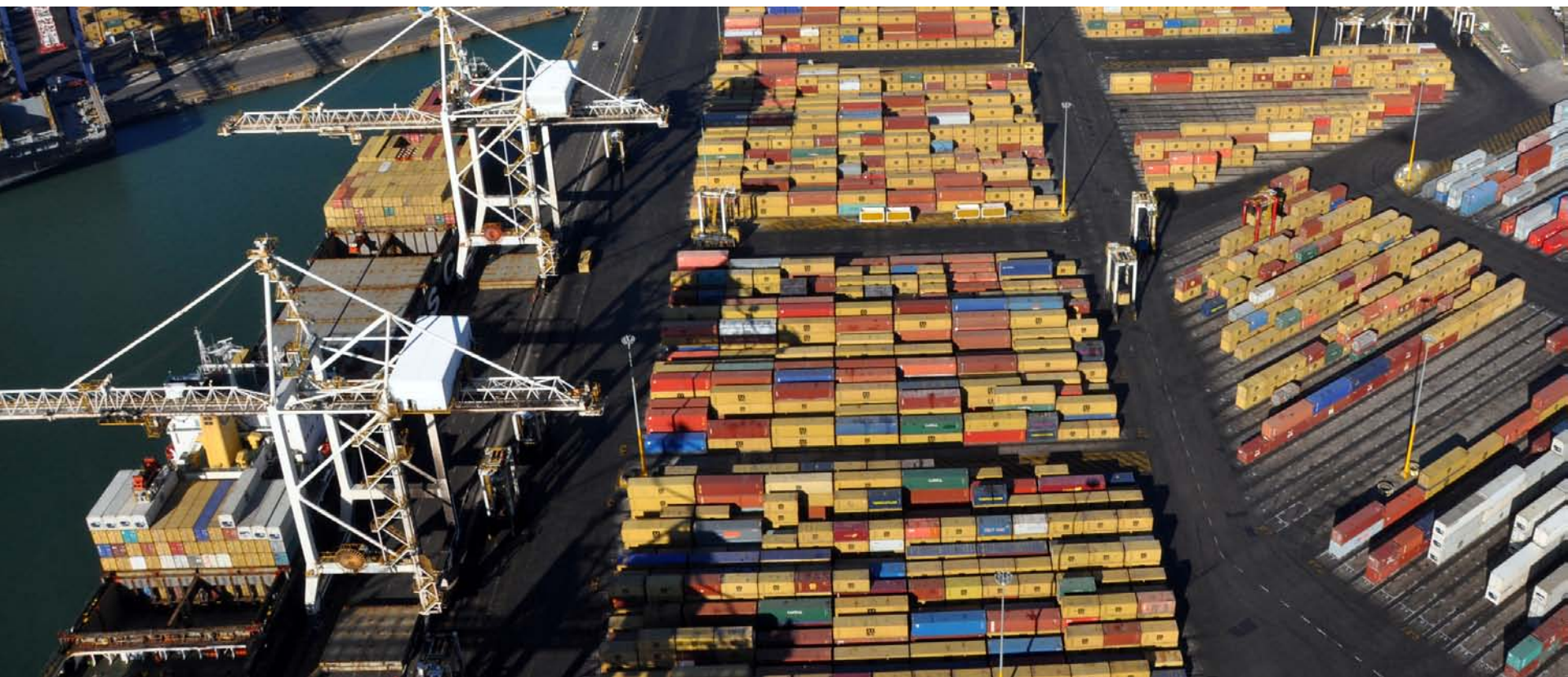CARGOTEC | navis

Scott Peoples, VP Sales, Navis

Cargotec Capital Markets Day 2011, Helsinki

The market leader for terminal operating systems
The proven solution for automated terminals

Agenda

- Business overview

- Market opportunity

- Value to terminal operators

- Product overview

- Growth drivers

Investment highlights

- Market leading Terminal Operating System (TOS) provider with four times as many sites as closest competitor

- Positioned to win increasing investment by Terminals in the use of automation

- Significant investment in products and platform to maintain technology lead in the marketplace

- Multiple short and long term growth opportunities

Company overview

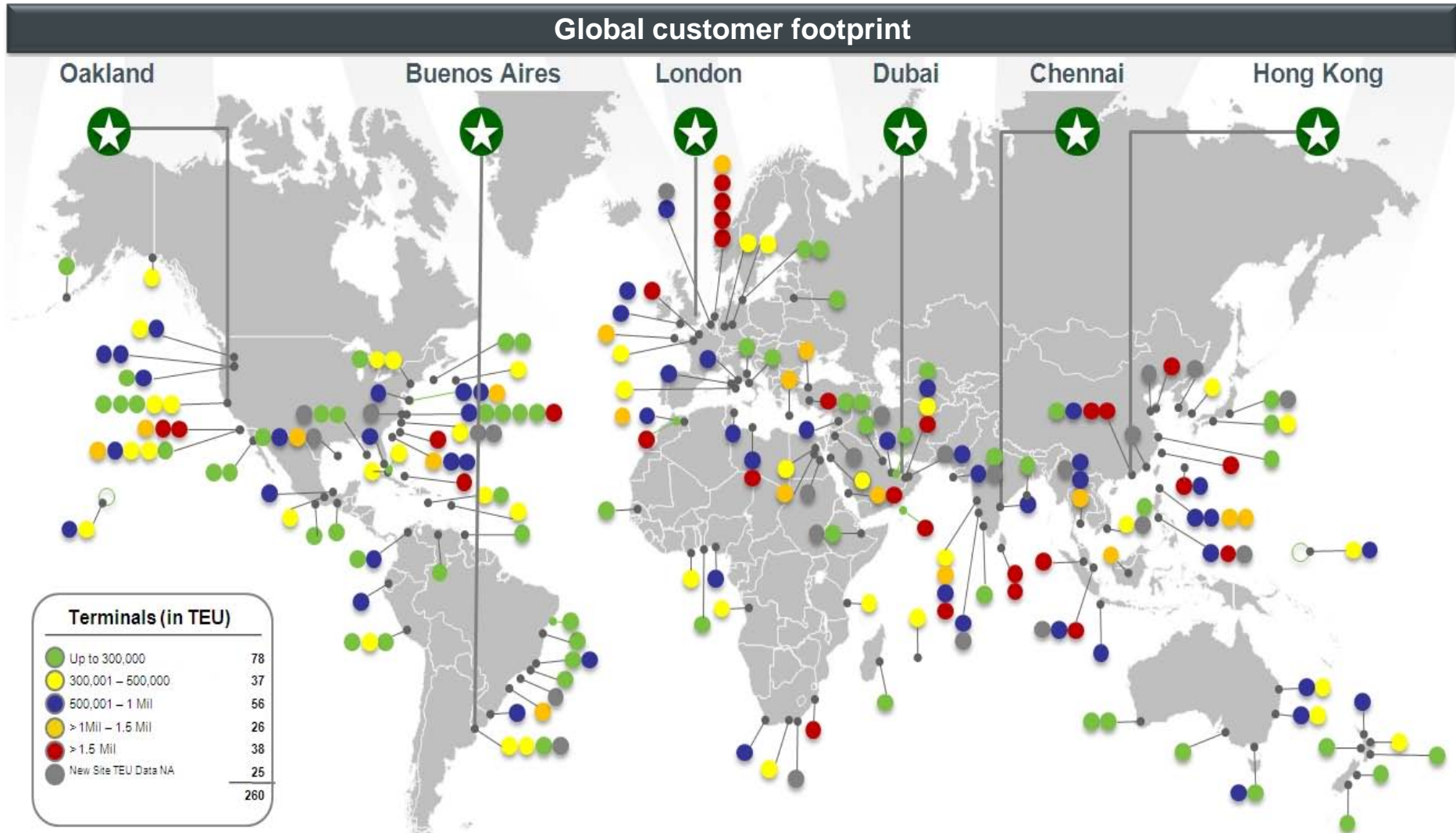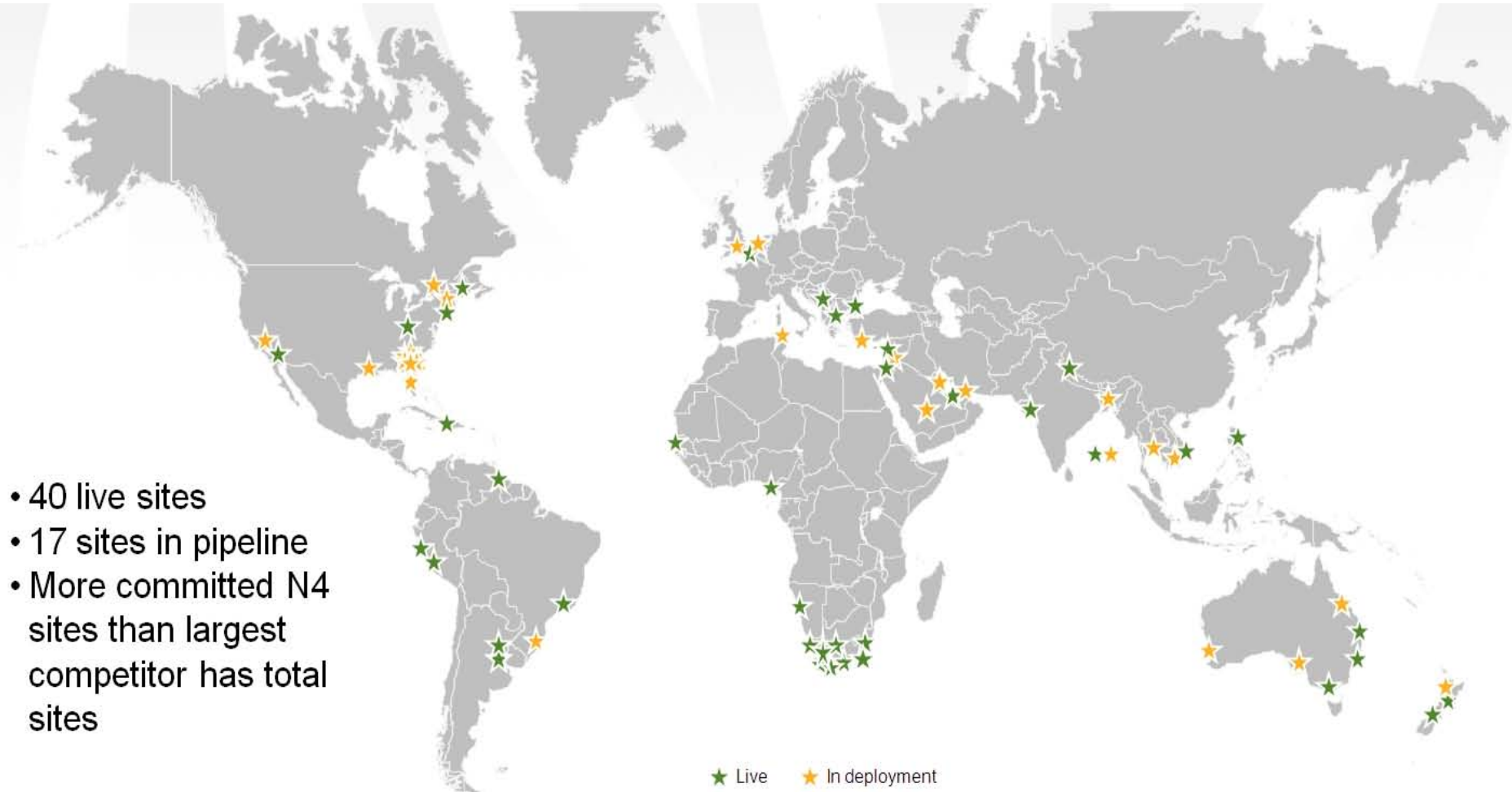| Navis at a glance |
|---|
| • #1 vendor in marine terminal logistics solutions market |
| • Global customer footprint in over 50 countries at 200+ terminals |
| • Established brand name and reputation for quality |
| • 20+ years of expertise in developing solutions to complex supply chain execution problems |
| • ~350 employees providing worldwide sales, services and support |

Company overview

Navis at a glance

- #1 vendor in marine terminal logistics solutions market

- Global customer footprint in over 50 countries at 200+ terminals

- Established brand name and reputation for quality

- 20+ years of expertise in developing solutions to complex supply chain execution problems

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Global presence

Global customer footprint

Oakland   Buenos Aires   London   Dubai   Chennai   Hong Kong

Terminals (in TEU)	
Up to 300,000	78
300,001 – 500,000	37
500,001 – 1 Mil	56
>1Mil – 1.5 Mil	26
>1.5 Mil	38
New Site TEU Data NA	25
	260

Total Navis SPARCS N4 sites

- 40 live sites
- 17 sites in pipeline
- More committed N4 sites than largest competitor has total sites

★ Live   ★ In deployment

Extensive customer base

Company overview

Navis at a glance

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Press acknowledgments

Navis SPARCS PrimeRoute Helps DPW's Flagship Jebel Ali Terminal in Dubai Reduce Emissions and Improve Productivity
The New York Times, June 2010

"…The successful implementation of Navis SPARCS PrimeRoute for Tractor Trailers at Jebel Ali Terminal 1 in Dubai contributed to the terminal's reduction of overall fuel usage and carbon emissions by 30 percent. The terminal has been able to reduce its tractor fleet by 15 percent while improving service levels to its customers."

Award-Winning Management Company Selects SPARCS N4 For Container Terminal in Saudi Arabia
RFPConnect

"The sophisticated SPARCS N4 system combine power, flexibility and ease-of-use offering a seamless intuitive interface that makes using it a pleasure for all concerned."

Terminal Zarate Replaces System with Navis Solution, *TradingMarkets.com*

"…The Navis solution was the best one for our start-up… we can change procedures within a week with SPARCS N4. With our old system, it would take at least a month…"

Navis automates Saudi port operations,
Arabnews.com, November 2009

"We think SPARCS N4 represents a different era. It will allow us to develop a smart reporting system locally and elevate the operations to a different level."

Company overview

Navis at a glance

- #1 vendor in marine terminal logistics solutions market

- Global customer footprint in over 50 countries at 200+ terminals

- Established brand name and reputation for quality

- 20+ years of expertise in developing solutions to complex supply chain execution problems

- **~350 employees providing worldwide sales, services and support**

Geographic presence

Employees by location

Note: Amounts represent number of employees by location.
(1) India employees are included in EMEA headcount.

Market opportunity

Industry overview

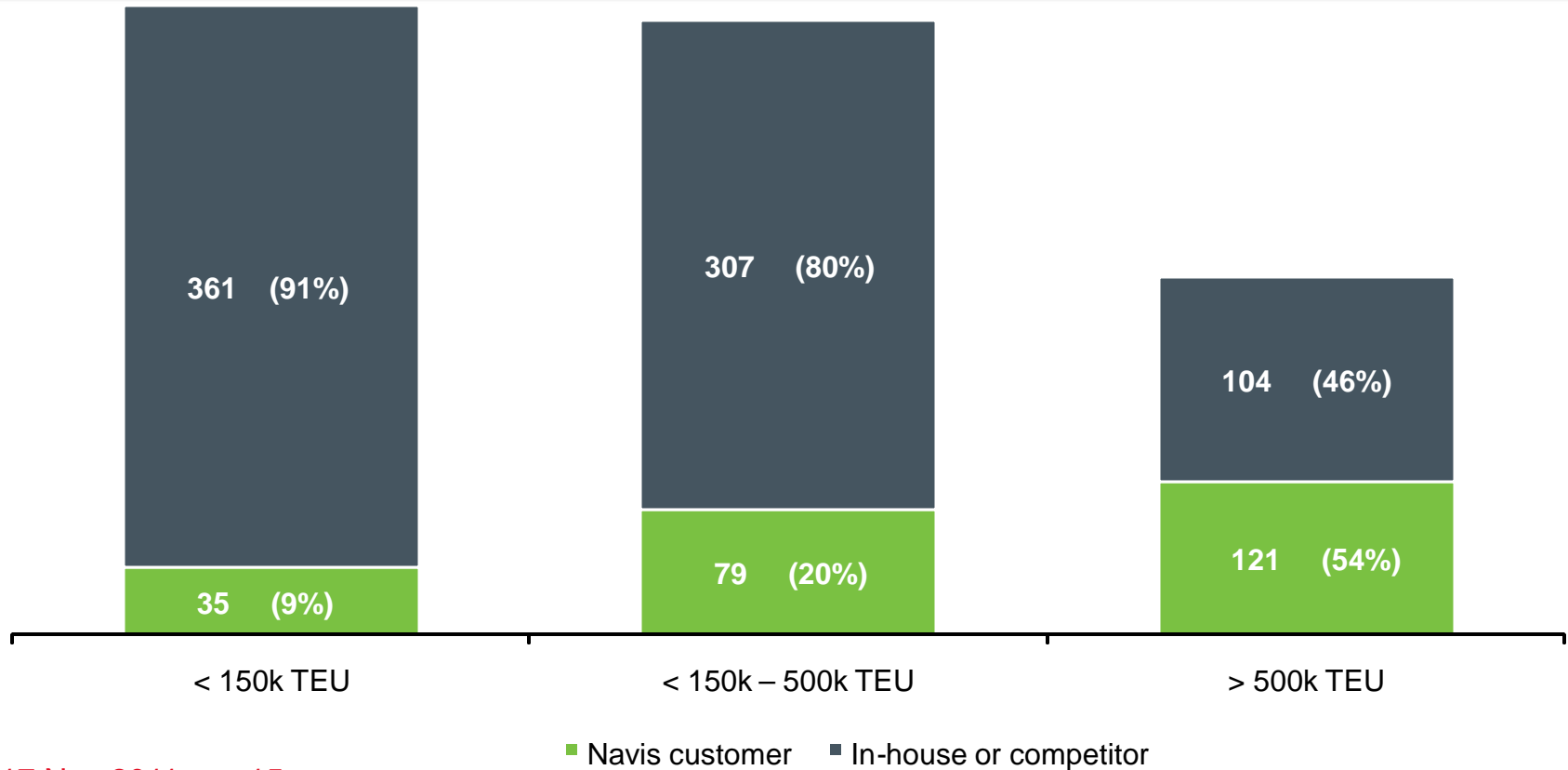| Marine TOS	
	• Global container traffic growing faster than GDP • Over 1,000 terminals worldwide • Marine TOS market size approximately $250MM per year • Opportunities to continue to grow market share
Integrated technology solutions	
	• Opportunity to sell and integrate 3rd party solutions (OCR, PDS, etc.) to existing marine terminal customer base • Recent sales and delivery success create momentum (GSCC, STAM Tunis, Eurogate, Khalifa) • Market opportunity/spend per terminal greater than Marine TOS market
Yard/Rail	
	• Key yard customers include WalMart, Kroger, AutoZone • Key rail customers include Norfolk Southern, P&O Trans Australia, Transnet • Opportunity to replace aging in-house systems

Maritime terminal segmentation

Navis provides solutions at ~26% of marine terminal sites worldwide

361 (91%)	
35 (9%)	< 150k TEU
307 (80%)	
79 (20%)	< 150k – 500k TEU
104 (46%)	
121 (54%)	> 500k TEU

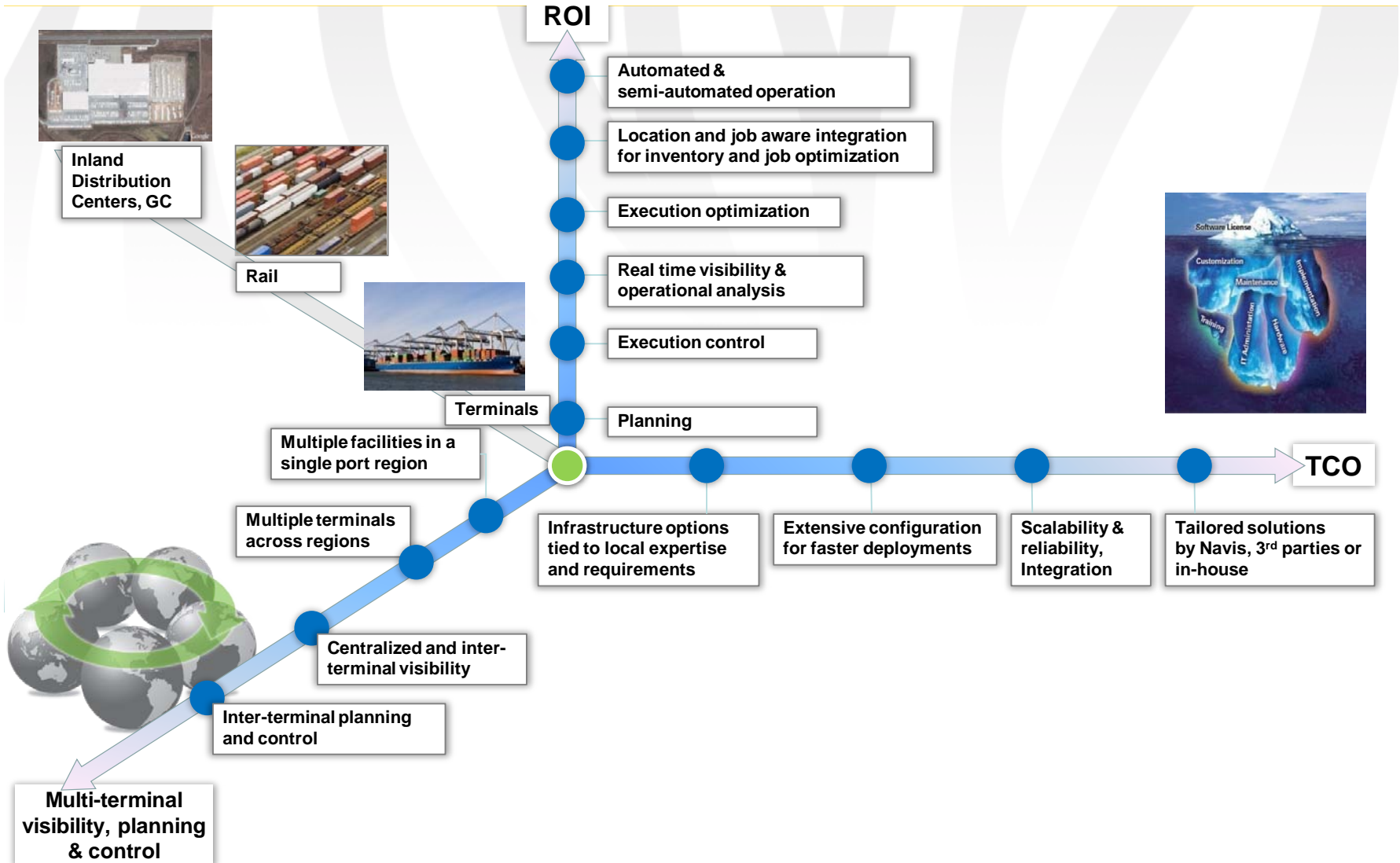■ Navis customer   ■ In-house or competitor

Value to terminal operators

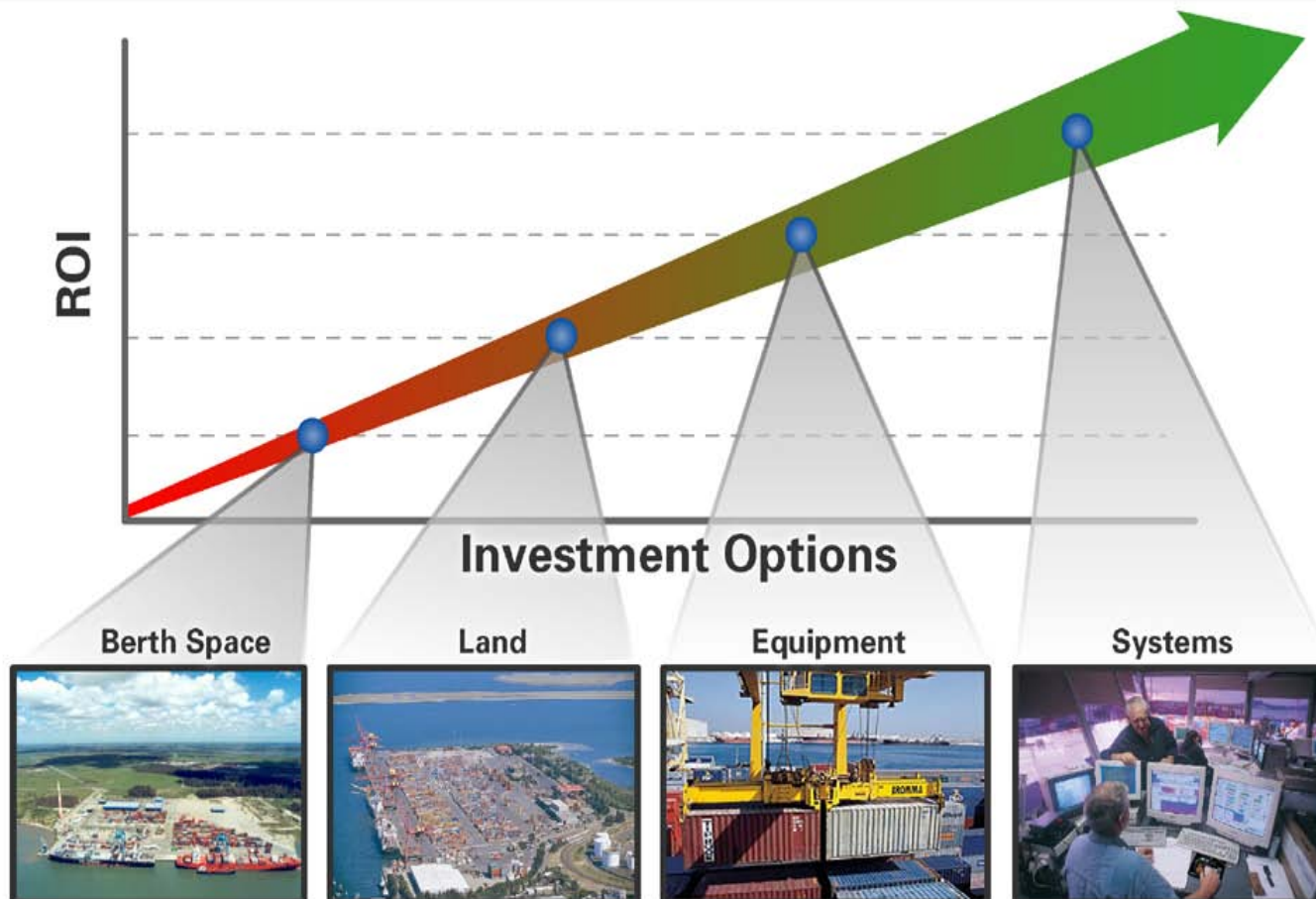# What advantages do we bring to customers?

- Market leader with proven solutions that drive superior operational productivity

- Fully integrated software and hardware solutions

- Automated terminals

- Enterprise-wide solutions

- Strong vision and track record of delivery

SPARCS N4 – value proposition

ROI

- Automated & semi-automated operation
- Location and job aware integration for inventory and job optimization
- Execution optimization
- Real time visibility & operational analysis
- Execution control
- Planning

Inland Distribution Centers, GC

Rail

Terminals

Multiple facilities in a single port region

Multiple terminals across regions

Centralized and inter-terminal visibility

Inter-terminal planning and control

Multi-terminal visibility, planning & control

TCO

Infrastructure options tied to local expertise and requirements

Extensive configuration for faster deployments

Scalability & reliability, Integration

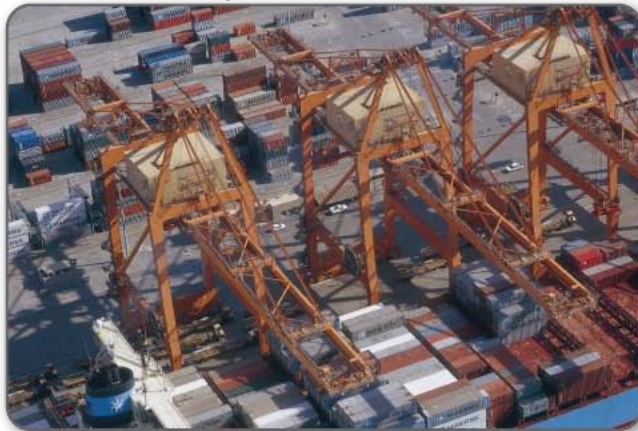Tailored solutions by Navis, 3rd parties or in-house

TOS purchase provides highest ROI

Terminal operating systems have the highest return on investment versus investment in berth space, land or equipment

ROI

Investment Options

Berth Space   Land   Equipment   Systems

Product overview

SPARCS optimization –
main advanced applications opportunities

Quay Commander

Expert Decking

Prime Route

AutoStow

Customer case study – DP WORLD Jebel Ali

Terminal Details	T1 & T2
Container Terminal Area (ha)	307 ha
Gantry Cranes	79
Terminal Quay Length (m)	7,475
RTG/RMG	183
Empty Container Handler	56
Terminal Tractors	659

Challenge

Improving operating efficiencies while maintaining overall terminal productivity at one of the largest terminals in the world

Solution

With Navis Prime Route, Jebel Ali was able to automate and optimize the dispatching of the terminal tractor fleet thus reducing the number of tractors required while improving overall terminal productivity.
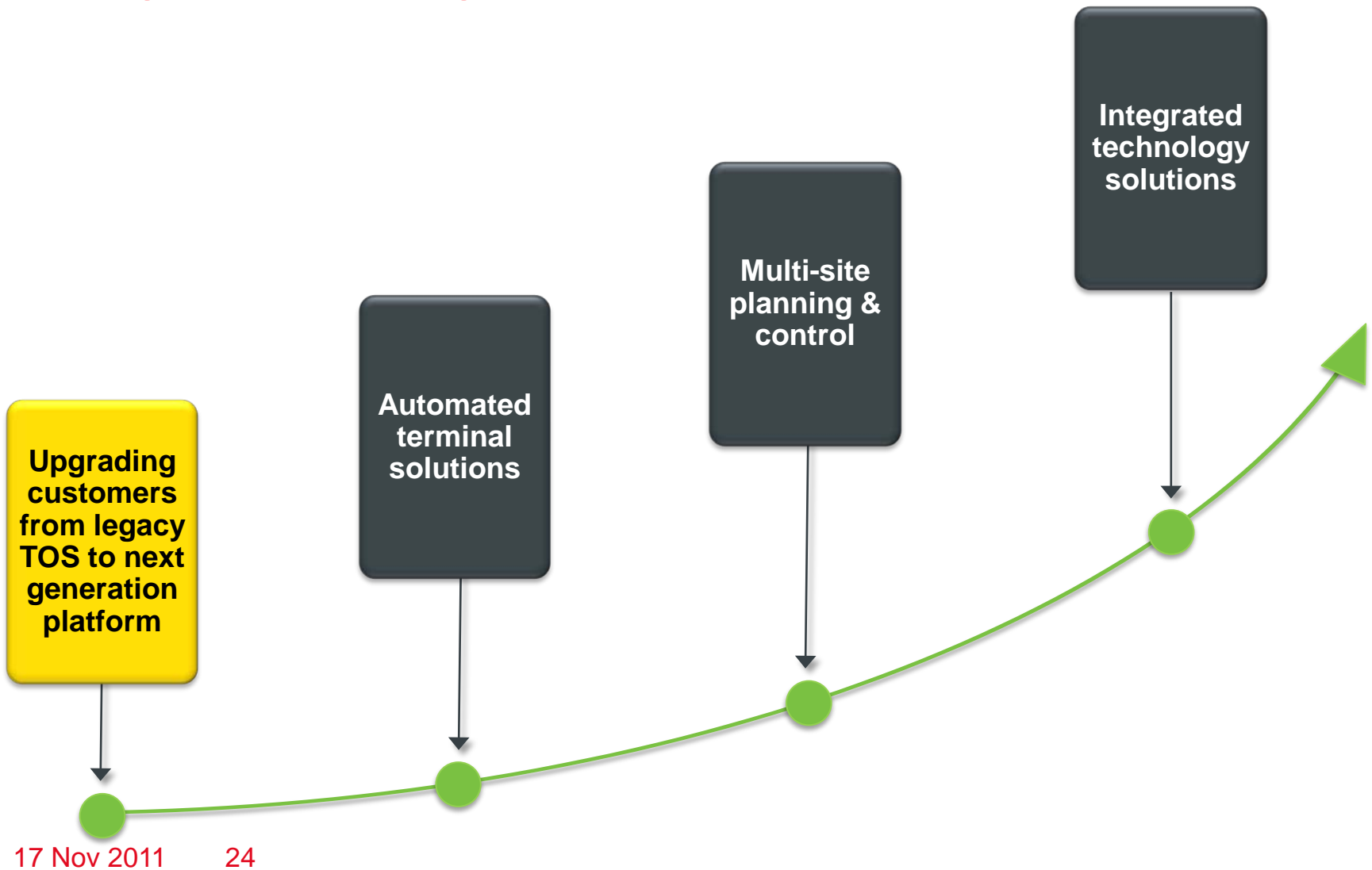
Benefits

Significant reductions in costs while improving operational metrics including 12% gains in GMPH, 21% gain in TTMPH, 20% reduction in un-laden travel time and a 17% reduction in tractor fuel per move

Growth drivers

A bright future – growth opportunities

Upgrading customers from legacy TOS to next generation platform

Automated terminal solutions

Multi-site planning & control

Integrated technology solutions

Customer upgrades

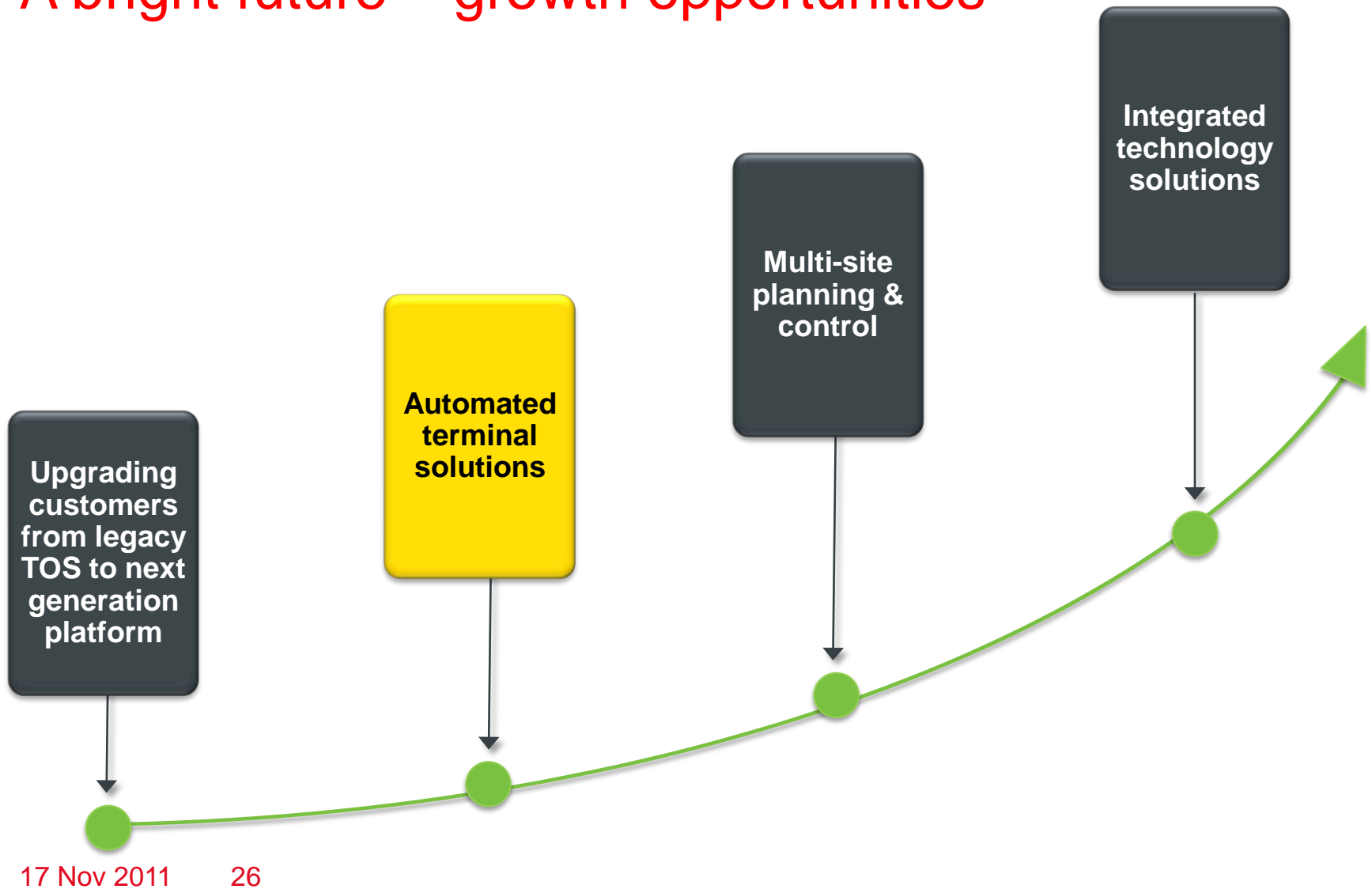## Upgrading customers from legacy TOS to next generation platform

- Only 40 of Navis' 200+ installed customer sites currently use SPARCS N4

- Significant customer demand for new features and capabilities

- Use of support pricing and sunset policies to facilitate existing customer adoption

SPARCS N4 for new customers **+** Existing customer upgrades to SPARCS N4 **=** Growth in installed base and revenue

Significant SPARCS N4 Upgrade Potential

- Average SPARCS N4 upgrade deal size in excess of $1MM

A bright future – growth opportunities

Upgrading customers from legacy TOS to next generation platform

Automated terminal solutions

Multi-site planning & control

Integrated technology solutions

Automated terminal solutions

Automated terminal solutions

- Driverless cranes and trucks reduce labor costs and increase efficiency

- Navis solutions implemented at leading automated terminals

- ~20 automated terminals in design

ECT

APMT VA

Euromax

DPW
Antwerp

Customer case study – DP World Antwerp

Challenge

Support current CHE operations while transitioning to a fully automated system, replace current system while supporting increasing volumes and multiple terminals
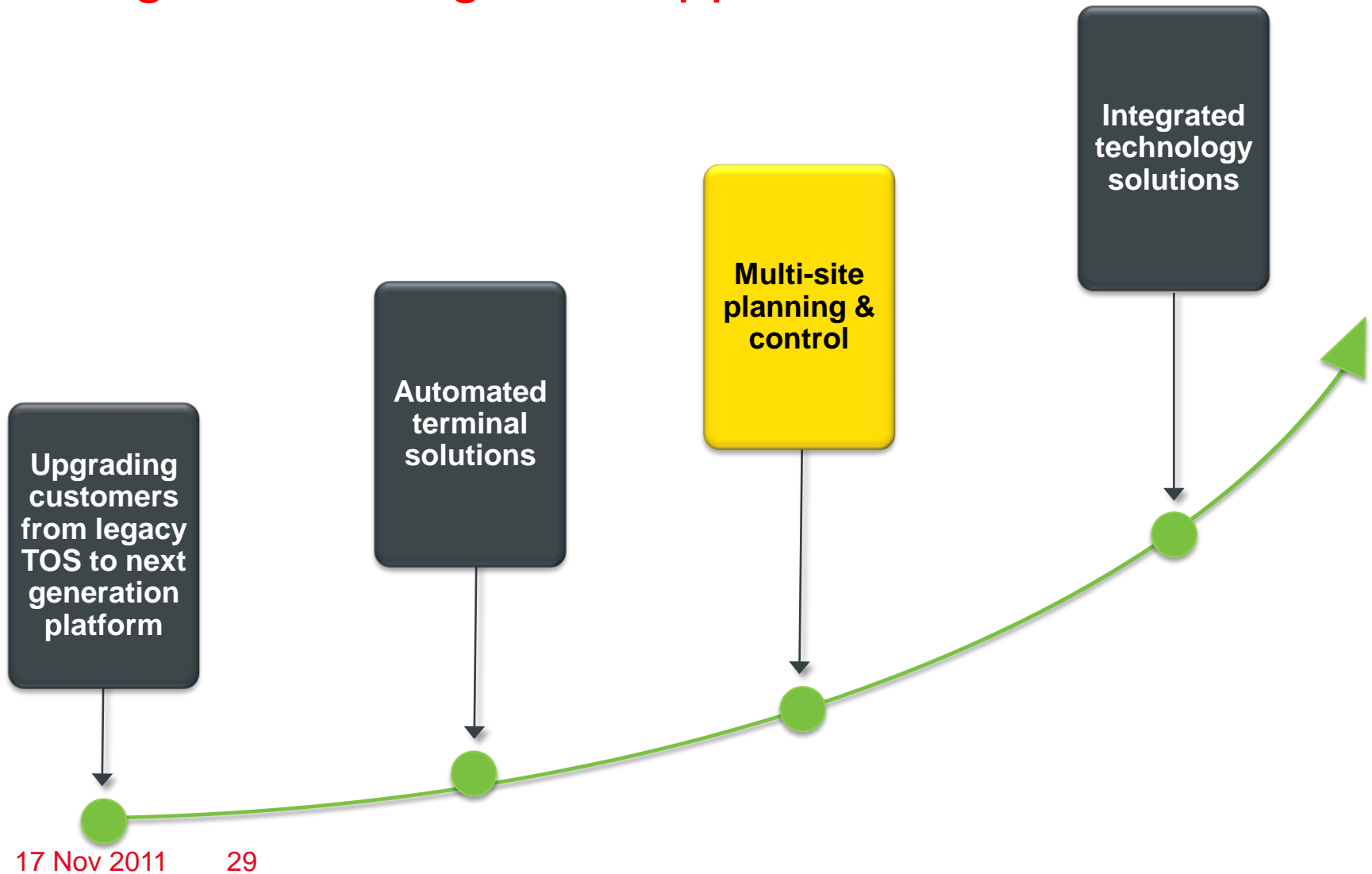
Solution

SPARCS N4 and its advanced applications allow simultaneous and efficient operation of existing CHE and newly adopted ASCs. Multi-terminal configuration allows visibility and control across both terminal operations.

Benefits

Reduced truck turn times, congestion and associated pollution, as well as improved customer service and operational savings with centralized planning
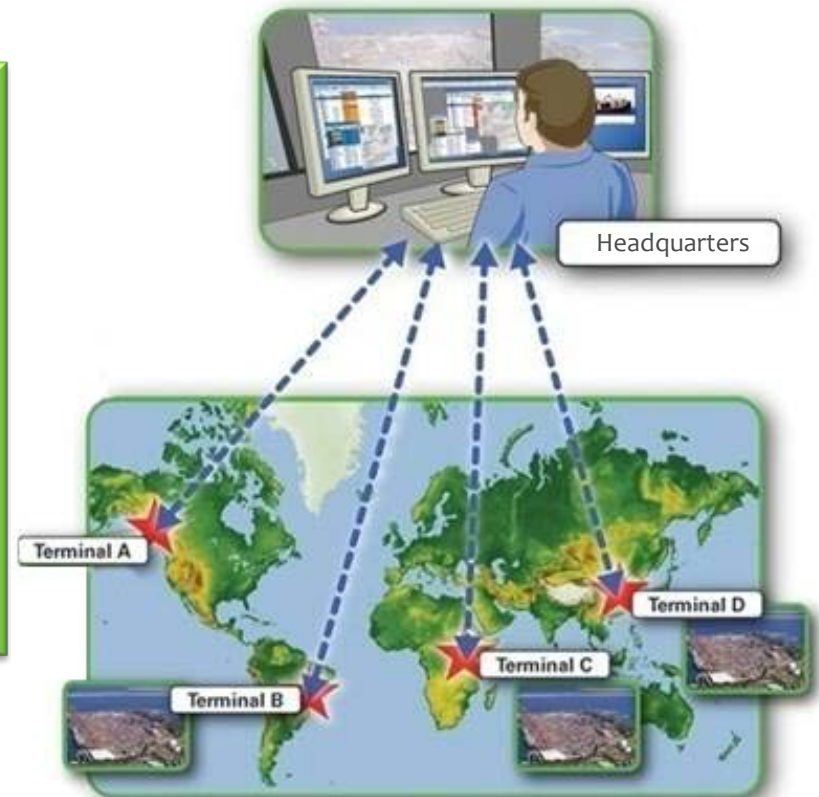
17 Nov 2011   28

A bright future – growth opportunities

Integrated technology solutions

Multi-site planning & control

Automated terminal solutions

Upgrading customers from legacy TOS to next generation platform

Multi-site planning & control

- Enable visibility and control across multiple terminals

- Reduced IT costs, enhanced enterprise visibility and metrics, and optimization of container movement

- Multi-complex, multi-facility design provides real-time visibility across all operations

Headquarters

Terminal A

Terminal B

Terminal C

Terminal D

Customer case study – Transnet

Challenge

1. Provide a unified real time customer portal for all sites & operations

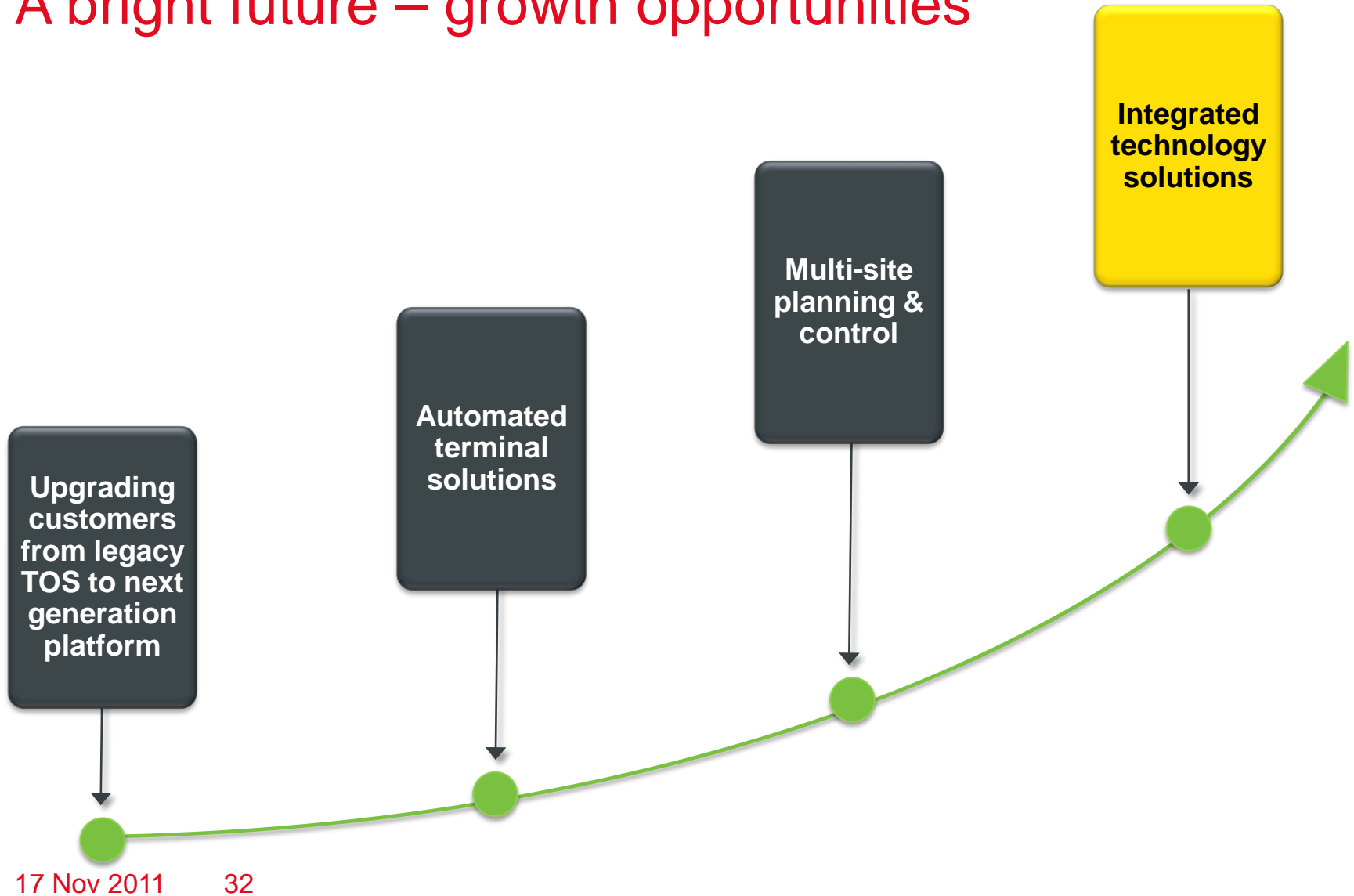2. Fully integrate marine and rail terminal operations

Solution

SPARCS N4 running all terminals from single instance and data center enabling network efficiencies while improving operating practices at each terminal

Benefits

Infrastructure and administrative savings, accelerated deployments, consolidated real-time reporting and management, optimized operations at the terminal and network level

A bright future – growth opportunities

Integrated technology solutions

Multi-site planning & control

Automated terminal solutions

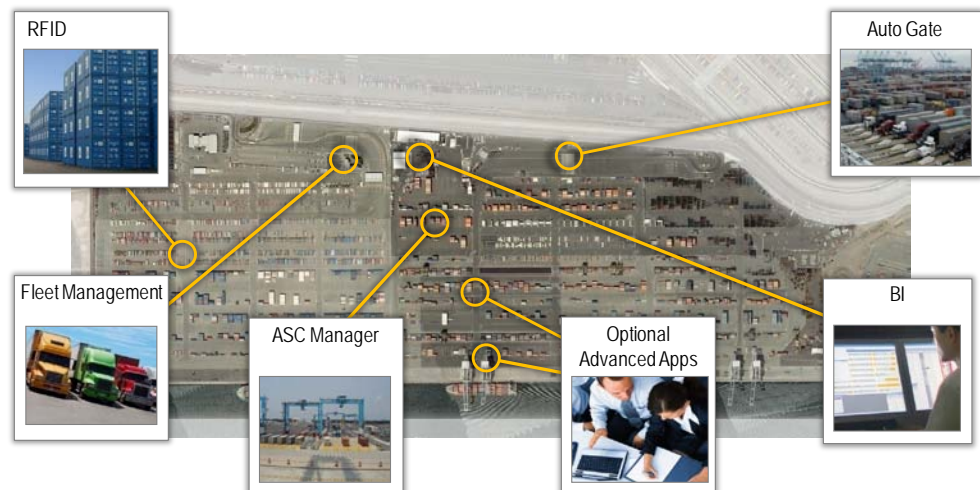**Upgrading customers from legacy TOS to next generation platform**

Integrated TOS solutions

Turn-key solution provider of optical character recognition systems, real time location systems and positioning determining systems integrated with the TOS

Navis offers its customers a truly innovative platform, combining hardware, software & services into a fully-integrated terminal of the future

Terminal of the Future

RFID

Auto Gate

Fleet Management

ASC Manager

Optional Advanced Apps

BI

Integrated solutions

- **Automated job stepping**
- **Job promotion**
- **Container hand-off**
- **Automated container inventory**
- **Over-the-road truck integration & positioning**

- **QC OCR**
- **Gate OCR**
- **Rail OCR**

- **CHE visibility**
- **Container inventory**
- **CHE PLC/EFM integration**

- **RTG optimization**

we keep cargo on the move™