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About Navis N4

Navis N4 is a sophisticated and modern technology platform that optimizes efficiency and powers the intelligent movement of goods through the supply chain. Terminals worldwide are successfully relying on Navis N4 to drive smarter decisions, faster moves and peak performance. N4 is a platform for an IT infrastructure that supports a terminal's operational productivity goals and technology leadership.

What are N4 terminals saying?

•• Paraguay's Puerto Caacupe-mi Completes Implementation of Navis N4 Terminal Operating System – February 2015

"The biggest challenge for us is adapting to constantly changing market demands and customer needs. With N4 and SmartPort, we hope to improve the way our customers are serviced, and at the same time, increase efficiency and control," said Fernando Leri Frizza, President at Puerto Caacupe-mi. "In the next ten years, providing customized information to customers will be an industry standard. We chose Navis and Kalmar because we wanted to provide customers with tailor-made solutions and information now, and at the same time, achieve improved operations at our sites."

•• ICTSI Victoria International Container Terminal N4 TOS Selected for First Fully Automated Terminal in Melbourne – January 2015

"Navis' reputation and deep experience with automated terminals made it a natural fit for the project at VICT," said Christian R. Gonzalez, head of the Asia-Pacific region at ICTSI. "Navis will not only serve as our technology partner, but also a trusted advisor for this highly complex implementation. We will continually seek the team's deep expertise, knowledge and best practices to ensure that VICT optimizes its performance and establishes itself as one of the world's preeminent automated terminals."

•• TERPORT Completes Navis N4 TOS Implementation – first Port in Paraguay – November 2014

"By Selecting Navis as our TOS provider, our goal is to have a complete electronic communication system with our customers, the shipping lines, to improve their experience, especially by electronic data interchange (EDI). By this, we will achieve complete transparency of operations, and will improve data integrity", said Ricardo D. Dos Santos, General Manager at TERPORT."

Mayotte Channel Gateway Selects Navis N4 to Improve Terminal Operations and Drive Customer Growth – October 2014

"N4 will provide MCG with the functionality we need to avoid manual work in operations, administration and analytics at the terminal," said Ida Nel, Managing Director at MCG. "It will also help transform yard management, as well as the way we load and discharge new transshipment customer vessels, which we were unable to service previously."

Modern Terminals achieves Major IT Transformation Milestone with N4 Implementation in Hong Kong – October 2014

"From our experience with the Da Chan Bay Terminal One implementation, we knew that Navis would provide the collaboration and support we needed to tackle this much larger and complex implementation," said Anders Dommestrup, COO, MTL. "The go-live was possible due to the hard work and dedication of the joint Modern Terminals and Navis teams, who have been working closely on the ground in Hong Kong for the past two years, and will continue to do so as MTL continues enhancing productivity and efficiency to benefit our customers and the wider port community in Hong Kong."

Port of Virginia Completes TOS Implementation with Navis N4 Go Live – July 2014

"As volumes increase, we must have technology solutions in place that can help us plan, manage and forecast operational needs," says John F. Reinhart, CEO and executive director of the Virginia Port Authority. "When compared with the current terminal operating system, N4 will provide some very real advantages. It replaces a 25 year old legacy system and operationally speaking, N4 will provide real-time visibility across all areas of the operation with short- and long-term planning capability with the flexibility to customize features as demand creates."

DP World London Gateway sets the benchmark for the industry in port automation – June 2014

"London Gateway has taken six years to build, will create up to 36,000 jobs in the area and contribute £3.2bn to the UK's GDP annually. The port will be able to handle 3.5 million TEU a year and accommodate the world's largest vessels. London Gateway has already made strides to position itself as a key player in the market, and it is of utmost importance for us to have equipment and TOS that are fully integrated and that make our operations as efficient as possible," said Andrew Bowen, Engineering Director, at DP World London Gateway."

Montreal Gateway Terminals Completes Successful Implementation of Navis Terminal Operating System – May 2014

"MGT's migration to N4 demonstrates our focus on providing customers with the highest level of service. This is one of a series of technical and operational implementations in the planning or execution stages," explained MGT CEO Michael Fratianni. "Thanks to Navis and a highly motivated project team led by MGT IT Director Yannick Lacroix, the system roll-out was a flawless success in terms of system performance, stability and user acceptance."

Navis N4 Upgraded at Global Terminal's Expansion Project – March 2014

"Rich Ceci, Vice President of Information Technology for Global Container Terminals USA commented, "This technology platform significantly modernizes the facility, enabling the fastest processing and turnaround times in the harbor. The Navis team must be commended for their dedication in helping us achieve our goals."

Kerry Siam Seaport Successfully Completes Navis N4 Implementation from SPARCS Express – February 2014

"We believe that the container terminal business will be the key to our growth and success over the next few years," said Arnajak Thangsathityangkul, General Manager of Container Terminal Business, KSSP. "In order to best support our business and growth initiatives, we had to examine the technology used at the terminal and invest in the most trusted and effective IT systems. This resulted in our migration to N4. As part of the upgrade, we were able to complete extensive testing to reduce the potential for downtime in the terminal and ensure that our operations staff was properly trained."

N4 BY THE NUMBERS

106 Live Sites and **165** Total Committed Sites

65 From Legacy TOS

100 New Implementations

18 N4 Go lives in 2014 with **21** in 2013

○○ Why are terminals choosing to move to N4?

- **73%** to update to a more modern platform
- **64%** to optimize operations at the gate, in the yard and at the quay
- **55%** are supporting automation of systems, equipment and processes
- **42%** to support changing business requirements
- **42%** to improve competitive advantages
- **25%** to improve ROI potential

○○ With N4, terminals are experiencing improvements in operational processes:

- **67%** improved operational visibility
- **65%** improved equipment utilization in the yard
- **60%** improved efficiency with gate processes
- **54%** improved event monitoring

○○ N4 Terminals have experienced the following operational improvements:

- **52%** have increased the productivity of It staff by at least 50-74%%
- **37%** have increased yard operations productivity by 50-74%
- **37%** have increased vessel load and discharge operations by 50-74%
- **26%** have improved gate operations productivity by at least 25-49%

Learn more about the value terminals are receiving from Navis N4 by visiting www.navis.com. See more customer case studies on our Website - www.navis.com

** Techvalidate Survey conducted December 2013 of 244 operations managers and directors at 86 live N4 sites with a 27% response rate. 41% of N4 terminals are represented in the results.

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