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Navis Unveils Broader Software Strategy, Underpinning Need for Synchronizing the Ocean Supply Chain for Terminals and Carriers

Expanded Product & Service Portfolio Reinforces Commitment to Customer Success, Making Global Trade Smarter, Safer & More Sustainable for All

Navis World, San Francisco, CA—March 28, 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, today unveiled at [Navis World 2017](#) a broader software strategy that will enable container terminals and carriers alike to streamline their ocean supply chains and better collaborate together, transforming how goods are efficiently delivered. The strategy delivers a more comprehensive set of solutions to optimize terminal performance, vessel performance, and cloud-based collaboration that drives transparency, efficiency and profitability to a network of ocean carriers and terminal operators.

“As the ocean supply chain has grown more complex and new challenges have arisen for all members of the shipping community, Navis is committed to growing its software and services portfolio to support current and future customer needs,” said Benoit de la Tour, president of Navis and head of software business, Kalmar. “Navis’ broader software focus is in direct response to this promise, further extending the company’s trusted, industry-leading solutions beyond terminal operations to drive improved optimization and performance for a broader set of ocean trade entities, including ocean carriers globally.”

Navis, LLC

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Navis' expanded solution portfolio includes the following:

- **Navis Terminal Solutions:** Includes the N4 Terminal System, N4 Optimization Modules, automation, Business Intelligence Portal and related solutions/services designed to optimize terminal performance.
- **Navis Carrier Solutions:** Includes all solutions designed to improve vessel capacity, performance and monitoring. This includes market leading solutions acquired from INTERSCHALT—Navis StowMan, a leading stowage planning product in use by 25 percent of current container vessels, Navis MACS3, an onboard loading computer with a market share of about 65 percent in the container ship segment, and Navis Bluetracker, one of the most powerful fleet performance products on the market.
- **XVELA:** Operating as its own entity, XVELA provides the industry's only cloud collaboration platform powering connected intelligence across the ocean supply chain. "You can't manage what you can't see," said Guy Rey-Herme, XVELA President. "XVELA's open platform delivers actionable visibility and real-time collaboration to enable carriers, terminals and other stakeholders to simplify and synchronize their operations and proactively adjust to potential disruptions while improving customer service."

"With our expanded focus, existing and new Navis customers will not only benefit from access to some of the best solutions custom built for the ocean supply chain, but also deeper knowledge and industry experience, greater innovation capabilities and unmatched talent to help deliver value at every turn," said Andy Barrons, SVP and Chief Strategy Officer at Navis. "Navis World is the perfect setting to unveil this vision and reaffirm our commitment to serving as a long-term, strategic partner with our customers—what we're referring to as 'PartnerShipping for Performance'—no matter where in the ocean supply chain they operate."

"As a company that has focused for 25 years to build a dominant presence and leading innovation in terminal operations, Navis is uniquely positioned to execute on this expanded vision," said Rich Ceci, Senior Vice President, Technology and Projects at Virginia International Terminals. "The experience that Navis has built over the years should serve it well in helping to



transform the industry and introduce a new era of productivity, collaboration, and automation.”

Benoit de la Tour will address the company’s market momentum, forward-looking software strategy and vision for the future as part of his Navis World 2017 keynote address. Conference attendees will also have an opportunity to hear first-hand about the company’s expanded product and service portfolio throughout the three-day event, as well as through hands-on demos held at the Navis and XVELA exhibits and guru bars the Navis World Technology Exhibition.

To learn more about Navis and XVELA, visit www.navis.com and www.xvela.com.

About Navis, LLC

Navis, a part of Cargotec Corporation, is a provider of operational technologies and services that unlock greater performance and efficiency for the world’s leading terminal operators and ocean carriers. 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 XVELA

XVELA provides a transformative, cloud-based stowage collaboration platform that drives transparency, efficiency and profitability to a network of ocean carriers and terminal operators. Through shared visualization and collaboration tools, XVELA enables terminals, carriers and operational partners to work together on critical vessel stowage activities in real time using shared, unbiased data for a single source of truth. XVELA provides unique, actionable visibility across the entire vessel rotation along with BI and performance analytics to enable data-driven decisions. The result is a win-win solution that allows both terminals and carriers to see the full stowage picture, realize new operational efficiencies, and capture substantial untapped savings across the ocean supply chain. Backed by Navis, the global leader in terminal solutions, XVELA operates as an independent entity focused on stowage planning and management innovation. For more information, visit www.xvela.com.

About Cargotec Corporation

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Cargotec (Nasdaq Helsinki: CGCBV) is a leading provider of cargo and load handling solutions with the goal of becoming the leader in intelligent cargo handling. Cargotec's sales in 2016 totaled approximately EUR 3.5 billion and it employs over 11,000 people. www.cargotec.com

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