

• Cover Page	• Market News	• Events and News	• Out of the office
<ul style="list-style-type: none"> • Infinity Movies coming to a screen onboard soon <p style="text-align: right;">Page 01</p>	<ul style="list-style-type: none"> • Laskaridis Shipping completes FX rollout • Paradise Shipping combines Infinity with FX <p style="text-align: right;">Page 02</p>	<ul style="list-style-type: none"> • Coronavirus and the impact on the maritime industry <p style="text-align: right;">Page 03</p>	<ul style="list-style-type: none"> • CSR Projects delivering support • Navarino's lockdown webinar series <p style="text-align: right;">Page 04</p>

Navarino announces Infinity Movies, bringing the latest blockbusters to vessel TV screens and personal devices



We are delighted to announce the imminent launch of our newest addition to the Infinity portfolio of services and applications, Infinity Movies.

The new service is installed onboard on a standalone device with 100 recent releases available from day one. The selection of movies is updated on a regular basis, with cinema releases from all the major Hollywood studios being added within 3 months of their general theatre release on land, all completely automatically.

Crews will be able to watch films together on a big screen, or choose to watch them on their own devices, with subtitles in English and Greek available upon release of the service and with Filipino subtitles being added after service launch. Subtitles in several other languages will follow according to demand and availability.

The platform's video content is updated over the vessel's VSAT connection, using a dedicated low bandwidth channel and is streamed to users' screens over an onboard internal wireless infrastructure. It is designed to work smoothly without interaction from the vessel nor from the shore office as it is a 'plug and play' solution which is user friendly and without the need for administration. Please contact your Navarino Account Manager for all the details.



Editor's note

by Christian Vakarelis

Welcome to another Navarino Newsletter! We are extremely excited to introduce our new Infinity Movies service this edition as we bring Hollywood to our customers' seafarers. The service will be launching in the coming weeks having completed beta trials most successfully.

We are very proud to write in this edition about our cooperation with Laskaridis Shipping and Paradise Navigation. It is always a pleasure for us to work on and complete complex projects such as these which help bring our customers' onboard technology to the next level. A big thank you to Mr Tsialtas of Laskaridis and Mr Sakkas from Paradise for working with me on these case studies.

I have also written a piece in this newsletter on the effects of the ongoing pandemic on the shipping industry where I examine how our industry has emerged from previous large scale disruption, a piece which I hope you find interesting.

We have also recently introduced a CSR department into our organizational structure at Navarino. You can read about how we have started offering some support to those in need during these demanding and difficult times

Finally, our webinar series has exploded in popularity during lockdown. Read about the topics we cover and how you can join the upcoming ones too. Enjoy the Navarino Newsletter and hoping you all stay safe.



Market News

Laskaridis completes upgrade to Inmarsat Fleet Xpress across its bulker fleet with Navarino

Laskaridis Shipping Company Ltd. has recently completed the rollout of Inmarsat Fleet Xpress across its fleet of more than 40 bulkers. Having previously used FleetBroadband, the upgrade to the Fleet Xpress 2 MB/s MIR plan is part of a forward-thinking modernization process, in conjunction with Navarino, as the company moves towards a fully digital fleet. Mr Chris Koustenis, IT Manager at Laskaridis considers Navarino as 'a trusted partner who can be relied upon to run our remote communications and operations'.



In addition Mr Vasilis Tsialtas, responsible for fleet communications at Laskaridis said, 'We are more than just satisfied with the highly responsive approach we experienced with the Navarino team during this complex and demanding project. At times, Navarino were working on four concurrent vessel installations across our fleet globally and we worked very well together with the valuable assistance of our crews on completing the fleet-wide rollout in about half the time we had initially estimated, which was a bonus.'

The speed and stability of Fleet Xpress allows us to offer a broad range of business and crew applications which was hardly feasible over FleetBroadband. We are now regularly pushing out a few GBs of data via our file sharing system to all vessels in just a couple of hours. This makes the bulk roll out of updates and installation tasks very straightforward, without having to worry about data overages resulting in shock invoices etc.



Remote support is much better, improving our response and resolution times, which is important as time cannot be bought. We are looking forward to rolling out more applications across our modern fleet in the future to fully embrace the new digital options that this level of connectivity allows us and to continuing to develop our capabilities.'

From Navarino's side, Mr Konstantinos Dimitriadis, the Account Manager for Laskaridis said 'We are very proud to be working with a highly IT-literate, future facing company like Laskaridis Shipping. We really appreciate that they chose Navarino to assist them with the upgrade of their fleet's connectivity capabilities in this major project and we will continue to work with them to ensure that their vessels remain at the cutting edge of maritime technology.'

Paradise Navigation adopts Infinity with Fleet Xpress, enabling operational intelligence on its vessels

Paradise Navigation is in the process of a fleet wide rollout of Fleet Xpress, having already upgraded from FleetBroadband on two tankers. To help control the new, higher bandwidth that FX provides, Paradise has combined it with Infinity, Navarino's leading bandwidth management and optimization system. Paradise has also implemented Infinity's built in email Infinity Mail. Founded in 1996, the company has grown into a ship management company operating a fleet of 10 vessels, comprising 4 tankers and 6 LPGs.



Mr Sakkas, S&Q Manager for Paradise, said 'The time has come for our company to upgrade our tankers with Fleet Xpress for superfast speeds and Infinity for operational intelligence and crew welfare: crew internet and crew welfare, use of predictive maintenance, automation of onboard systems are a priority for our company and our partners.'

Our tankers have become an extension of our shore office and high speed and stable connectivity are absolutely vital for us. We are very happy with our cooperation with Navarino and we plan to continue with the FX upgrade installations during the upcoming drydocks for the whole of our fleet.'



Events and News

The Coronavirus pandemic and its effect on shipping. A closer look at the lockdown's economic impact

In a twisted way, maritime is used to the unexpected. The instability of the industry, from trade wars to forever challenging shipping lanes, means the industry has learnt to deal with disruption; hardened and smartened from the many events prior to Covid-19. But this does not mean there will not be damaging implications which must be carefully observed and managed.

Covid-19 has had devastating effects across all spheres of life and has drastically changed and halted many industries. At the epicentre of the outbreak China, the second biggest global economy, has a half-paralyzed logistics industry which is affecting the entire world. Daily charter rates for tankers and bulk freighters have plunged as China bought less oil, coal, and iron ore. Because of this we see maritime as one of the biggest industry-related casualties of this virus; according to Alphaliner, more tonnage of the world's total container ship fleet is idled around the world right now than were during the global financial crisis.

From the epicentre, we see not just the spread of the virus, but the spread of a disrupted global economy. Although now factories in China are slowly working back to their usual capacity, there is still a huge backlog of factory production to be shipped with insufficient trucking capacity. On top of this, shipping lines have had trouble replacing crews globally after long voyages. And with the spread of the virus, whilst China begins to stimulate their economy and get back up and running, they will see a slump in demand for their exports because of the effects of the epidemic in other countries.



For example, Germany who imported \$79.9 billion dollars worth of goods in 2019 have imposed major restrictions on their borders. In the US, ports are forecasted to be down by 20% on a year-on-year basis compared to 2019. The Port of Los Angeles, for example, handles more containers in a year than any other port in the Western Hemisphere and expects its biggest decline in volume since the financial crisis in early 2020. It's going to take a while before each country is in a stable position both in terms of the pandemic situation and in terms of their economic systems to begin trade again under a 'business as usual' approach.



Notwithstanding the impact on people too. Once a pandemic begins or immediately thereafter, the predominant concern shifts to freight distribution. To elaborate, modern day economic activity cannot be sustained without the shipping of food goods, fuel, and other essential resources. Additionally, we mustn't forget the seafarers who in an everyday environment are trapped on their vessels.

There are an estimated 150,000 crew members on container ships with expired work contracts who have been forced into continued labour aboard these commercial vessels in order to meet the demands of countries that have closed their borders and yet still want food, fuel, and key resources / supplies. For many crew, each stop at each new port is met with the same response; crew members cannot disembark and have to attempt at the next port, which again meets the same disappointing result. Maritime organisations

such as the International Chamber of Shipping and the International Transport Worker's Foundation, have lobbied the head of the United Nations to exempt seafarers from travel bans and facilitate crew changes, with little success thus far.

What does this all mean for the future of shipping? Well, drawing from the earlier argument that maritime has endured many disruptive events over the last century, we could blanket the virus with a spur of optimism that, with the slow but steady containment of the virus around the world gradually allowing essential industries to begin work again, factories, shipping, and transport could be slowly picking up in the coming weeks. World leaders together must just ensure this happens safely.

This opinion article was written by Christian Vakarelis and his team.

Out of the office

Supporting those in need during the coronavirus pandemic via our new Corporate Social Responsibility Department

Navarino has recently introduced a Corporate Social Responsibility (CSR) Department into its organizational structure, which has been ensuring we are meeting our CSR obligations to the wider community around us.

The extraordinary times we currently live in due to the Coronavirus pandemic has given our new CSR department several opportunities to look around us to see where we can provide support or assistance and we are happy to have been able to provide the following to the local community in Greece-

- 1,000 simple medical masks and 700 advanced medical masks were sourced and provided to the Hippocrateio General Hospital of Athens.

- Several hundred food support packages were donated to families in the Municipality of Piraeus, as part of the local council program for families and individuals in need.

- 12 tablets were donated to the Saint Anna institution for girls, which provides distance learning opportunities to young girls in need.

Our CSR Manager, Tassos Barbas said 'Navarino is very lucky to be in a position where we can take steps to provide some support to those who are less fortunate or who need some help getting by. It is therefore with great pleasure that we have taken these steps to provide a small amount of assistance to those who often do not have access to a fully developed social or economic support network. It is my intention to use my position at Navarino to help grow a support network that takes into account the social, economic and environmental needs of our communities and to bring assistance to them wherever it is needed most.'

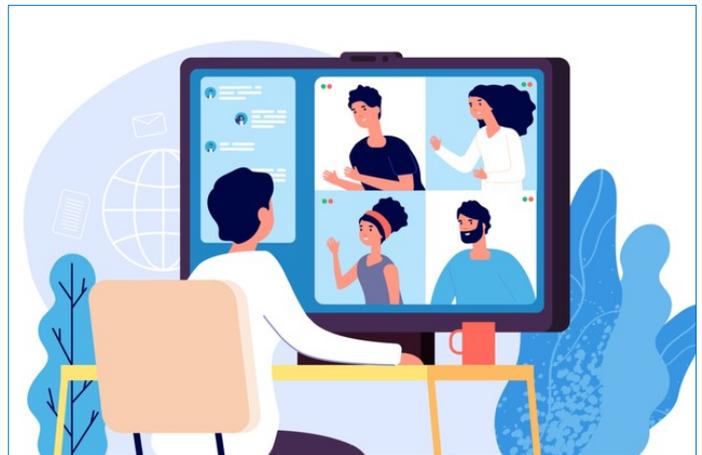


Navarino was able to provide medical masks to the Hippocrateio General Hospital of Athens

Staying connected and informed during lockdown with the Navarino webinar series and VOIP calling ships from home

Normal meetings, face to face and in offices, have been impossible during lockdown, but to help stay connected with our customers and to keep them up to date with all our latest service enhancements and offerings, Navarino has been holding a series of webinars that are open to all partners. Topics covered so far include -

- Infinity – The most common configuration options and firewalling guidelines
- Crew Internet Best Practices using Infinity – How to deliver a personalized service to your crews
- Using Infinity with onboard Operational Technology – The key points to be aware of and how to do so cyber securely
- Maritime Cyber Security – Separating the facts from the fiction



Our webinars are a great way to learn about the features of our services and solutions. Especially due to the fact that solutions like Infinity have so many features, that you may not be aware of a really useful functionality that is already in your hands as an Infinity customer.

Did you know?

During lockdown, we have also been keen to raise awareness of the VOIP capabilities of Infinity that can allow you to call your vessels from home over VOIP.

If you have an Infinity Office unit, all you need to do is to download a soft phone application (such as Zoiper for example) which will allow you to VOIP-call your vessels easily from the smartphone in the palm of your hand.

We shall be continuing the webinar series after lockdown ends, as it has proven to be extremely popular with a broad range of our partners around the world. We email all our registered partners with the invitation details of each webinar we hold, but the best way to stay informed about when the next one will be is to follow Navarino on social media, where we also always post the webinar calendar.

You will find us on LinkedIn, Facebook and Twitter, so be sure to follow us so that you can stay updated about any of the sessions that may be of interest to you.

Alternatively, if you prefer to attend a webinar in your own time, please just let your account manager know or email presales@navarino.gr and we shall be happy to set one up for you.

Follow us on
LinkedIn 