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Navis Acquires Octopi Terminal Operating System for Small Container and Mixed Cargo Terminals

With Octopi, the Navis TOS Portfolio Adds a Cloud-based Solution to Address Small Terminals

Oakland, CA—March 8, 2019—[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, today announced that it has acquired Miami-based [Octopi](#), a cloud-based TOS built for small container and mixed cargo terminals. The strategic acquisition of Octopi strengthens Navis’ ability to provide transformational operating software solutions for its terminal customers, regardless of size. With the addition of Octopi to its software portfolio, Navis is better positioned to support thousands of smaller terminals around the world that are eager to modernize terminal operations, yet lack the technology infrastructure and technical expertise required to support a full-scale N4 deployment.

Launched in 2015, Octopi is a modern and lightweight cloud-based TOS developed exclusively for container and mixed cargo terminals with throughputs around 100,000 TEUs per year. Currently in use at 10 sites in seven countries, Octopi delivers a cost-effective and easy-to-use TOS solution that enables its customers to better manage their operations in vessel planning and yard management, track cargo and communicate electronically in real-time with their commercial ocean shipping partners.

“Our customers told us they needed a lighter weight TOS solution to improve the planning and execution of operations for their smaller terminals and easily connect to the supply chain eco-system. The demand for greater process standardization, supply chain control and improved visibility of container flows are key areas of focus for all of our customers,” said Benoit de la Tour, President, Navis. “By joining forces with Octopi, Navis is heeding the call for more deployment options for both standalone small terminals, and those smaller or remote terminals that are part of a larger global terminal operator network. Offering a cloud-based TOS that is intuitive and quick to implement will enable us to serve an entirely new segment



of the terminal market. We're eager about the opportunity for continued growth and innovation and are proud to welcome Octopi and its customers to the Navis family.”

The Octopi TOS features the core planning and execution capabilities including EDI exchange, gate processing, general cargo capabilities, yard management, vessel planning and critical reporting and invoicing functions. Additionally, the solution offers built in Business Intelligence dashboards as well as general cargo capabilities.

“From inception, our focus has been on creating the most user friendly, intuitive, mobile-first TOS in the world,” said Luc Castera, CEO, Octopi. “We believe that the combination of the Octopi technology with Navis’ market leadership and brand strength will accelerate our growth and deliver more powerful solutions for our customers.”

Following the acquisition, Octopi will continue to operate out of its Miami headquarters under the direction of Castera, who will also be showcasing the Octopi solution and participating at the upcoming [Navis World 2019](#) in San Francisco on March 25-28.

The acquisition does not have a significant impact on Cargotec financials.

To learn more, visit www.navis.com or www.octopi.co

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



About Octopi

Octopi is the leading developer of cloud based software solutions for port terminal operators. The Octopi Terminal Operating System (TOS) helps seaport terminal operators manage their operations, track their cargo, and communicate electronically and in real-time with their commercial partners. The Octopi TOS provides small terminal operators the agility and adaptability required to modernize and efficiently run their operational ecosystem. www.octopi.co

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