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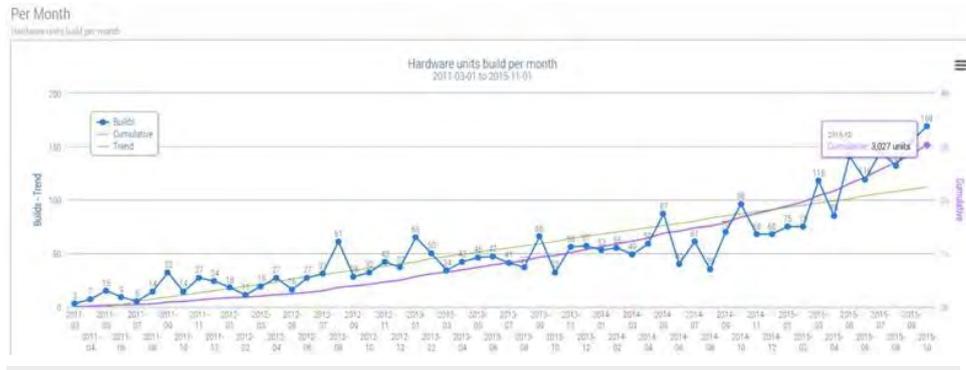
Navarino announces record Infinity sales, as the number of active units passes 3,000 worldwide



Navarino is delighted to announce that it has shipped more than 3,000 Infinity units, just 4 years after launch. Sales volume has increased to exceed 170 units per month, a new record. Infinity is available from Navarino direct, and also from several resellers globally including Inmarsat, Imtech Marine, Jason Electronics, Argenton, Precision Satcom and Station Satcom.

“Sales of Infinity, Infinity Plus and Infinity Cube have been phenomenal, blowing past any previous product in our portfolio,” said Konstantinos Katsoulis, Navarino Commercial Director. “Customers’ feedback is invaluable, and they let us know that they really appreciate the continuously updated, rich feature list for both business and crew welfare applications.”

Infinity comes in three versions, the Standard, Infinity Plus and Infinity Cube. The Plus and the Cube offer all the services of the Standard, while the Plus includes remote access and virtualization, and the Cube is in effect 2 Plus nodes, making it an active-active cluster environment with full redundancy via these twin nodes.



Infinity installations trend line

The Infinity development roadmap is extremely proactive, and there is a development team that constantly updates and brings new features to the service. ‘We are so proud to have reached the 3,000 units milestone’, said Andreas Haralambopoulos, Infinity Director. ‘We continue to invest heavily in expanding both the infrastructure and the personnel needed to maintain the leading market position that Infinity has established, and our objective is to continue building a solution that is the benchmark service for the industry.’ Navarino would also like to thank all our Infinity customers and look forward to the next milestone!

Editor’s note

by Christian Vakarelis

Hello to all and welcome to the Navarino Newsletter. In this edition we take a look at some remarkable stories, including the visit of the Chinese President to Inmarsat Headquarters in London and a fascinating trip to Nepal armed with an Isatphone.

We have an interesting piece from the Inmarsat blog, in which the Navarino Commercial Director gives his thoughts on smart ships and the ways technology is helping vessels become more and more interconnected with their offices, and the strong demand for business applications on board.

We also highlight the excellent conferences we attended this quarter, in both Athens and Singapore, where we were pleased to have the opportunity to learn from Maersk tankers about how they are implementing Infinity Plus and the features they use most.

We also have two big pieces of Infinity news this quarter. First we are all very proud to announce that we have now sold more than 3,000 Infinity units worldwide. Also this quarter we released a major Infinity update, which includes new features and fixes, and which as always is pushed to all units free of charge.

Finally we have the extraordinary story of Gwenda Walters, a 70 year old palliative care nurse who took an Isatphone trekking through Nepal for the charity International Needs.

We hope you enjoy this edition, and wishing all you season’s greetings as we head to Christmas!

Events and News

Maersk Tankers speak about Infinity



Mr. Ken Larsen, Project Manager Maersk Tankers IT

We were very pleased to host Mr Ken Gregers Larsen, of Maersk Tankers, at both the Digital Ship Athens and Digital Ship Singapore conferences. Mr. Larsen's presentation, entitled 'Enhancing Satellite Communications for Crew and Business' was a case study on how Maersk Tankers is using Infinity, and highlighted the features the company finds most useful, among them the file synchronization, global address book replication and the automatic crew account creation function. Mr Larsen pointed out that since introducing Infinity, and its file synchronization, the speed with which they can update all vessels with the latest versions of software has been cut from 3 months to 3 weeks, which he mentioned is seen by the Maersk Tankers offices as a major improvement. He also said that as others check their Facebook each day, he checks his Infinity portal! Maersk Tankers is in the process of rolling out Infinity Plus onto its entire fleet, and expects to have completed the project early in 2016.



Navarino at the Digital Ship conference in Athens



From the 11th to the 12th of November, Navarino was proud to participate in the Digital Ship Conference in Athens in the Metropolitan Hotel. The well attended event brought together the IT managers of the Athens shipping world to address the strategic and practical challenges that all shipping companies are facing at present. As well as covering innovation in maritime communication, technical developments and of course safety, training and navigation, there were also discussions on the strategic drivers in the maritime business, such as the evolution of maritime data, and the future of unmanned vessels.

Digital Ship Singapore well attended again

Navarino was also in full attendance at the Digital Ship Singapore this quarter. As usual it provided an excellent opportunity to meet with our growing base of customers in the region, and we were especially pleased to see such a well attended event for our presentation with Maersk Tankers, detailing the Infinity Plus rollout they are currently implementing on all their vessels. More and more companies are beginning to realize the advantages Infinity can bring and these events are the perfect showcase to display the service and to learn more about it. It is also a good opportunity to meet with local third party companies that are often interested in adding Infinity to their portfolios to offer their own customers.



The Inmarsat Global Partner Conference in Rome



In December, several Navarino staff travelled to Rome for the annual Inmarsat conference that was held at the Hilton Cavalieri just outside the city centre. The conference is held each year to update partners on each segment of Inmarsat business activities, including Maritime, Aviation, Government and Enterprise. This year more than 650 partners attended, and we are pleased to have been a part of such a well run event.

Besides the presentations made by Inmarsat, Navarino staff were also kept really busy on the stand we had at the conference. The trial version of the new Infinity Cube, the Infinity Mini Cube, was on display and we had a lot of visitors from participants who were keen to learn all about the new smaller sized Infinity, which has all the features of the bigger version but in a much smaller package and slightly less powerful hardware.

We would like to thank all the visitors to our stand, and also Inmarsat for organizing such a useful and relevant event, and we look forwards to the next one.

Market News

New FB plans bring real alternatives to VSAT

Inmarsat has announced a set of new FleetBroadband plans which will be available from the 1st of February 2016. The new plans include a 75MB plan, a 1 GB plan and interestingly there are also two higher plans that offer a strong alternative especially to Mini-VSAT. The 20GB and 40GB plans, unlike Mini-VSAT 5-20GB plans of similar cost, offer global coverage, can use existing hardware and for the first time both FB250 and FB500 are compatible with the larger allowance, while the plans are upgradeable to Fleet Xpress too.

Another thing to bear in mind with Ku Band is its susceptibility to weather conditions, making a FleetBroadband back-up terminal essential for most vessels that trade globally in most cases. To find out more about the VSAT vs Fleet Broadband comparison please contact your Navarino account manager.

	FB 20/40GB Plan	Mini-VSAT	Comment
Allowance	20/40GB	5-20GB	Much larger with FB
Coverage	Global	KU Beams	FB can stand alone
Network Availability	99.6%	90%	FB Backup required for VSAT
Equipment	FB 250/500	VSAT antenna	FB much simpler to install and maintain
Contract Length	24 months	Up to 60 months	VSAT long contract and no scalability
Upgrade path	Fleet Xpress	None	FX upgrade path built in with FB, making it future-proof

Smart thinking for smart ships with Inmarsat Fleet Xpress



It's a simple fact: ships need more data. We're seeing a trend among ship owners towards turning vessels into floating offices at sea, with all the features and applications we find in the shore-based office environment replicated onboard. The main driver for such demand is business applications, while the crew welfare aspect is undoubtedly important. So at Navarino we are certainly looking forward to using the new bandwidths that Fleet Xpress utilizes to develop new maritime business applications that it's not been possible to offer cost effectively until now. With Fleet Xpress in our portfolio, we can bring our customers high throughput solutions for a huge range of functions, from remote management and support of onboard IT systems and real-time vessel tracking to automated analytics and business intelligence. Then there's high speed crew welfare solutions that just haven't been feasible before, like video chat and live TV, as well as eLearning tools

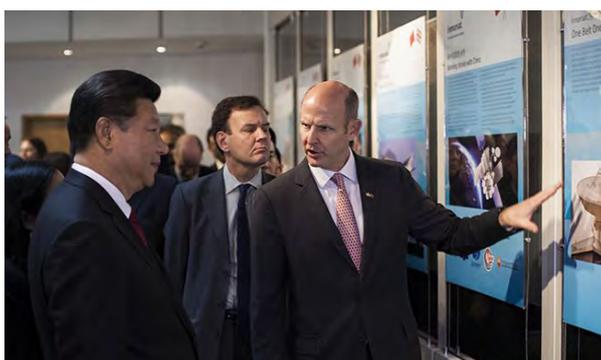
for training and eHealth applications for remote consultations with medical experts. The availability of a cost effective, global VSAT service accessed through manageably-sized antennas has always been missing. The only option for this has been C-band, but this is not suitable for many merchant vessels due to its size, the practicalities of its installation, and cost. So it's no real surprise that our customers want to get their hands on Fleet Xpress. They recognize this is something different – the first VSAT service specifically built for maritime.

Market conditions have not been ideal in recent years, but more and more ship owners and managers are coming to understand that satcoms is more of a value than a cost, and allows them not only to communicate but also to monitor their vessels anywhere. They appreciate that the transition to new technological-based standards of maritime operations is driven not only by regulation but also by commercial necessity. In order to recover from the bad market conditions, they need to be competitive and so technology, including satcoms, is increasingly necessary.



This article was an interview with Navarino's Commercial Director, Konstantinos Katsoulis for the Inmarsat Maritime blog, available here <http://www.inmarsat.com/blog/smart-thinking-for-smart-ships>

Inmarsat welcomes President Xi Jinping of China to London



Inmarsat CEO Rupert Pearce with Chinese President Jinping

In October, Inmarsat welcomed the President of the People's Republic of China, Mr Xi Jinping to its London headquarters, as part of the President's historic State Visit to the UK. The prestigious visit reflects the close working relationship between Inmarsat and China. China was one of the eighty-six countries that came together to found Inmarsat with a maritime safety mandate and over thirty five years later Inmarsat continues to contribute to safety and security in Maritime and Aviation and more recently during disaster situations in China.

President Xi, accompanied by HRH The Duke of York, viewed Inmarsat's Network Operations Centre to understand how Inmarsat is able to uniquely contribute to President Xi's One Belt One Road ('OBOR') strategic vision through the provision of critical global mobile broadband connectivity services, including Inmarsat's revolutionary new service, Global Xpress.

Infinity News and Sponsorships

Infinity partners commercial training held in Singapore



Infinity resellers joined the team from Navarino Singapore for in-depth training



Infinity resellers with the Navarino team group photo

We were very excited by the positive response to our Infinity Partners Commercial training on the 15th of October in Singapore. The event was held to share insightful information and exchange ideas about Infinity among 30 participants and also to help train their commercial and technical staff in using and selling the Infinity service.

Our presentations included demonstrations of the Infinity Plus and Cube and highlighted cost efficiencies that Infinity can bring to shipping companies. We also presented new tools that we would like to offer to our partners such as the Back Office Tool. Several Navarino staff were attending the event, namely Andreas Haralambopoulos, Konstantinos Katsoulis, Spyros Georgiou, Mervin Lew, Dimitra Likitsakou and Theresa Pang. All of us would like to say a huge thank you to our Infinity resellers for attending, and we always welcome feedback from them on how to make our cooperation even more successful.

Infinity latest version 2.1.6 goes live

Navarino is excited to announce that the next Infinity upgrade is ready and began being rolled out to all units in groups from the 1st of December 2015. As with all Infinity upgrades, it is pushed to all Infinity units at no extra cost. Included in this update are-

- Expanded QoS settings
- XL Crew Calling Rates
- Extended Web Services
- Enhancements to the Voice Providers interface
- Extensions to the reporting tool
- New charts for consumption per day or month for business devices.



A remarkable adventure with an Isatphone trekking in Nepal



We are very pleased to have this quarter sponsored a remarkable lady on a fund raising trek through Nepal. Ms. Gwenda Walters is a palliative care nurse who works at St. Christopher's Hospice in London. The 70 year old lady organized the trek in order to raise money for International Needs.

Gwenda said 'It was a truly worthwhile adventure. We are extremely grateful to our guides, and all the kind locals we met who helped make this trip so unforgettable, and I know that the 4,000 pounds we managed to raise, thanks to the contributions from friends and family will really help International Needs continue



to make a difference in the lives of those we visited.'

Navarino provided an Inmarsat Isatphone and airtime for Gwenda to stay in touch with her friends and family during the trip through the vast range of remote hills and mountains. Although Gwenda had never used a smartphone or even a tablet before, with a little training from Navarino's Christian Vakarelis in London before setting off she was able to make and receive calls and text messages throughout the trip.

