ESCALATE TO THE CLOUD: BENEFITS OF SAAS-BASED TECHNOLOGIES

May 2021

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Insights from Industry Survey

Almost all Navis customers are actively exploring future strategies on cloud

79%
of respondents have an established timeline to move to the cloud

77%
of those with a timeline would consider moving their TOS to the cloud within four years

– 23% are looking at a shorter window of 1-2 years

93%
are interested in exploring more about Navis' N4 SaaS solution and 62% have already taken active steps, reporting at least some familiarity with the offering

"The reason why it has not been done before is because the capabilities did not exist. **With SaaS everything is more cost-effective, and safer**"

- *Former Executive Advisor at Port of Los Angeles*

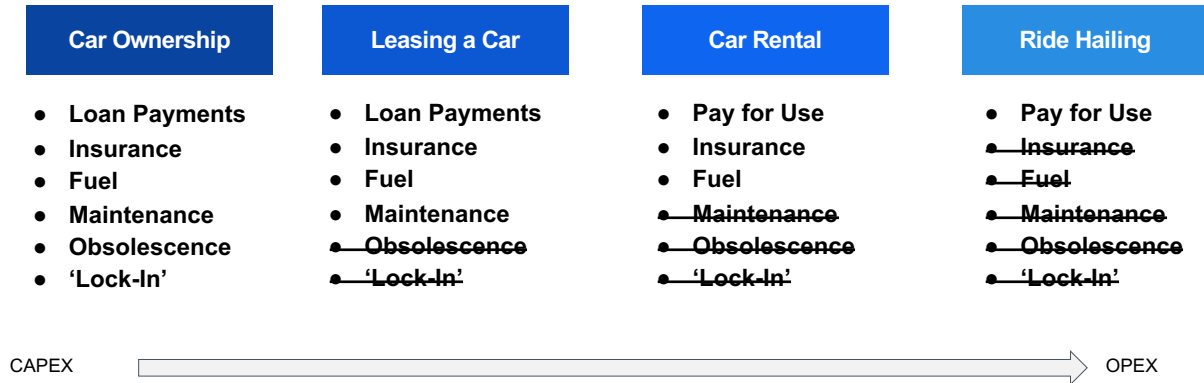**Remote work accelerates cloud computing adoption for terminal operations**

*Source: 2020 Navis Customer Survey

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Our Journey to the Cloud begins on the Ground

A Transportation Analogy

Car Ownership	Leasing a Car	Car Rental	Ride Hailing
• Loan Payments	• Loan Payments	• Pay for Use	• Pay for Use
• Insurance	• Insurance	• Insurance	• ~~Insurance~~
• Fuel	• Fuel	• Fuel	• ~~Fuel~~
• Maintenance	• Maintenance	• ~~Maintenance~~	• ~~Maintenance~~
• Obsolescence	• ~~Obsolescence~~	• ~~Obsolescence~~	• ~~Obsolescence~~
• 'Lock-In'	• ~~'Lock-In'~~	• ~~'Lock-In'~~	• ~~'Lock-In'~~

CAPEX ──────────────────────► OPEX

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Imagine a New Way

Cloud computing

Global Management

Flexibility

Elastic Demand

SaaS

World Class Security

Competitive Advantage

Cost Savings

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Cloud Computing Models

On Prem	IaaS	PaaS	SaaS
Application	Application	Application	Application
Data	Data	Data	Data
Runtime, MW	Runtime, MW	Runtime, MW	Runtime, MW
OS	OS	OS	OS
Virtualization	Virtualization	Virtualization	Virtualization
Server H/W	Server H/W	Server H/W	Server H/W
Storage	Storage	Storage	Storage
Networking	Networking	Networking	Networking
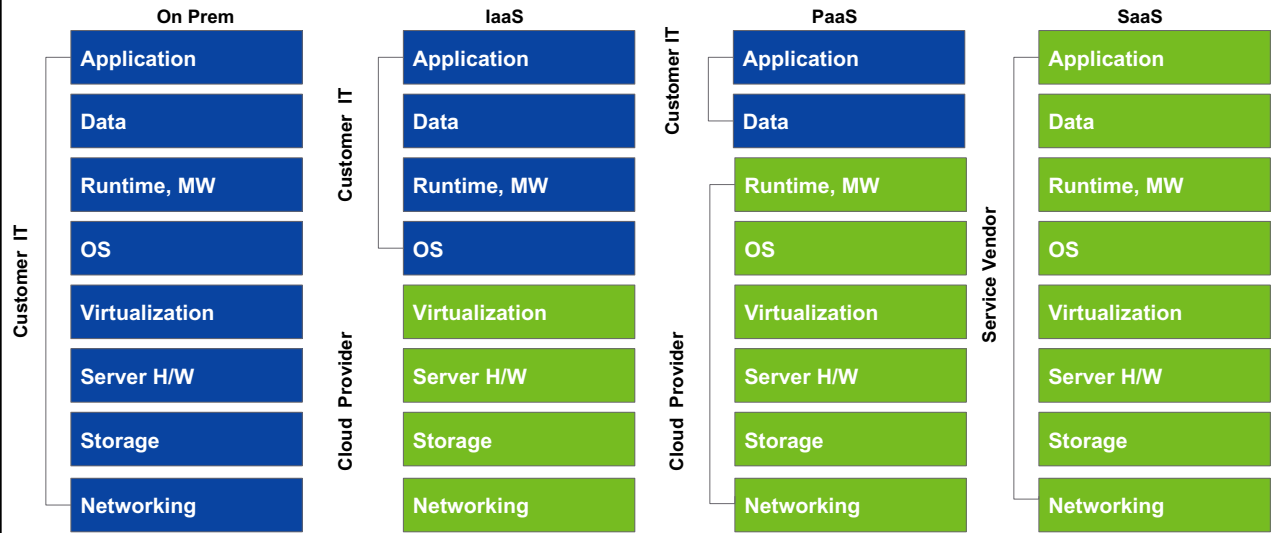
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Key Considerations In Cloud and SaaS

SECURITY   RELIABILITY   OWNERSHIP

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Benefits of SaaS

Allowing customers to focus more on their business

PROFITABILITY

FLEXIBILITY

RELIABILITY

SECURITY

LOWER TOTAL COST OF OWNERSHIP	'RIGHT-SIZE' YOUR DEPLOYMENT	RELY ON A FUTURE-READY TECH	WE'VE GOT YOUR BACK
• Minimize physical infrastructure spend • Lower operations expenses • Increasing profit margins	• Eliminate over-provisioning • Scale up and down as your business grows	• Deploy new applications and capabilities much quicker than your competitors • Customer-centric experience	• 24/7 security and proactive compliance • Minimize your terminal's downtime and maintenance costs • Backup and disaster recovery services

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Our Focus for the Future

Leveraging technology to digitalize the supply chain

Digitalization

Digital transformation is the most effective solution to container shipping value chain inefficiencies

Automation

Automation significantly improves the efficiency of terminal operations

Transition to Cloud

Cloud transition and lower adoption costs will open up the market to medium and small segments
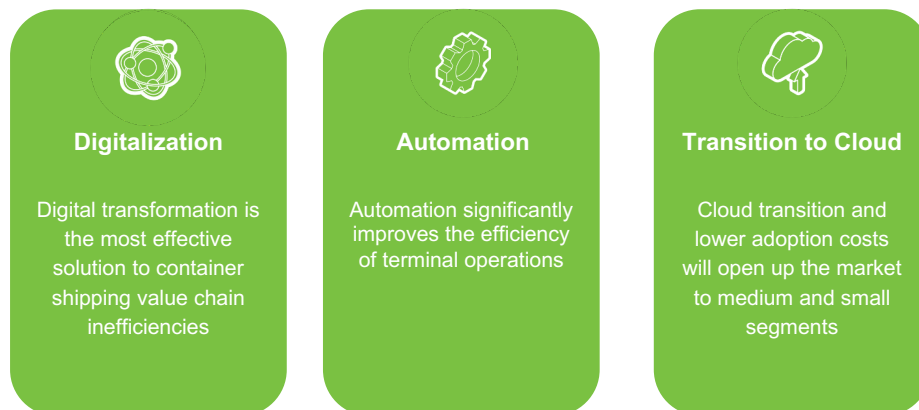
Driving change and future growth

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THANK YOU!

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