

Newsletter

Navarino's 'Innovating Forward' Tour closes the year in Athens at spectacular SNFCC Opera House



In the fourth Quarter of 2023, Navarino invited some of our biggest partners to join us for our 'Innovating Forward' Tour around the world's largest maritime centres. The purpose of these events was to bring ship operators the latest developments and upcoming news from both Navarino and from some of the largest names in the maritime technology sector, including Cobham, Intellian, Intelsat, Inmarsat, Iridium, Onweb and Starlink.

The Innovating Forward tour visited customers in Rotterdam, Hamburg, Oslo and Singapore before reaching Athens in December 2023 at the Stavros Niarchos Foundation Cultural Centre, also known as Athens Opera House.

With over 200 ship operators in attendance representing more than 1500 vessels, we were delighted that the Athens event was the biggest one yet and we are very proud that so many of our customers were able



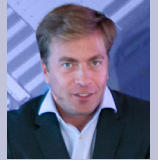
to join us on the big day. We are also extremely grateful to our partners who supported us in such strong numbers and with such interesting speakers who brought everyone up to date with their future plans and each of their latest advancements.

We'll now take a look at some of those updates with you, our readers, in case you missed this fantastic world tour of events!



Editor's note

by Christian Vakarelis



Welcome to our latest Navarino Newsletter and a very Happy New Year to all!

This very special edition is devoted to one of the most spectacular events of the 2023 maritime event calendar – namely the Navarino 'Innovating Forward' Tour which came to Athens in the last quarter of the year in the beautiful SNFCC.

Having visited most of the major maritime centres around the world, this tour was designed to allow ship operators the chance to hear about the latest updates from the most influential names in the merchant maritime sector, as well as to learn about the new technology services and innovations that Navarino is introducing.

Our whole Navarino team is extremely grateful to all our partners who joined us travelling the globe, before wrapping 2023 up in peerless style at the SNFCC. We have worked with most of them for many, many years and we will always appreciate the strong support that each of them has shown to Navarino throughout our partnership. Most importantly however, we would like to thank all our customers who took the time to spend the afternoon with us. Maritime IT managers from over 200 ship operators were kind enough to attend and to offer insightful comments, feedback and ask important questions to the suppliers gathered at the event. We could not have held such a wonderful event without each and every one of you.

One more important item to mention in this edition is the exciting new Starlink promotion that is available now and which offers up to 5 of your vessels to try the 5TB plan for 2 months, free of charge. This is the perfect way to give Starlink a try and a really good way to bring high speed connectivity to your crews in this New Year!

Navarino

Navarino had a really busy 2023, and like all the presenting companies, we saw a lot of new developments in the marketplace as GEO really started to make an impact over the year. As a result, Navarino's presentations began by highlighting the importance of the hybrid connectivity approach for modern maritime vessels, as no single connectivity provider can cover all of the evolving needs of a merchant vessel every time and everywhere. Such vessels need a combination of GEO, VSAT and L-band in order to maintain fully redundant, reliable global connectivity.

To help customers manage and monitor this connectivity as well as all their other Navarino services, we also introduced Cosmo, our single online platform that provides all information related to all Navarino platforms, as well as billing, e-ordering, and statistics per vessel.

Navarino also presented the upcoming version of Infinity, (version 3) which sees a big upgrade to its benchmark maritime IT platform. As well as a full refresh of the look and feel of the Infinity interface, we are introducing plenty of new features including the latest API functionalities, network interfaces, simplified SD WAN options and firewall template among others.

Quazar, our IT as a service offering, was also looked at in depth during the event, explaining how this exciting approach to maritime IT can deliver a vessel's complete IT hardware needs plus all its software and licences, as well as a 24/7 personal IT manager to manage and maintain your fleet, all for a single monthly fee.



Inmarsat Viasat

The first of our partners to speak at the event was Damian Staples from Inmarsat. He began with an overview of the recent merger by Viasat, with an overview of the new group's main numbers and its assets in space, both current and forthcoming ones, mentioning that 10 new satellites are currently under construction. As Inmarsat moves to a multi-orbit strategy, it has 8 GEO satellites expected to launch over the next 3 years, to join the 19 it has in orbit today.

The company is also going to be introducing 2 HEO satellites to

provide continuous coverage above 65N to ensure that the poles and areas north of Japan and the Bering Strait will be covered. These HEO satellites are expected to launch in 2024, with a lifespan of over 15 years.

Inmarsat also used our Innovating Forward event to introduce changes to Fleet Xpress – namely the re-introduction of Unlimited Allowance plans and increased flexibility for upgrades and downgrades, as well as new contracts with just a 1-month contract commitment.



Cobham Satcom

The next speaker was Erik Nieuwmeijer from Cobham. Erik began with a look back at the heritage of Cobham's long standing record in the maritime sector, where it began operating in 1953. He then went on to examine the network diversity approach within maritime, which sees the move towards integrating different communication services regardless of the satellite network operator, type of satellite orbit or frequency band.

This of course means that the highest level of network uptime is required due to the growing number of applications and solutions found on modern merchant vessels and he emphasized Cobham's commitment to providing ship operators with the quality standards and reliability that Cobham is known for in order to meet these requirements.

Erik concluded by addressing flat panel antennas, saying that Cobham is watching technological advances in the area closely and that it may bring in such units in future.





Eutelsat OneWeb

Alexandra Kenworthy from Eutelsat OneWeb was our next partner presenter, and she opened with a look at the Eutelsat merger with OneWeb in September which has created a multi-orbit connectivity provider in GEO and LEO with 37 GEO satellites and 634 GEO ones.

She then looked at the network's coverage, which has been 95% global from the 1st of January 2024, with full global coverage expected in the 2nd Quarter of 2024, before moving on

the types of commercial packages the company can provide. These range from 10 Mbps down, 2 Mbps UP plans for leisure vessels, to 50/10 Mbps options for merchant marine, all the way up to 200/20 Mbps plans for the yachting sector.

Alexandra concluded with a look at the types of functionalities that their network can bring to maritime, including cloud-based applications, remote monitoring, and IoT services, and even online gaming for crews.

Intelsat

Following on from Cobham was the latest news from Intelsat, presented by Bilal Hamoui. He unveiled the huge growth in Intelsat's Flexmaritime network for shipping, which has grown by 62% from 2021 and now serves 14,000 vessels with a capacity of 50 GB per ship thanks to its 20 satellites.

Bilal also showed what's coming to the Flexmaritime network next, with the expected introduction of virtualized modems, a software defined network, and even software defined satellites. He then introduced the company's forthcoming constellation, which when completed will consist of MEO Ku band satellites with global coverage offering latencies below 120 m/s and which is designed for multi-orbit integration with both GEO and LEO constellations.



Iridium

Iridium's Dan Rooney was next to take the stage, beginning with an outline of Iridium's maritime strategy, built around their combination of VSAT companion services, safety and security systems and critical system services.

The company is introducing new Iridium Certus companion plans for GEO, including Starlink and he highlighted the advantages of using Iridium's own LEO service over other L-band providers for back-up connectivity at sea.

Dan also used our event to highlight the fact that Iridium's GMDSS services have recently been approved by the Indian government to offer GMDSS in Indian territorial waters. He also introduced their upcoming Iridium GMDSS academy – designed to offer seafarers a complete training overview of the Iridium network, GMDSS, LRIT, SSAS and other maritime safety & security solutions.

Intellian

Richard Beecham began by presenting the latest expansions in Intellian's business, which has recently added a brand-new manufacturing plant in Korea that builds VSAT, TVRO, flat panel and L-band terminals for maritime alongside its Enterprise parabolas. In addition, the company has two centres of excellence locations in

Rotterdam and the UK and recently added a state-of-the-art Advanced Development Centre in the USA to advance its flat panel antenna technology.

We were lucky enough to have 2 of the Intellian flat panel terminals on display at our 'Innovating Forward' event at the SNFCC, which were quite a centerpiece of discussion.

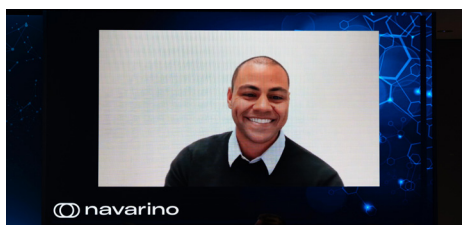


Starlink

Our final speaker was Ian McCullough from Starlink. Ian brought us up to date with the latest numbers from Starlink maritime, which over 2023 has grown into a hugely popular service. He confirmed that the peak speeds merchant vessels at sea could expect are 350 Mbps download, 40 Mbps upload, with expected download speeds of between 40 – 220 Mbps and uploads of between 8 – 25 Mbps, all with a latency of 25-60 milliseconds.

Ian also looked at what will be coming to the Starlink service, namely that they will be adding to the current 5,000 satellites in orbit with new launches, and that they will be expanding their ground network and network software to make further connectivity enhancements globally.

He added that Starlink has a new customer dashboard and API in the works, as well as better service coverage insights coming soon.



New Starlink promotion – try the new high-speed connectivity service free for 2 months on the 5TB package for up to 5 of your vessels

As we begin 2024, we are delighted to announce an exciting new promotion for Starlink – giving you the opportunity to try the 5TB plan for up to 2 months at no monthly subscription cost.

This program is available for merchant vessels currently not utilizing Starlink services and can be used for up to 5 vessels of your fleet. At the end of the 2 month trial period, you can choose to move to any of the Starlink commercially available plans (50GB, 1TB or 5TB) or – if you wish to discontinue the service, you can return the antenna to Navarino for a full refund.

Note that to take advantage of this special promotion, applications must be submitted before the 1st of March 2024 and activations should take place before April 30th, 2024. All trials are subject to Starlink's approval.

In addition, this is the ideal opportunity to experience the

unique Navarino Starlink Lift-Off program, which provides your Starlink vessels with a full set of additional advantages designed especially for this new LEO service, to really elevate your connectivity experience to new heights. Just email sales@navarino.gr to apply for this special promotion and start coordinating your new Starlink installations!

SPECIAL PROMO

STARLINK

START FREE TRIAL NOW!

2 MONTHS FREE AIRTIME
ON THE **5TB STARLINK PLAN**

APPLY
BY 01/03

UP TO 5
VESSELS

STARLINK KIT
LEASED/PURCHASED

*Terms & Conditions apply