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## **COSCO SHIPPING Ports' Lianyungang New Oriental International Terminals Co., Ltd Goes Live on N4**

*N4 selected to help optimize terminal operations in a flourishing region*

**Oakland, CA — December 18, 2019** — [Navis](#), a part of [Cargotec Corporation](#), and the provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, today announced that Lianyungang New Oriental International Terminals Co., Ltd. ("LNOIT"), a subsidiary of [COSCO SHIPPING Ports Limited](#) ("COSCO SHIPPING Ports"), has gone live with N4. This implementation was completed by COSCO SHIPPING Ports as part of its larger globalization strategy with the terminals it operates.

Located on the southwestern coast of Haizhou Bay in China, Lianyungang New Oriental International Terminals Co., Ltd. is the first modern terminal company specializing in international container loading and discharging at Lianyungang Port. The terminal reached 2.88M TEU in 2018 and currently operates 22 international and domestic routes, including three from marine alliances on the Persian, Southwest American and South African lines.

As the Eastern Bridgehead of the New Asia-Europe Continental Bridge, LNOIT plays an important role in regional economic development and needed a system that would help boost efficiency and bring greater value to its customers. The terminal selected N4 to help meet its immediate business goals to optimize operations but also for longer term aspirations including cost savings, adaptability and scalability as it grows and its customer needs change.

"Our partnership with Navis is important to the overall strategy of our company. As we look to expand, we need an innovative system that is a global leader in the space to grow with our business," said Zhang Dayu, Managing Director of COSCO SHIPPING Ports. "As the shipping industry is flourishing and the



demand for mega-ships and more containers is on the rise, we look forward to the ways we can work with Navis to continue to remain a leader in the space.”

“The Asia-Pacific market plays a critical role in the ocean shipping industry, so it is imperative that we work with our partners in those regions to help them perform at their peak,” Mark Welles, Vice President and General Manager Asia Pacific, Navis. “The relationship we have with COSCO SHIPPING Ports has allowed us to broaden our reach in the region and we look forward to continuing to be a key partner to the terminals it operates and helping LNOIT be successful.”

For more information visit [www.navis.com](http://www.navis.com).

### **About Navis, LLC**

Navis, a part of Cargotec Corporation, is a provider of operational technologies and services that unlock greater performance and efficiency for the world’s leading terminal operators and ocean carriers. Navis combines industry best practices with innovative technology and world-class services to enable our customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization, providing customers with improved visibility, velocity and measurable business results. [www.navis.com](http://www.navis.com)

### **About Cargotec Corporation**

Cargotec (Nasdaq Helsinki: CGCBV) enables smarter cargo flow for a better everyday with its leading cargo handling solutions and services. Cargotec's business areas Kalmar, Hiab and MacGregor are pioneers in their fields. Through their unique position in ports, at sea and on roads, they optimize global cargo flows and create sustainable customer value. Cargotec's sales in 2018 totaled approximately EUR 3.3 billion and it employs around 13,000 people. [www.cargotec.com](http://www.cargotec.com)

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