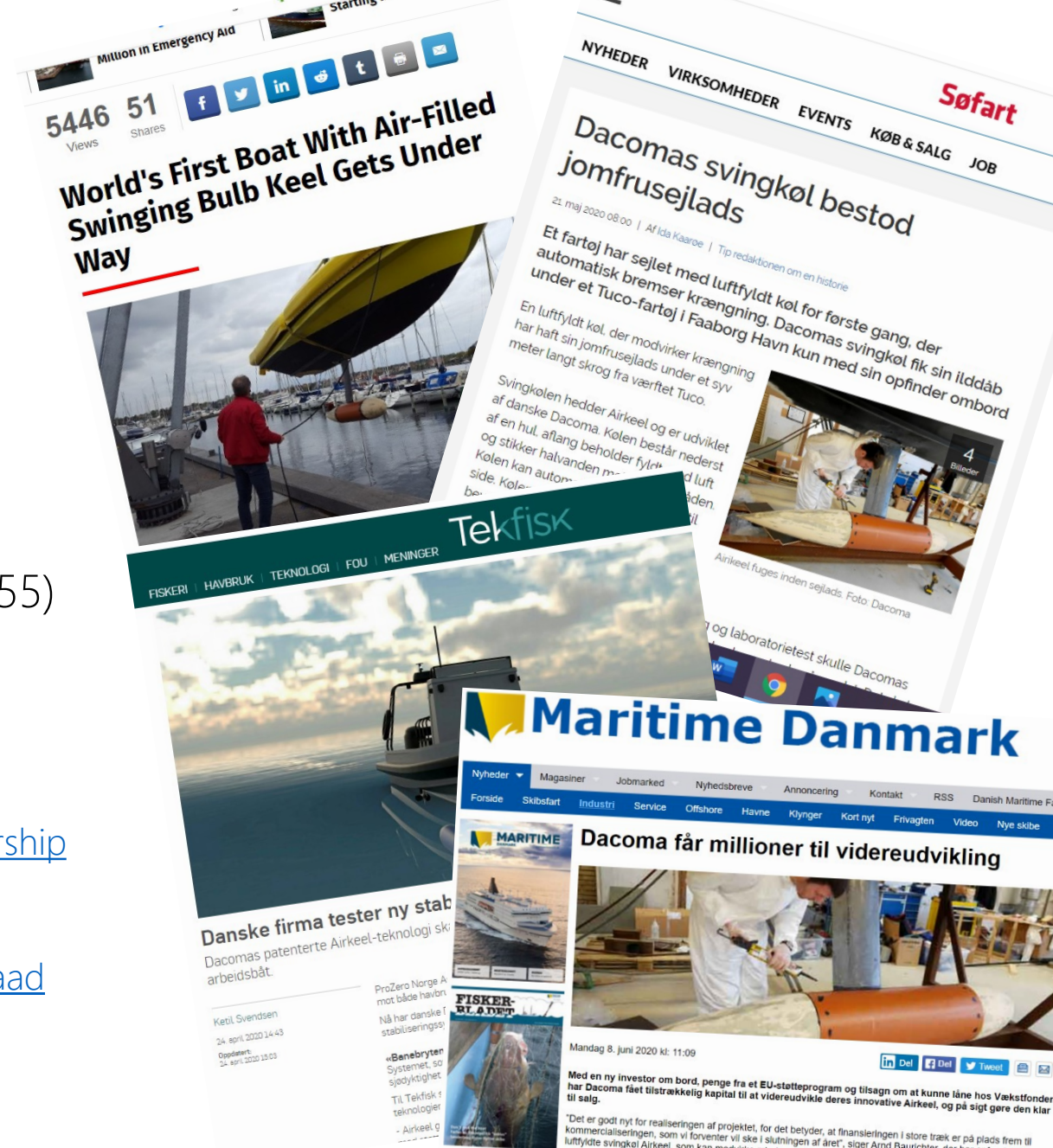
- 3 press releases in Danish and English', published in Danish and International Magazines
- Regular postings on LinkedIn & Facebook (Share55)
- Radio Diablo local radio broadcasting

See articles here:

[Maritime Executive, maiden voyage](#), [Maritime Executive, partnership](#)

[Søfart, jomfrusejlads](#), [Søfart, Tuco tests](#), [Søfart, funding](#)

[Mysailing Australia](#), [Marpro](#), [Motorboat Russia](#), [Tekfisk Norge](#), [Baad Magasinet](#), [Maritime Journal](#),



# The DACOMA team



Arnd Baurichter, full time  
CEO, founder, member of board

[AB LinkedIn](#)



Morten Poulsen, full time  
Electric Power Systems, and control  
systems

[MP LinkedIn](#)



Sofus Landt Dalby, full time  
3D Design, Integration, & 3D print

[SLD LinkedIn](#)



Christian Dam,  
3D Design, Automation & Naval  
Engineering

[CD LinkedIn](#)



Sandra Damsgaard Jensen, intern  
Human Machine Interface

[MK LinkedIn](#)

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Jerome Jouffroy, Head of R&D UCL Odense,  
former Assoc. Prof., SDU

Adaptive control, control system theory

[JJ LinkedIn](#)

Anne Charlotte Poulsen, Bachelor student  
Machine learning / AI

## Board of directors



Torben Ravn (BA), Karin Tankers,  
Ship building, Shipping, Entrepreneur

[TR LinkedIn](#)



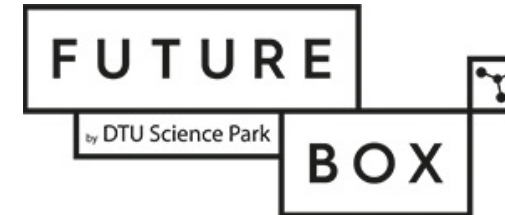
Anders Rasmussen (BA), Sales Dir., Daniamant  
Sales & Marketing

[AR LinkedIn/](#)

**DACOMA**



# Our partners (funding & network)



# Our industrial/commercial partners

