

Newsletter Q3 2026

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ANGELICOUSSIS GROUP

CASE STUDY STARLINK

The Angelicoussis Group doubles data usage on 140+ vessels with Starlink

SITUATION

The Angelicoussis Group is one of the world's largest privately owned groups of affiliated shipping companies, founded in 1947. It operates a diversified fleet of 160 vessels across Liquefied Natural Gas (LNG), tanker, and dry bulk segments with a combined carrying capacity exceeding 22 million deadweight tons (dwt) and over 9,700 employees globally. To meet the demanding connectivity needs of its global crews and support critical operational requirements such as high-definition video transmission for incidents and proactive maintenance, the Group has deployed Starlink across its vessels in collaboration with authorised Starlink reseller Navarino.

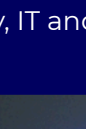
CHALLENGE

The Angelicoussis Group previously depended on legacy satellite service providers, and its connectivity to their dynamic systems and services were constrained by limited bandwidth, high latency, and strict data caps.

This made it difficult to deliver the continuous, app-centric connectivity experience that crews increasingly expect during long ocean passages, particularly across the Pacific Ocean. Line-of-sight limitations required frequent load balancing across multiple links just to maintain acceptable service levels.

Beyond the technical considerations, connectivity was a central component that supported overall crew welfare and operational efficiency.

KEY METRICS



7X

cost reduction across operations



140+

vessels now relying on Starlink for maritime connectivity



2X

increase in data consumption

IMPACT

With Starlink, The Angelicoussis Group has transformed fleet connectivity from a constraint into a strategic enabler for crew experience, operational excellence and fleet modernisation. High-speed, low-latency broadband is now available even in remote ocean areas, while Starlink high-bandwidth service enables seamless video calls, HD video transfers, real-time telemetry and robust cybersecurity across the fleet.

• Crew welfare and talent advantage:

Starlink's "home-like" connectivity at sea has become a cornerstone of the Angelicoussis Group's crew welfare strategy. The enhanced onboard digital experience has significantly strengthened talent acquisition, improving overall crew quality and retention.

• Operational efficiency and safety:

High-definition video files for insurance claims, incident analysis and proactive or condition-based maintenance can now be uploaded and downloaded in minimal time, accelerating decision-making and improving collaboration between ship and shore. Real-time monitoring and telemetry are increasingly leveraged to enhance vessel performance, optimise maintenance, and support higher safety and technical standards across the fleet.

• Fleet-wide transformation:

Starlink is now deployed across more than 140 vessels in the Angelicoussis Group, offering flexible, pooled data plans that deliver far higher data consumption and business value than legacy technology. At the same time, the solution simplifies the connectivity stack, reduces operational complexity and supports strong cybersecurity controls, positioning the Angelicoussis Group for the next wave of digitalisation at sea.

“Starlink has transformed connectivity from a constraint into a strategic asset for the Angelicoussis Group. Its high-speed, low-latency service enables real-time data, video, and telemetry exchange across more than 140 vessels, while 'home-like' internet at sea has become a clear advantage in attracting and retaining younger seafarers and strengthening our overall crew value proposition.”

Efstathios Arvanitidis,
ICT Manager Fleet Division

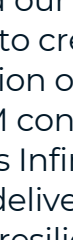
Navarino at SMM: Another Exciting Year in Hamburg

The energy at SMM Hamburg this year was palpable, making it another exciting event for the Navarino team as we welcomed customers, partners and industry colleagues from across the maritime world to our stand.

Our Germany team were joined by senior management throughout the week, taking the opportunity strengthen existing relationships and connect with new contacts from across the industry. It was been fantastic to see so many familiar faces visiting the stand and to exchange ideas on the latest developments shaping maritime connectivity, IT and digitalisation.

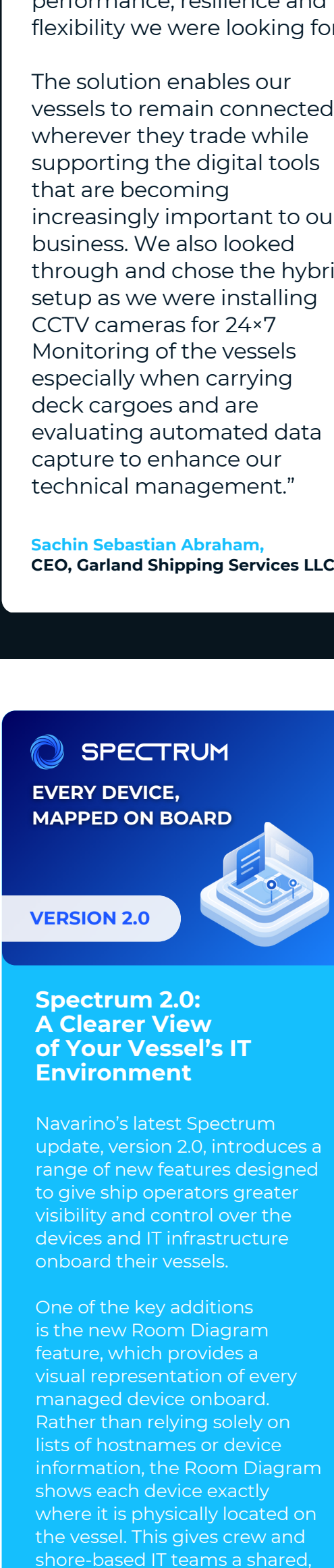
SMM Hamburg continues to be an extremely important meeting point for the maritime community, and we were delighted to have been part of the conversation. What's more we also hosted an exclusive cocktail reception at the wonderful Pellicano venue in downtown Hamburg which was the perfect way to catch up with long-standing customers and partners to network and explore potential synergies.

Thanks to everyone who joined us on our stand and at the reception and for making it another memorable SMM week!



Garland Shipping

services llc



CASE STUDY

Garland Shipping Services: Building a Connected, Future-Ready Bulk Carrier Fleet with Navarino

Garland Shipping Services LLC is a Dubai-based boutique shipowner operating a modern fleet of 15 bulk carriers trading worldwide. The company's vessels transport a diverse range of cargoes, from industrial and dry bulk commodities to oversized project cargoes, including wind turbine components and other specialised equipment.

Beyond the safe and efficient transportation of cargo, Garland places strong emphasis on customer service, operational excellence, digital innovation, and crew welfare. As the company continues to modernise its fleet, management sought a hybrid connectivity setup that was capable of supporting both business-critical operations and the growing digital needs of seafarers.

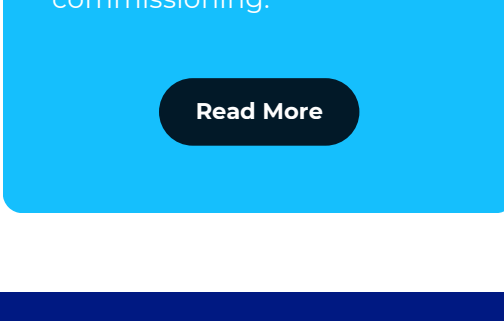
The company required resilient, always-on connectivity capable of supporting business-critical applications, real-time ship-to-shore communications, remote monitoring, and data-driven decision making. Equally important was the need to strengthen cybersecurity, maintain regulatory compliance, improve operational visibility across the fleet, and provide seafarers with reliable internet access that would enhance life at sea and support crew retention.

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“As a modern shipowner, we wanted a communications setup that would support both our operational ambitions and our commitment to crew welfare. The combination of Starlink, OneWeb, GSM connectivity and Navarino's Infinity platform has delivered the performance, resilience and flexibility we were looking for.

The solution enables our vessels to remain connected wherever they trade while supporting the digital tools that are becoming increasingly important to our business. We also looked through and chose the hybrid setup as we were installing CCTV cameras for 24x7 Monitoring of the vessels especially when carrying deck cargoes and are evaluating automated data capture to enhance our technical management.”

Sachin Sebastian Abraham,
CEO, Garland Shipping Services LLC



NEW PARTNERSHIP

Navarino Elements Partners with Serway to Expand Bridge and Navigation Solutions

Navarino Elements has partnered with Serway, a member of TMS Group, to expand the range of bridge and navigation solutions available to Serway's customers.

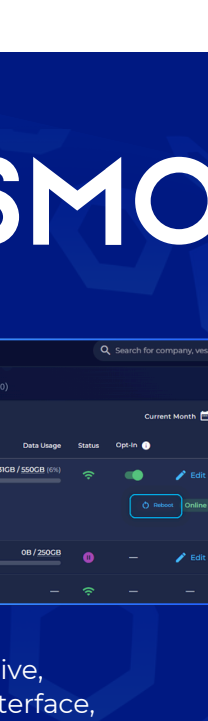
The partnership brings together Navarino Elements' expertise in maritime bridge and navigation technology with Serway's capabilities in delivering, installing and supporting onboard systems. The expanded portfolio covers navigation systems, GMDSS, safety and communication equipment, providing customers with solutions and support throughout the entire rollout process, from initial specification and selection through to installation and commissioning.

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SPECTRUM

EVERY DEVICE, MAPPED ON BOARD



VERSION 2.0

Spectrum 2.0: A Clearer View of Your Vessel's IT Environment

Navarino's latest Spectrum update, version 2.0, introduces a range of new features designed to give ship operators greater visibility and control over the devices and IT infrastructure onboard their vessels.

One of the key additions is the new Room Diagram feature, which provides a visual representation of every managed device onboard. Rather than relying solely on lists of hostnames or device information, the Room Diagram shows each device exactly where it is physically located on the vessel. This gives crew and shore-based IT teams a shared, intuitive view of the onboard environment, making it easier to identify devices and respond when something requires attention.

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SMO

ONE PORTAL. FULL ACCESS. COMPLETE CONTROL.

Remotely reboot your vessels' Starlink from shore with Cosmo

HOW QUICKLY CAN YOU RESTART A STARLINK HALFWAY ACROSS THE WORLD?

With Cosmo, Navarino's customer platform for managing maritime connectivity and services across your fleet, the answer is simple: about as long as it takes to click a button. Cosmo gives maritime IT Managers the most comprehensive control over their fleet's Starlink connectivity, allowing them to remotely restart a vessel's Starlink unit from anywhere in the world.

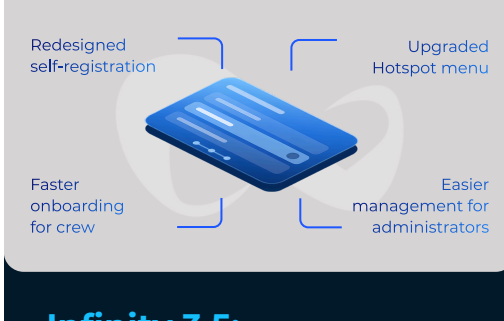
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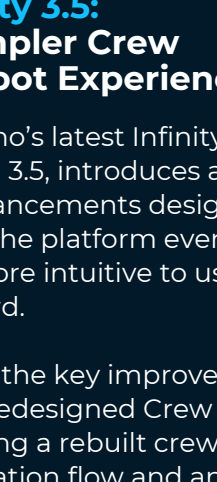
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3.5 UPDATE



Redesigned self-registration

Upgraded Hotspot menu

Faster onboarding for crew

Easier management for administrators

Infinity 3.5: A Simpler Crew Hotspot Experience

Navarino's latest Infinity update, version 3.5, introduces a series of enhancements designed to make the platform even easier and more intuitive to use onboard.

One of the key improvements is the redesigned Crew Hotspot, featuring a rebuilt crew self-registration flow and an upgraded Hotspot menu on the vessel unit interface. With these changes, crew members can now get online in fewer steps, while administrators benefit from a clearer overview of registered users and spend less time managing crew accounts.

Importantly, the underlying hotspot authentication logic remains unchanged, meaning access to the network works exactly as before. The update simply makes the experience of getting connected and managing users simpler and more efficient.

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Great Place To Work Certified JUL 2024 - JUL 2027

THANK YOU!

Navarino certified as a Great Place to Work® for the fifth year!

Navarino has once again been recognised as a Great Place to Work® by the international Great Place to Work Organisation, marking this the fifth year in a row the company has achieved this certification.

The recognition comes from our own people internationally, and that is what makes this certification even more valuable for us. A big thank you to everyone across Navarino, in every office and in every team. This says something about how our teams across the company work together, support each other, and hold to the same standards of excellence, innovation, and integrity.

At Navarino, we place particular emphasis in our people and their development, wellbeing, and teamwork, so that everyone feels valued and supported in both their personal and professional growth.

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INFINITY

THE BENCHMARK MARITIME IT PLATFORM

Navarino CSR supports Greece's wildfire units

After the summer wildfires that impacted several regions across Greece, the Navarino CSR team turned its attention to the brave crews who face the fires directly.

We contacted the 19th E.M.O.D.E. special forest operations unit of the Hellenic Fire Service in Crete, which has been active in fighting almost every island wildfire of recent years, to see whether they needed any help with their equipment.

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