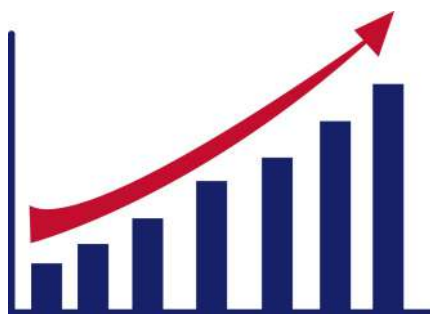




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Navarino proud to win first place for global Inmarsat Fleet Xpress activations in Q1 2017



Navarino is proud to announce that it activated the most Fleet Xpress units in the first quarter of 2017. After a very busy first three months of the year, Navarino was declared by Inmarsat as the Fleet Xpress Value Added Reseller (VAR) with the highest number of active FX units. A record number of Navarino customers have signed up to Fleet Xpress since launch and as a result of these efforts, Inmarsat awarded Navarino with a special prize to celebrate the accomplishment.

Navarino staff were invited to join Inmarsat and a team of professional crew aboard a Clipper 70

yacht in Portsmouth Harbour to take part in the exhilarating Sailor's Society Clipper Challenge Regatta. In a beautiful setting on the Solent, our staff were given training on sailing these magnificent yachts which accommodate up to 12 people plus a professional crew.

After three races against four other clippers, it was back to Portsmouth for a drinks reception in the sunshine and a prize-giving dinner.

Navarino commercial director, Mr Konstantinos Katsoulis said 'We are absolutely delighted to have achieved such strong growth in our Fleet Xpress sales this year. In fact, Navarino is ahead by a large margin, with twice as many activations as the second placed FX distributor. I would like to thank Inmarsat for recognizing our efforts that put us in first place, but most of all I would like to thank all our Fleet Xpress



customers who put their faith in Navarino for rolling out this new high bandwidth service. I look forward to more strong FX sales in the second quarter of this year and beyond.'

We are eager to discover the results for the second quarter and hope we can maintain our position as the market leader for FX!

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Editor's note

by Christian Vakarelis

Another quarter complete and it's time for another Navarino newsletter. We are very proud this quarter to announce that Navarino is the most successful of the Fleet Xpress Valued Added Resellers (VARs) globally. I am pleased to see that our hard work has resulted in more active FX terminals than any other provider in the first quarter of the year. We are encouraged to see the strong demand for the new satellite network service and very happy to be leading the way.

We also held a very popular visit to the Inmarsat GX ground station in Nemea this quarter, which was a really interesting opportunity to see how the FX network operates on the ground, and to get behind the scenes.

I am very pleased to say we have two new colleagues this quarter, Ms Linda Niklasson for Navarino Norway and Mr Dimitris Chatzitzanos who is opening our office in Germany. I would like to welcome them both to our team and look forward to working together.

We are announcing a major update to Infinity also in this quarter, which sees our cyber security feature released through the platform. This brings intrusion detection and intrusion prevention capabilities to Infinity and we have already seen very high demand for this type of service in the maritime world.

As always, I hope you enjoy this edition of the newsletter and I am hopeful that the next one will see Navarino leading FX activations again!

Events and News

Navarino joins the European Maritime Cyber Risk Management Summit in London

Navarino attended the Maritime Cyber Risk Management Summit which took place on June 20th in London. This one day event addressed cyber security management in the maritime industry from the operational, technical, training, insurance, regulatory and legal standpoints.

Topics covered included new and emerging maritime cyber security risks and regulation, maritime cyber security and loss prevention, reputational risk and business interruption and also examined how to embed maritime cyber security awareness onshore and at sea.

The event was also a good platform for us to present and discuss our GCHQ certified cyber security training course which is now available. Our course is designed to teach seafarers the potential cyber threats one can encounter online and aims to give them awareness of how to recognize and avoid falling victim to cyber attack, both for their personal devices and on business devices on board their vessels.

The course is available online and is offered through a voucher system, whereby shipping companies can buy a number of vouchers for each member of their organisation who they wish to educate about this important topic.



Inmarsat confirms successful launch of fourth Global Xpress satellite

Inmarsat has confirmed the successful launch of the fourth, high-speed broadband communications satellite in its transformational Global Xpress (GX) constellation earlier this year.

I-5 F4 joins the three GX satellites already in orbit, which have, since December 2015, been delivering unprecedented service speeds, global coverage, reliability and security to users on land, at sea and in the air. The fourth satellite adds further capacity to the GX network, as well as in-orbit redundancy that further upgrades the reliability and resilience of Inmarsat’s service offerings.

‘For Inmarsat, reliability and resilience are paramount’ said Rupert Pearce, CEO, Inmarsat. ‘I-5 F4 augments the capabilities of GX and alongside our existing L-Band constellations, enables Inmarsat to provide guaranteed global connectivity to industries and governments worldwide.’



Navarino invites customers to the Nemea ground station

Navarino had the pleasure of hosting several of our customers on a visit to the Inmarsat ground station at Nemea. These Global Xpress gateways ensure highest the levels of availability, and each GX satellite is served by two fully redundant ground stations to ensure the highest levels of network reliability.

A total of six GX satellite access stations act as gateways between the broadband traffic routed via the Inmarsat-5 (I-5) satellites and terrestrial fixed networks. The Nemea ground station along with the one in Fucino serve the I5 Indian Ocean Region (IOR) satellite. The I5 Atlantic Ocean Region (AOR) satellite is serviced by ground stations in Winnipeg and Minnesota, while the I 3 Pacific Ocean Region (POR) by ground stations in Warkworth and Auckland.

We were taken on a tour of the facility, and were given presentations by Inmarsat explaining how the Global Xpress system is served via these enormous antennas. We would like to thank the staff who made the trip so interesting and a big thank you to all our customers who joined us for the day!



Market News

Navarino office opens in Germany and new member of staff for Navarino Norway



Ms Linda Niklasson, Navarino Norway

Navarino is pleased to announce that we have added a new office to our global presence in Hamburg, on Grosse Bleichen street overlooking the Bleichenfleet canal. The office opened this quarter and will be both a commercial and support entity, run by Mr Dimitris Chatzitzanos.

He said, 'I am very happy to have joined Navarino and to represent the company in Germany. We have a growing customer base here and I am especially proud to see how well Infinity is regarded in the German maritime market. I look forward to expanding our client base, both with Infinity and Fleet Xpress.' Dimitris has many years of experience in the satellite communications industry and we wish him every success in his new role.

Another new member of the Navarino team is Ms Linda Niklasson who has joined our Navarino Norway office.

Linda formerly was employed in the offshore industry and she is going to be working as our sales

coordinator for the Nordics. 'I am excited to join the Navarino Norway team and I have really enjoyed meeting some of our customers in Scandinavia. I look forward to supporting them in conjunction with my colleagues in Athens and I am really excited to start in this dynamic industry,' she said while attending the Clipper Race event in Portsmouth.

We would like to welcome both of them on board!



Mr Dimitris Chatzitzanos will be running the Germany office with Mr Ivo Terhell

Major new Infinity update adds cyber security feature to the growing portfolio of services

We have released an important new update to Infinity which among other things introduces the Infinity cyber security feature. This extends the existing powerful networking and firewalling features of the Infinity platform, which offer advanced traffic control and fine-grained network segregation.

It consists of a lightweight but comprehensive traffic analyzer which monitors any traffic that traverses the vessel-based Infinity server and, upon detecting a potential threat, instructs the Infinity firewall to activate appropriate counter-measures, (such as blocking all traffic from any IP address that performs a scan/attack for a specified amount of time).

Besides acting on identified or suspected threats, it also records its findings and provides detailed information. This Intrusion Detection/Intrusion Prevention Systems (IDS/IPS) will help to protect vessels from external threats, and it is all managed from the centralized management console incorporated in the Infinity HUB interface.

The management console is part of the Infinity platform administrative backend and is the central location where administrators enable/disable/configure the service and browse collected information. A carefully selected number of configuration options are available and there are options for whitelisting IPs/networks, enabling/disabling detection rule categories and even individual detection rules. Blocking/unblocking actions are recorded along with useful information (time, description of threat etc).

This latest update also upgrades the Linux kernel, which is the core of the operating system that connects all applications with the hardware. The new kernel will be updated to version 4.4 and this update also includes security fixes and performance enhancements. Furthermore, the update now allows Infinity users to customize the 'Areas of interest' feature. This feature gives users the ability you to set up notifications when a vessel enters or leaves a specific area. Now you are able to define new areas from the map on the web interface. In a future update you, will be able to manage these alerts entirely yourself.

For more information about this important new service, please contact your account manager.



Sponsorships

Navarino supports Axion Hellas to aid remote Greek areas



Navarino is proud to have contributed to, and become a sponsor of, the Axion Hellas effort this year. Axion Hellas is a non-profit organization with strong roots in volunteering.

The purpose of the organization is to assist in the provision of targeted services such as free medical examinations, contributing to infrastructure projects and cultural awakening activities in remote areas of the Greek mainland and the islands.

Panos Tsikopoulos, founder of Navarino UK Ltd, joined the small fleet of boats full of other volunteers which headed to the Cycladic islands to distribute aid.

He said, 'I am very pleased to have been able to contribute to the Axion Hellas project. It is very important that we try all we can to help those in need, especially in the remote areas this organization can visit. We can really help make a difference in people's lives and I am honoured to have been invited to participate in such a worthy cause.'

Besides offering free medical checks, the organization donated equipment such as laptops and learning tools to local schools in Folegandros, Thirassia and to the elderly care centre of Santorini.

This time the trip covered 650 nautical miles and offered 1,886 medical checks across 6 islands. The Axion Hellas aid visits are carried out over 3 expeditions, with the next one happening in September.



Navarino-sponsored swimmer breaks more records

We are delighted to announce that our sponsored swimmer has gone gold again at the 2017 Games of the Small States of Europe, held in San Marino.

Constantinos Hadjittooulis also took bronze in the 200m freestyle, in addition to his golds for both 400m and 1500m freestyle. His times of 3:59:04 (400m) and 16:00:98 (1500m) are also new records in the junior category and are indicative of a bright future ahead for his swimming career.

Congratulations are also in order for his winning third position on the second day of the Balkan games in May with a time of 4:00:70. All of us at Navarino would like to say many congratulations to this highly talented athlete!



Navarino sponsors the 26th Nafplion music festival

Navarino is proud to be sponsoring this year's Nafplion festival, which takes place between the 23rd of June and the 2nd of July. The festival started 26 years ago and has seen during that time over 250,000 people attend its concerts in beautiful Nafplion.

At this year's Festival are a host of outstanding musicians from Greece and abroad, such as the internationally renowned Czech violinist Jan Mracek (1st Prize at the Fritz Kreisler International Competition), the famous Brass of Goumenissa, and for the last 3 days, a jazz Festival, "Jazz in the Castle", which will be held in the wonderful Palamidi fortress overlooking the city.

Several Navarino staff will be attending, and if you are also able to join please inform your account manager who will be able to arrange tickets for Navarino customers. We hope to find some of you there and look forward to enjoying some beautiful music in this stunning location under the stars!

