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ICTSI and Navis Enter into New Global Partnership for N4 to Improve Functionality and Reduce Total Cost of Ownership Across Global Terminal Network

Announcing new centralized pooled approach and global volume view that supports ICTSI growth strategies around the world

Oakland, CA—February 7, 2018 — [Navis](#), a part of [Cargotec Corporation](#), and the provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, announced a new global partnership agreement with [International Container Terminal Services Inc.](#) (ICTSI), around a centralized pooled approach and global volume view that supports ICTSI growth strategies around the world. The partnership allows for Navis' innovative N4 platform to be adapted more easily to ICTSI's global footprint.

By leveraging N4 within its 31 terminal network, ICTSI will be able to improve overall site functionality and deploy a global business intelligence solution – bridging data across terminals and connecting to monitoring and reporting functions for increased clarity and insight around business decisions.

With a current focus on improving process and performance, ICTSI, which operates N4 at 17 of its terminals, is also working to further streamline operations and eventually evolve to cloud-based solutions in close coordination with Navis. “This new agreement removes administrative and transactional complexity, focusing the relationship on the delivery of technologies to drive operational results,” said Brian Hibbert, Chief Information Officer, ICTSI. “We have an agreement that puts the focus on moving the products forward into the cloud.”

This scalable approach will allow ICTSI to adjust to the evolving global terminal landscape and reduce the need for localized resources and infrastructure, especially in areas where they are difficult to deploy and maintain. In turn, ICTSI, along with Navis can drive innovation and efficiency across all sizes and scale of terminal operations.

“This agreement allows ICTSI to consolidate the execution of its strategy and address changes and resources on a holistic basis rather than by individual terminal,” said Bruce Jacquemard, Chief



Customer Officer, Navis. “ICTSI has been a long-term partner of Navis and we’re excited to help them capitalize on N4 across the network to usher in the next phase of operational improvements.”

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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