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To Meet Growing Industry Demand for Greater Collaboration, Navis Unveils Product Innovation and Integration at Carrier and Vessel Solutions Customer Conference

Oakland, CA — November 21, 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, kicked off its global [Carrier and Vessel Solutions Customer and User Conference](#) today in Hamburg, Germany. A true carrier-owner community event with nearly 100 registrants, the conference will inform the members of the ocean transport supply chain about the latest Navis product news, including the increased synergies that ocean carriers, ship owners and terminal operators can achieve through the integration of Navis Carrier and Vessel Solutions and XVELA software. Attendees will receive a first-hand view of how improved digitalization and collaboration technologies can result in the increased efficiency and visibility, and improved customer service, in high demand in the industry.

"We are excited to bring together the carrier and vessel communities to tackle some of the greatest challenges facing our industry today. We are finding great synergy as the Navis Carrier and Vessel Solutions and XVELA teams have been working together on several integrations and joint product innovation for the past year, including integrations of XVELA with MACS3 and StowMan for stowage planning and collaboration," said Guy Rey-Herme, President at XVELA. "Navis and XVELA teams will leverage our combined expertise and close collaboration to drive more customer value through increased focus, innovation and greater efficiencies."

As part of Navis' PartnerShipping for Performance strategy, ocean carriers, ship owners and ship managers from countries around the world are gathering to brainstorm, network and enhance growing relationships between liner operators, owners and managers. Product updates and roadmap highlights from Navis shared with them at the event include:

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- **Super Allocation Mode (SAM)** is an advanced slot-planning module that takes a wide range of modern stowage principles into account when auto-stowing containers into allocated bay sections. It simplifies and speeds up the planning process by reducing the tediousness of manually working box-by-box to working with blocks as well as increases utilization by space optimization. The new advanced SAM is now available for on premise solution StowMan and XVELA's Collaborative Stowage application.
- **Charter Monitor by Bluetracker** is a combined evaluation and owner-charterer collaboration tool that streamlines the time-chartering process while reducing commercial risks. The cloud-based charter monitor assists ship owners and managers to monitor the speed consumption ratio and analyzes this by setting filters in real-time for factors such as wind and waves and other thresholds as agreed upon with the charter party. In addition, the charter monitor serves as a platform to depict and administer speed consumption concepts for charter party services, documenting all operational speed consumption data and historical charter parties.
- **The MACS3** loading computer, flagship software for vessels, will play an important role in the Navis software portfolio moving forward as owners of containers as well as multipurpose vessels and bulk carriers will profit most from the planned product development. At the conference, customers will get an update on the latest integration of polar code, updates on Panama visibility as well as how MACS3 meets the needs of hull stress monitoring and intermediate stages of the damage stability. Sessions will address the increasingly complex cargo securing rules and win-win collaboration strategies for the efficient cargo security systems modelling during design and operation phases of the vessel's lifecycle.
- **XVELA**, the world's first cloud collaboration platform for ocean carriers and terminal operators recently announced that Ocean Network Express Pte. Ltd. ("ONE") selected XVELA's Collaborative Stowage solution to meet its stowage planning needs. ONE stowage planners will migrate to the full XVELA cloud-based solution, enabling collaboration and improving communication, transparency and operational efficiency both within the organization and with terminals and other operational partners across the ONE network on a single, shared industry collaboration platform.

The conference will also provide a platform to discuss industry trends and updates on the topics of compliance, collaboration and performance for cargo and fleet management related technology. Dr. Rolf Neise, Former Head of Logistics Operations at British American Tobacco will be delivering the keynote

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for the conference on "Collaboration in the Maritime Supply Chain - Value Opportunities and Challenges". For more information on the conference, please visit: <http://navis.com/carrier-vessel-conference>

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 Cargotec Corporation

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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