



4 CASTLE

SHIPPING



A-Z Premium Bespoke Maritime Healthcare Solutions



SeaCare Software



PEME Management



Telemedicine Support



Shoreside Case Management



**Medical Chest Management &
Diagnostic Kit**



Mental Health Program



Wellness Program



Supplementary Services

Offered by:

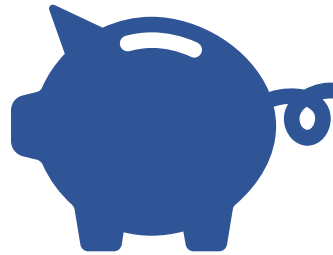




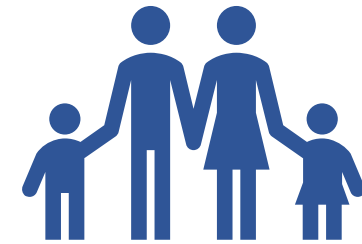
Our Goals



Premium Healthcare Onboard



Cost Reduction



Shoreside Workload Reduction

Offered by:





SeaCare Software

- GDPR-compliant, multifunction ecosystem, bridging seafarers, shoreside personnel, medical team & medical providers
- Seafarers can:
 - ✓ communicate with the medical team via chat, voice or video call
 - ✓ import their medical history
 - ✓ manage the vessel's medical chest
- Shoreside personnel can:
 - ✓ access all closed & ongoing medical cases
 - ✓ import the vessel's medical chest
 - ✓ monitor KPIs & create custom-made reports
- Medical team can:
 - ✓ treat basis seafarers' PEME & medical history
 - ✓ prescribe basis vessel's medical chest
- Medical providers can:
 - ✓ import seafarers' PEME
 - ✓ import seafarers' medical records post-treatment



PEME Management

- Worldwide network of P&I-approved medical providers
- Consultation on PEME enhancements
- Secondary review of each PEME & consultation on seafarers' fitness
- Bespoke clinical pathways for seafarers with pre-existing conditions
- Preferential rates & scale of operations lead to significant savings



Telemedicine Support

- Available 24/7, worldwide, with unlimited access & follow-ups
- Team of 100+ doctors & nurses with sailing experience, covering 10+ specialties, 20+ languages & 30+ nationalities
- Dedicated team of first responders to establish a personal relationship with the seafarers
- Awareness campaigns on illnesses & injuries trends
- Monthly reports on medical cases & ongoing treatments



Shoreside Case Management

- Consultation on optimal action plan
- Referral & disembarkation execution & shoreside case management, till case closure
- Worldwide network of 1,300,000+ medical providers
- Offered in full cooperation with P&I Clubs
- Preferential rates & scale of operations lead to significant savings, 100% of which are for owners' benefit



Medical Chest Management & Diagnostic Kit

- Unlimited supply basis minimum flag requirements & inclusive of shipping
- Medical chest management software
- Real-time visibility of onboard stock by medical team & shoreside personnel
- Consultation on medical chest enhancements
- Ability to supply premium diagnostic kits for onboard testing



Mental Health Program

- Unlimited mental health sessions per seafarer per year
- Access to their spouses & children
- Offered by mental health experts in 40+ different languages & 180+ countries
- Managerial support to Captains & shoreside personnel on how to identify & handle life-threatening cases
- Ability to send mental health experts onboard in case of emergency



Wellness Program

- Awareness campaigns on nutrition & lifestyle enhancements
- Bespoke clinical pathways for seafarers with pre-existing conditions
- Bespoke nutrition plans, basis seafarers' nationalities & religions
- 20-week programs including briefing, assessment, campaign, implementation, evaluation & follow-up
- Planning & execution of wellness competitions between seafarers



Supplementary Services

- Medical claims handling & support
- Drug & alcohol testing
- Bespoke insurance covers
- Sourcing & training of medical personnel
- SeaEvent, SeaSafe & Vesseljoin software
- Catering services



Financial Benefits

- Reduction of medical claims, through onboard treatment
- Reduction of PEME & medical providers' cost, through preferential rates & scale of operations
- Reduction of crew expenses, by minimizing unnecessary referrals, disembarkations & crew rotation
- Reduction of off-hires & loss of income, by minimizing unnecessary deviations
- Reduction in future insurance premiums, through improved medical claims record



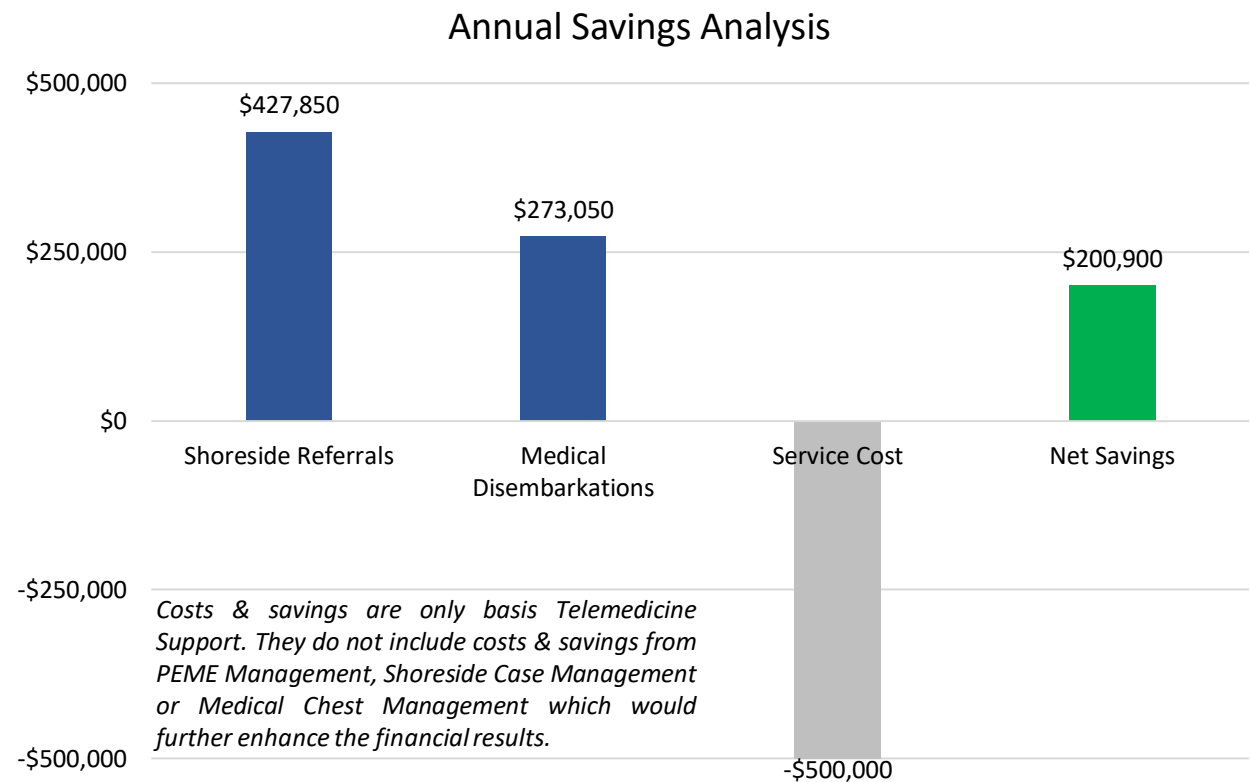
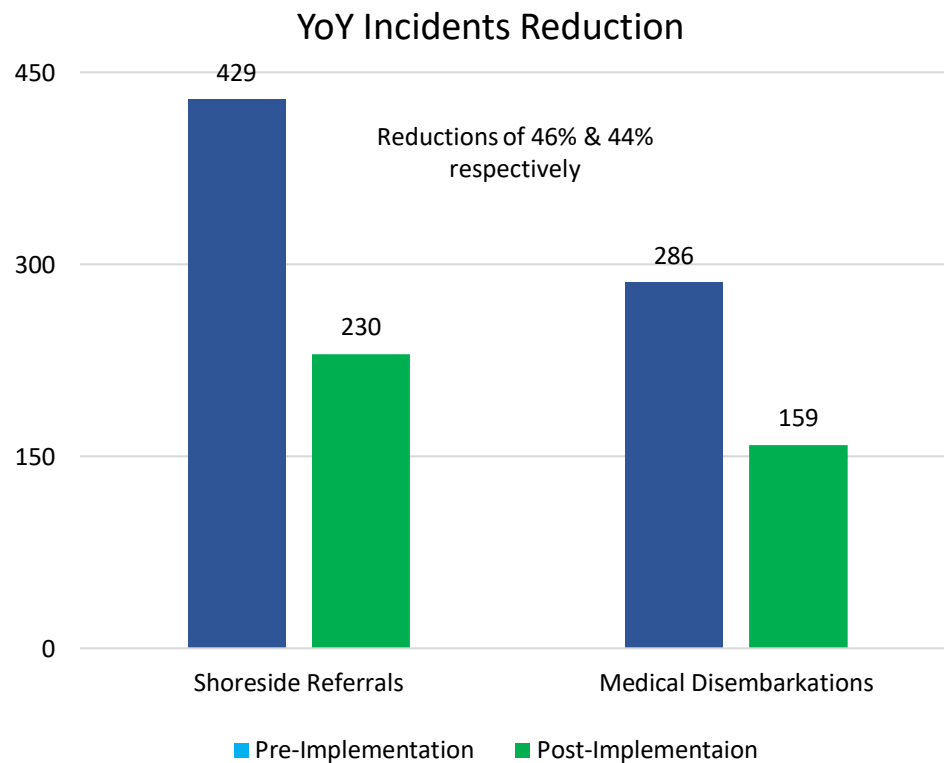
Qualitative Benefits

- Healthier seafarers onboard with access to healthcare specialists
- Increased reputation with seafarers & charterers
- Increased compliance with GDPR, HIPPA, international & flag state regulations
- Ability to aggregate, archive & analyse data
- Fraud prevention



Case Study

- A YoY pre- & post-service implementation comparison on 200 merchant vessels, has proven that the financial savings achieved through our service, are not only sufficient to finance its annual cost, but also lead to additional annual savings of 24% on out-of-pocket expenses





Solutions Overview & Pricing

Solution	Type	Price	Comments
Telemedicine Support & SeaCare Software	Core	USD2,500 per vessel per year	• 1-year minimum commitment • Payment every 12 months in advance • Pro rata refund on vessels' sales • Discount for longer commitments
Shoreside Case Management	Ad Hoc	USD85, USD250 or USD550 per case	• Fees are quoted for medical referral, outpatient and inpatient case management, respectively • 100% of savings achieved are for Owners' benefit
PEME Management	Optional	25% of savings	• Payments every 3 months
Mental Health Program	Optional	USD250 per vessel per year	• 1-year minimum commitment • Payment every 12 months in advance
Wellness Program	Optional	USD900 per vessel per program	• 1-program minimum commitment • Payment in advance
Medical Chest Management	Optional	USD2,300 per vessel per year	• 3-year minimum commitment • Payment every 12 months in advance
Diagnostic Kit	Optional	USD500 per vessel	• Basis London delivery • Option to add defibrillator at USD1,250 • Payment in advance
Supplementary Services	Optional	Prices on request	