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Record Number of Terminals Optimizing Operations and Achieving Efficiencies Via Navis N4 Implementations in 2016

Navis' Agile & Innovative Solutions Deliver Improved Productivity and Increased Cost Savings to 43 New Terminals Around the World in 2016

Oakland, CA— February 15, 2017—Navis, a part of Cargotec Corporation and provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, has expanded its commitment to delivering best-in-class software solutions to terminals around the world, helping more sites than ever before to modernize operations for improved efficiency, productivity and cost-savings. As part of this commitment, Navis successfully completed the implementation of its N4 terminal system at a record 43 terminals in 2016 – more than double the number of go-lives completed the previous year.

Navis' N4 supports a terminal's business performance as a whole – ensuring the long-term success of a terminal by enhancing operational efficiency and supporting future growth while reducing operational overhead and maintaining customer-focused services. The flexible and scalable N4 solution translates into direct business benefits for Navis customers. Recently, Navis helped customers achieve improved results including:

- Improving the number of containers mobilized per hour by 11 percent for a terminal in South America; resulting in over 3,900 saved hours of operation. The terminal also achieved a 19 percent increase in crane productivity, equivalent to a savings of 6,500 hours of operation.
- Helping a fully automated terminal in the Asia Pacific region welcome its first container ship with great results, and another terminal in the region replace its in-house operating system with Navis N4 to increase terminal efficiency.
- Helping a terminal located in the Middle East register a consistent growth of 10 percent each year after implementing Navis N4.
- Replacing an existing terminal system in the Americas, resulting in an average reduction of unproductive moves by 47 percent.

The record number of terminal go-lives in 2016 is due largely to the efforts of the Navis Professional Services team that offers a flexible and customized approach to integrated terminal system implementation and helps improve operational processes throughout the terminal. The comprehensive implementation services offered by Navis include pre and post go-live system testing, infrastructure analysis, operational performance tuning, support for product extensions and in-depth staff training – ensuring a seamless transition to N4, whether from an existing in house or third-party system or from a legacy Navis system.

The extensive list of go-lives in 2016 demonstrates the growing market demand for Navis services covering every region of the world including 20 go-lives in the EMEA region, 17 in the Americas and six

from Asia-Pacific. As of the close of 2016, there are 316 N4 customers in more than 50 countries with 151 live sites and 87 additional terminals in various stages of implementation.

A sample of terminals that announced N4 go-lives in 2016 includes:

1. Royal Arctic Line Denmark
2. Victoria International Container Terminal
3. Matson Terminals
4. Port Authority of Guam
5. Puerto Central S.A.
6. Khorgos Gateway Dry Port
7. Sociedad Portuaria Regional de Cartagena
8. Terminal de Contenedores de Cartagena
9. Termont Montréal Inc.
10. Maher Terminals
11. Basra Gateway Terminal
12. Baltic Container Terminal
13. Terminal Pacífico Sur Valparaíso

When asked about the value of partnering with Navis for its most recent go-live, Laura Markham, Maher's VP of IT said, "The N4 upgrade was a fundamental step forward for Maher Terminals. N4 provides the foundation on which we can build out our software functions, and we are already seeing improving response times. We can now look forward to improved system efficiencies within our operations, which will position us to more effectively handle volume. We were also excited to be able to perform this significant upgrade with no disruption of services, which is a direct result of the many hours of planning and testing we put into this project."

"Market conditions and competitive forces in the ocean shipping industry are motivating customers to transform operations and drive efficiencies more than ever before," said Andy Barrons, Chief Marketing Officer and Senior Vice President at Navis. "Terminal operators know the value of having a strategic technology partner in place to help address these needs. In 2016, Navis worked closely with customers around the world, implementing 43 terminal operating systems and optimization and BI projects, more than any previous year. As terminals continue to seek new ways to transform their operations, we are experiencing even stronger market demand for our products and services."

About Navis, LLC

Navis, a part of Cargotec Corporation, is the global technology standard for managing the movement of cargo through terminals, standing the test of time. Navis combines industry best practices with innovative technology and world-class services to enable our customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization, providing customers with improved visibility, velocity and measurable business results. www.navis.com

About Cargotec Corporation
Cargotec's (Nasdaq Helsinki:CGCBV) sales in 2015 totalled approximately EUR 3.7 billion and it employs over 11,000 people. www.cargotec.com

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