

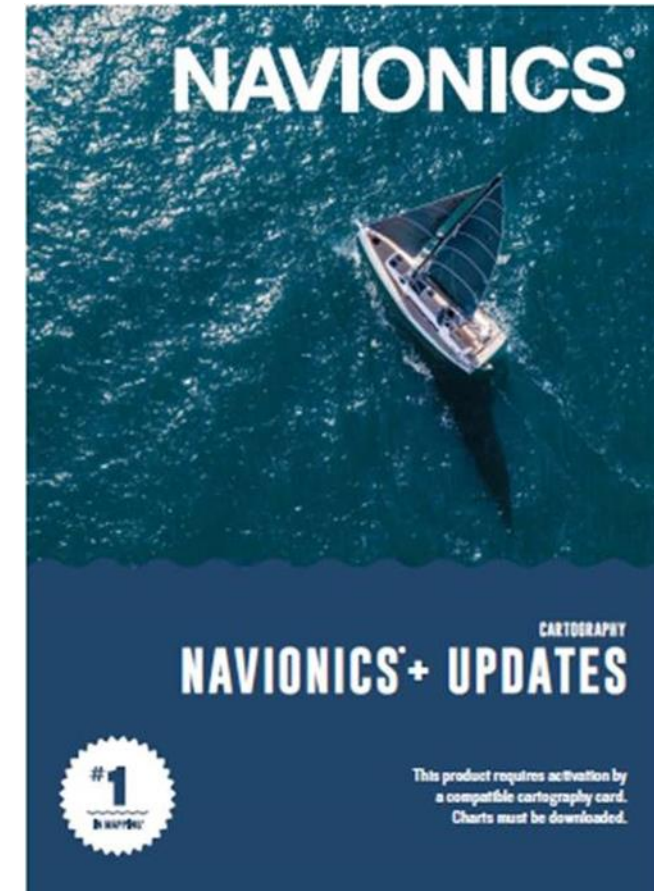
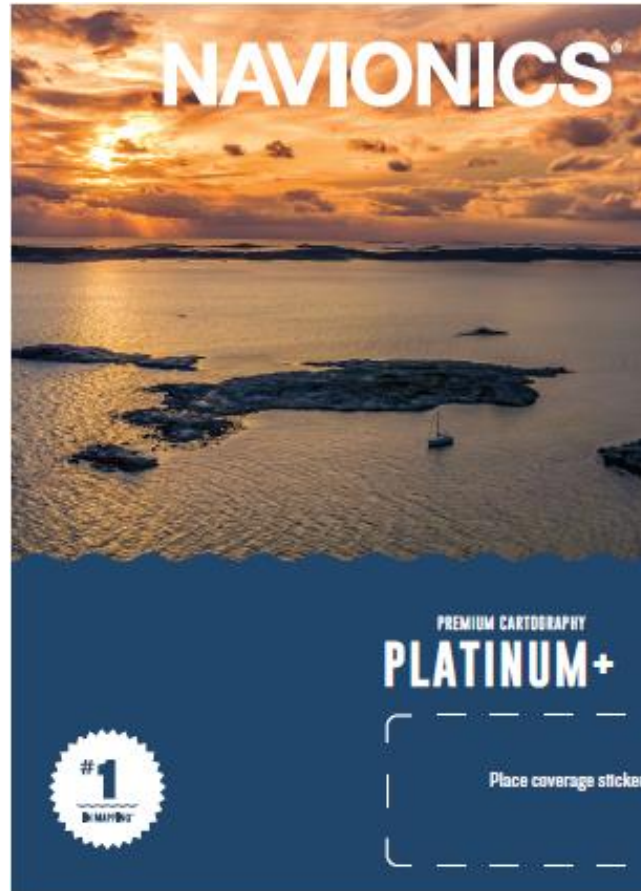
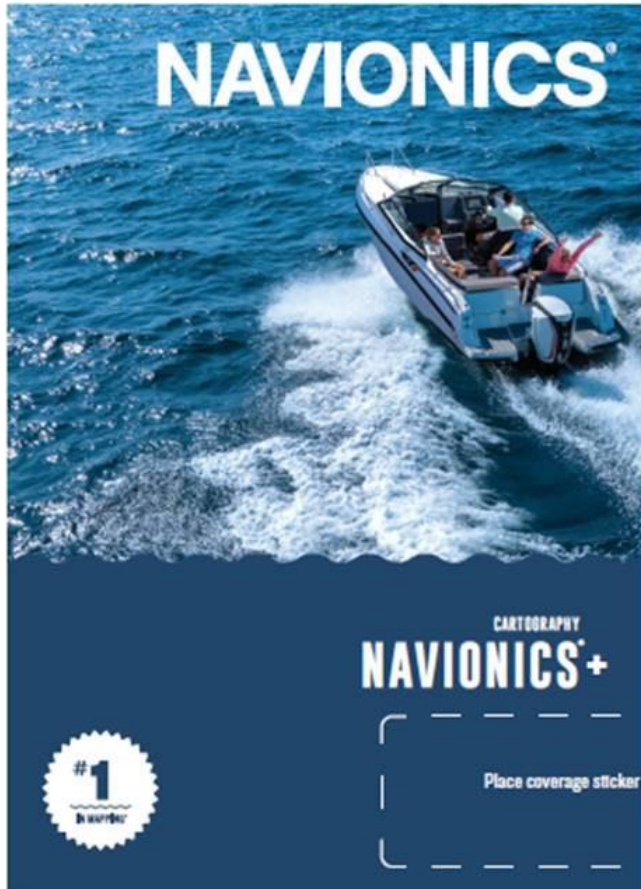


**Announcing a new
catalogue for 2022**

THE HEADLINES

- **NEW - identical coverage areas for Navionics+ and Platinum+**
- **NEW - simple size categories – Regular and Large**
- **NEW – now just six Regular charts cover all the UK**
- **NEW – now just eight Platinum+ charts cover all Europe**
- **NEW – attractive packaging for 2022**
- **NEW - minimal price changes – even better value.**
- **NEW – the chart codes have been simplified and aligned, easier to understand**
- **40% reduction in SKU's, 80% reduction in coverage areas**
- **Available end January for EMEA and Americas, March for ROW.**

NEW STYLE PACKAGING FOR 2022



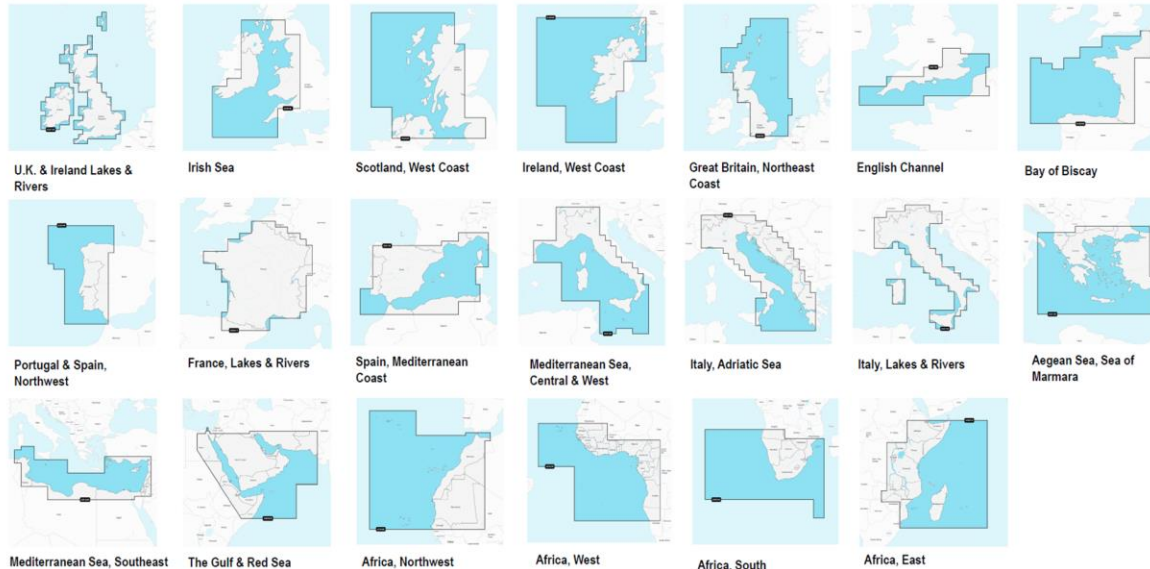
NAVIONICS 2022 NEW CATALOGUE

Navionics+ Small

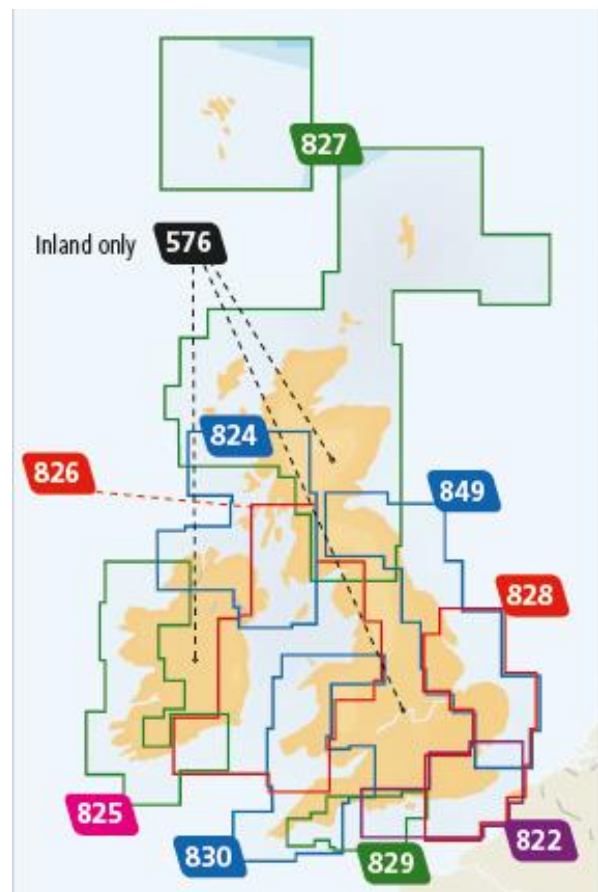
Platinum+ XL

The current Small and XL sizes are replaced by a new, uniform Regular size for both Navionics+ and Platinum+

Regular



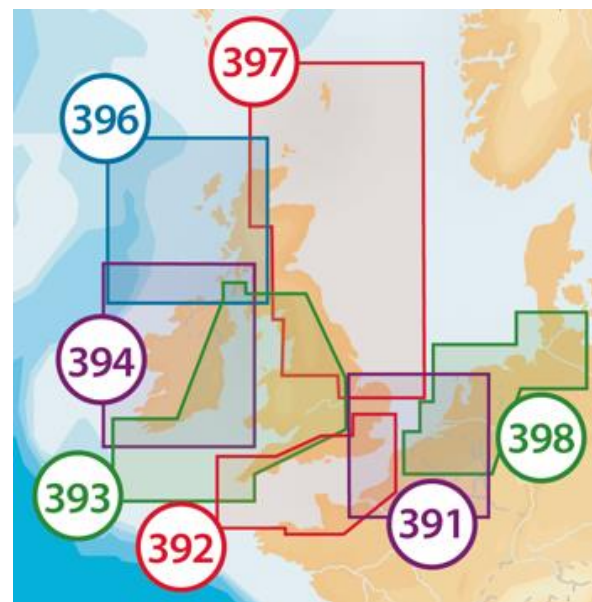
2021



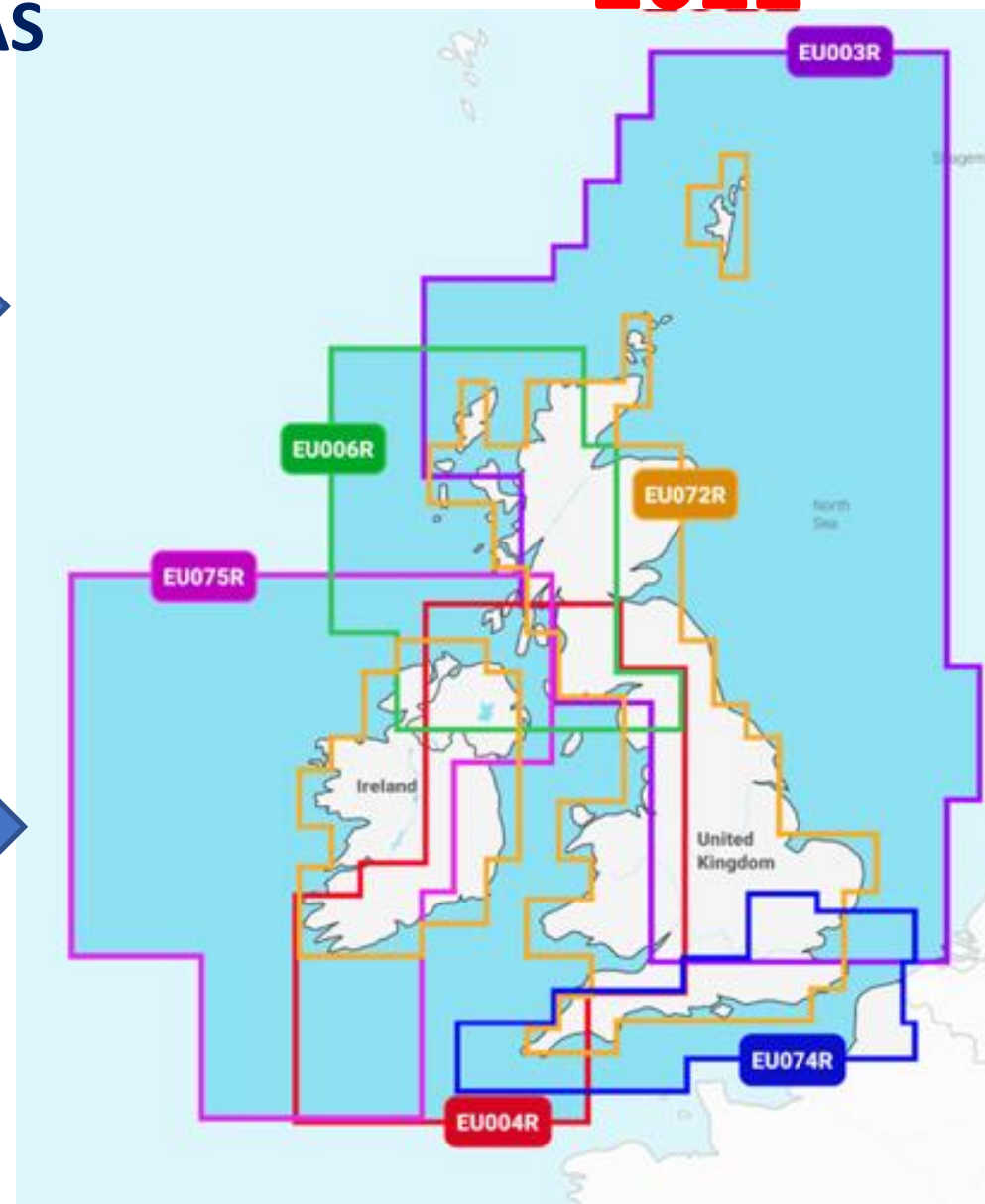
Navionics+

Platinum+

UK AND IRELAND THE NEW REGULAR AREAS



2022



EMEA – NEW REGULAR AREAS – POPULAR EXAMPLES



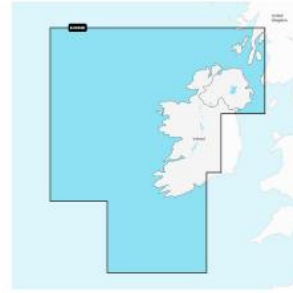
U.K. & Ireland Lakes & Rivers



Irish Sea



Scotland, West Coast



Ireland, West Coast



Great Britain, Northeast Coast



English Channel



Bay of Biscay



Portugal & Spain, Northwest



France, Lakes & Rivers



Spain, Mediterranean Coast



Mediterranean Sea, Central & West



Italy, Adriatic Sea



Italy, Lakes & Rivers



Aegean Sea, Sea of Marmara



Mediterranean Sea, Southeast



The Gulf & Red Sea



Africa, Northwest



Africa, West

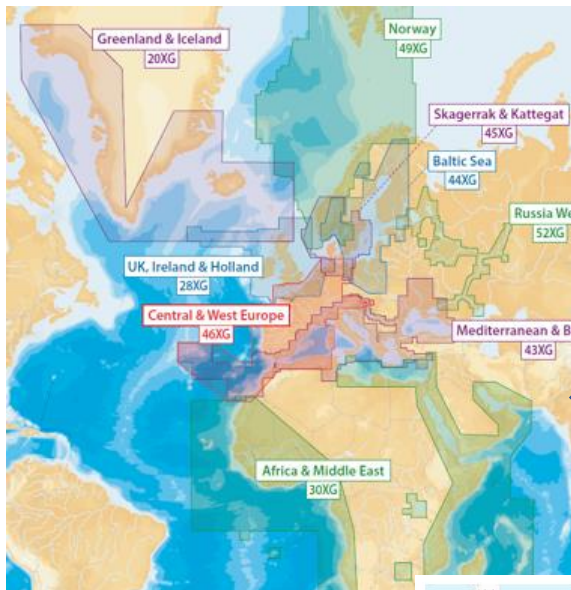


Africa, South



Africa, East

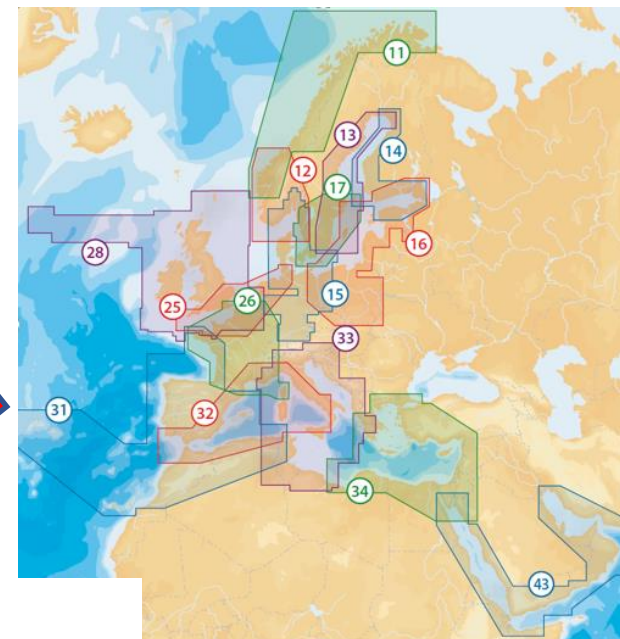
Navionics+ XL9



NAVIONICS 2022 NEW CATALOGUE

The current XL9 and XL3 sizes are replaced by a new uniform Large size for both Navionics+ and Platinum+

Platinum+ XL3



Large



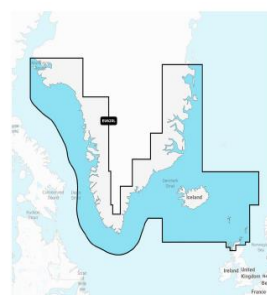
Mediterranean and Black Sea



West Europe



Baltic Sea



Greenland & Iceland



U.K., Ireland & Holland



Norway



Skagerrak & Kattegat

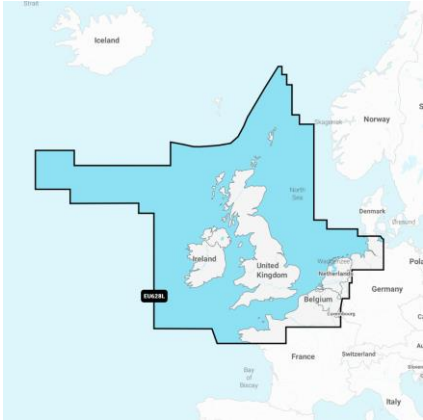


Asia & Africa

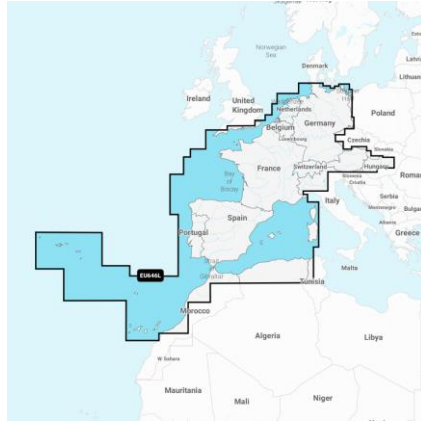


Russia

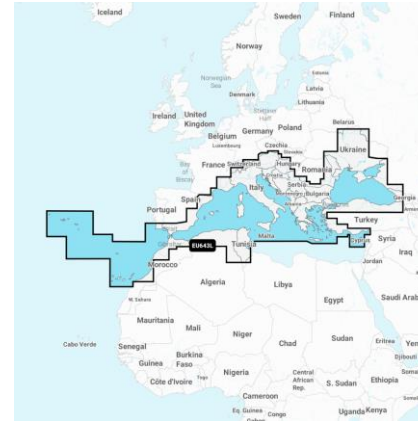
EMEA LARGE AREAS



U.K., Ireland & Holland, EU628L



Europe Central & West, EU646L



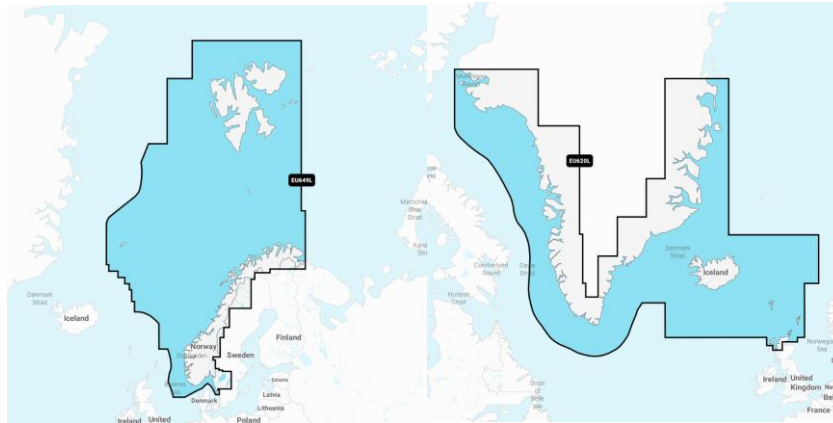
Mediterranean and Black Sea, EU643L



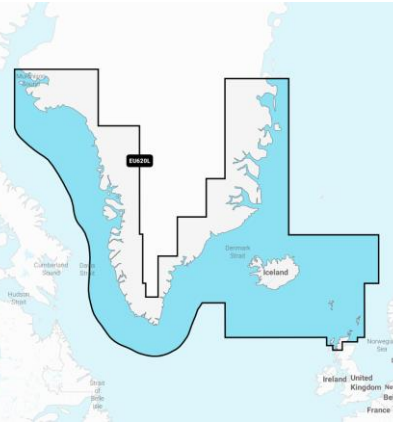
Skagerrak & Kattegat, EU645L



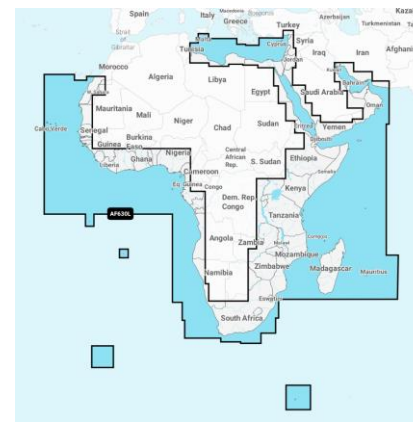
Baltic Sea, EU644L



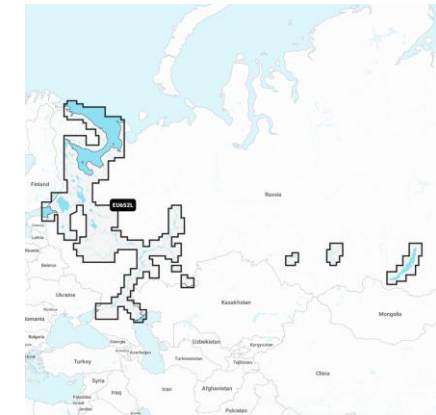
Norway, EU649L



Greenland & Iceland, EU620L



Africa & Middle East, AF630L



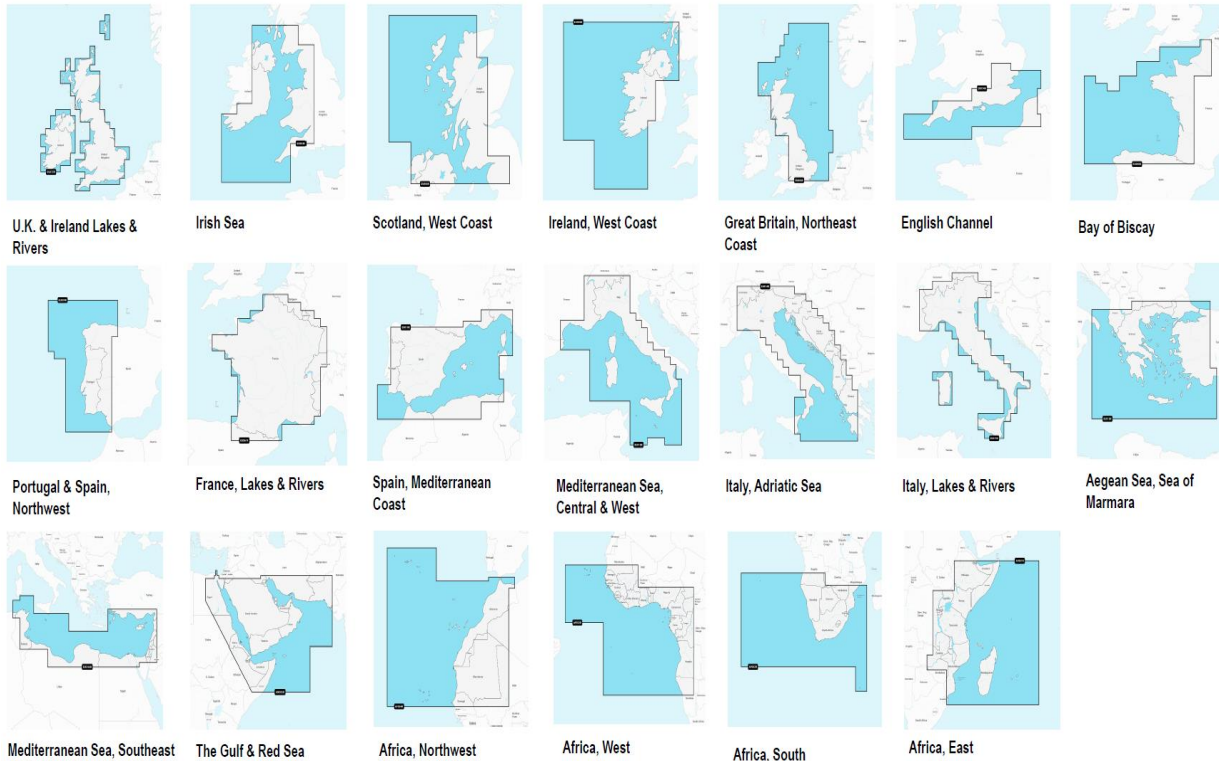
Russia West, EU652L

NAVIONICS 2022 NEW CATALOGUE

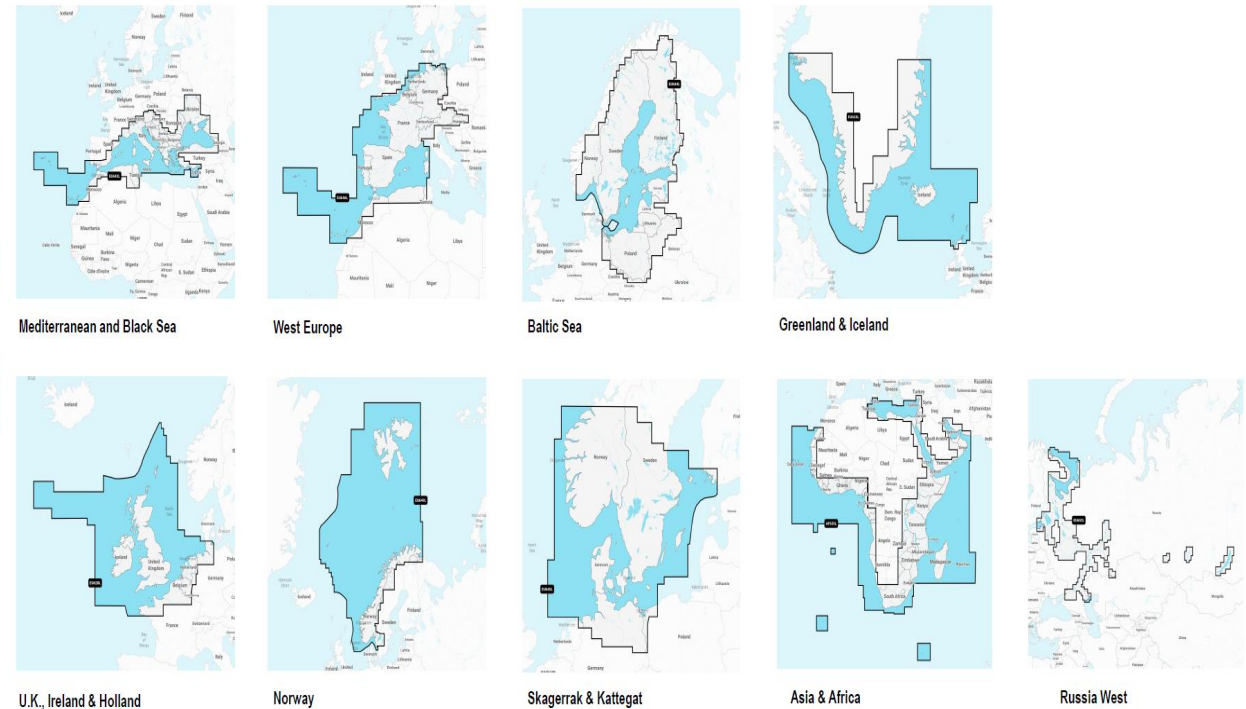
In the EMEA zone, the number of SKU's have greatly reduced:

2021 – 258 v 2022 - 106

Regular



Large



COMPARE RETAIL PRICES

Current catalogue 2021 – EMEA

Type	Size	RRP inc. vat
Navionics+	Small	£149.00
Navionics+	XL9	£229.00
Platinum+	XL	£229.00
Platinum+	XL3	£339.00

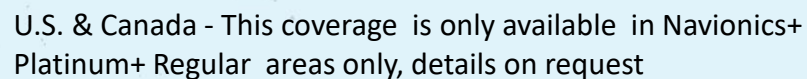
New catalogue 2022 - EMEA

Type	Size	RRP inc. vat
Navionics+	Regular	£149.99
Navionics+	Large	£229.99
Platinum+	Regular	£239.99
Platinum+	Large	£319.99

Slight variations will apply to other global zones, see later slide.

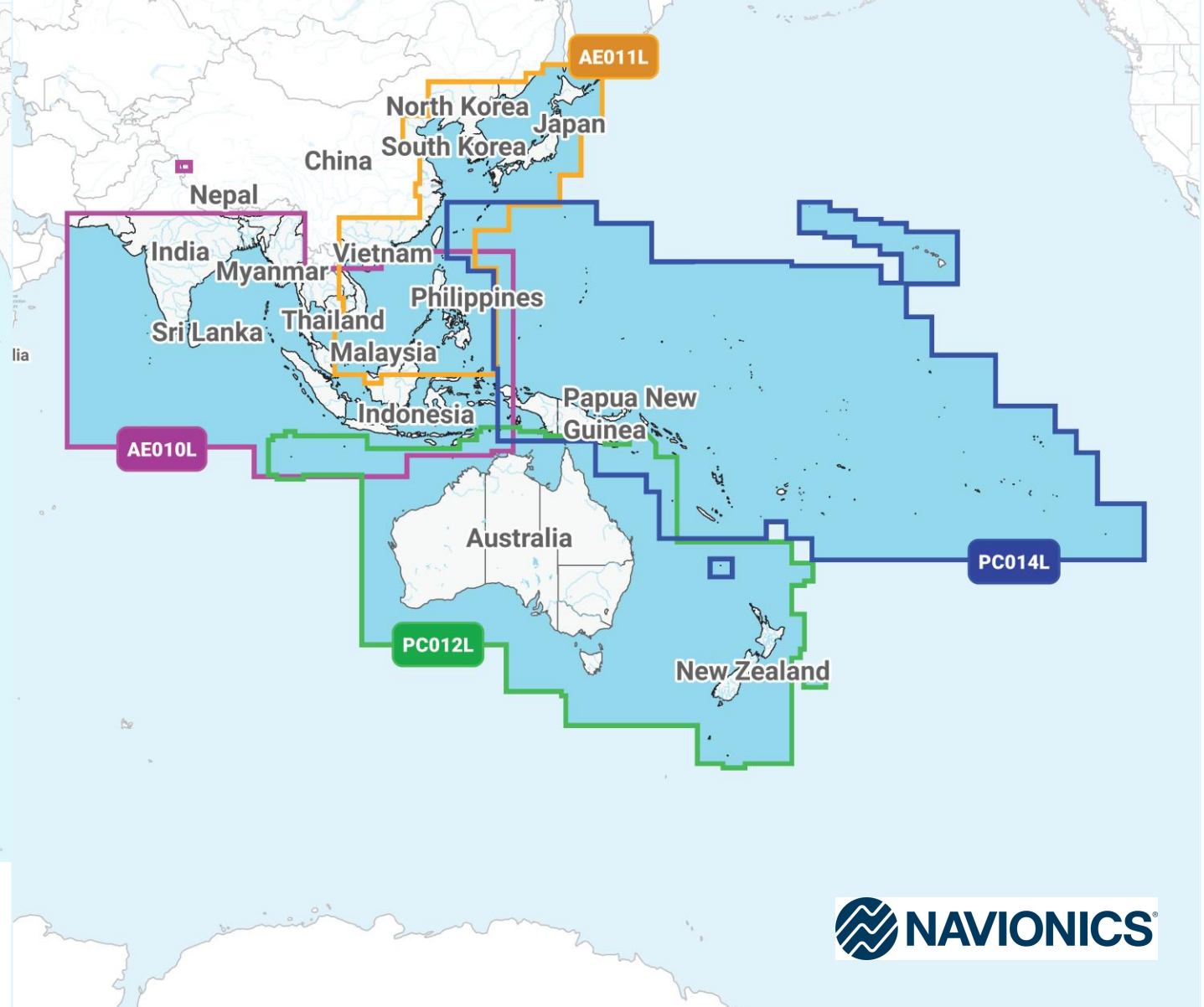
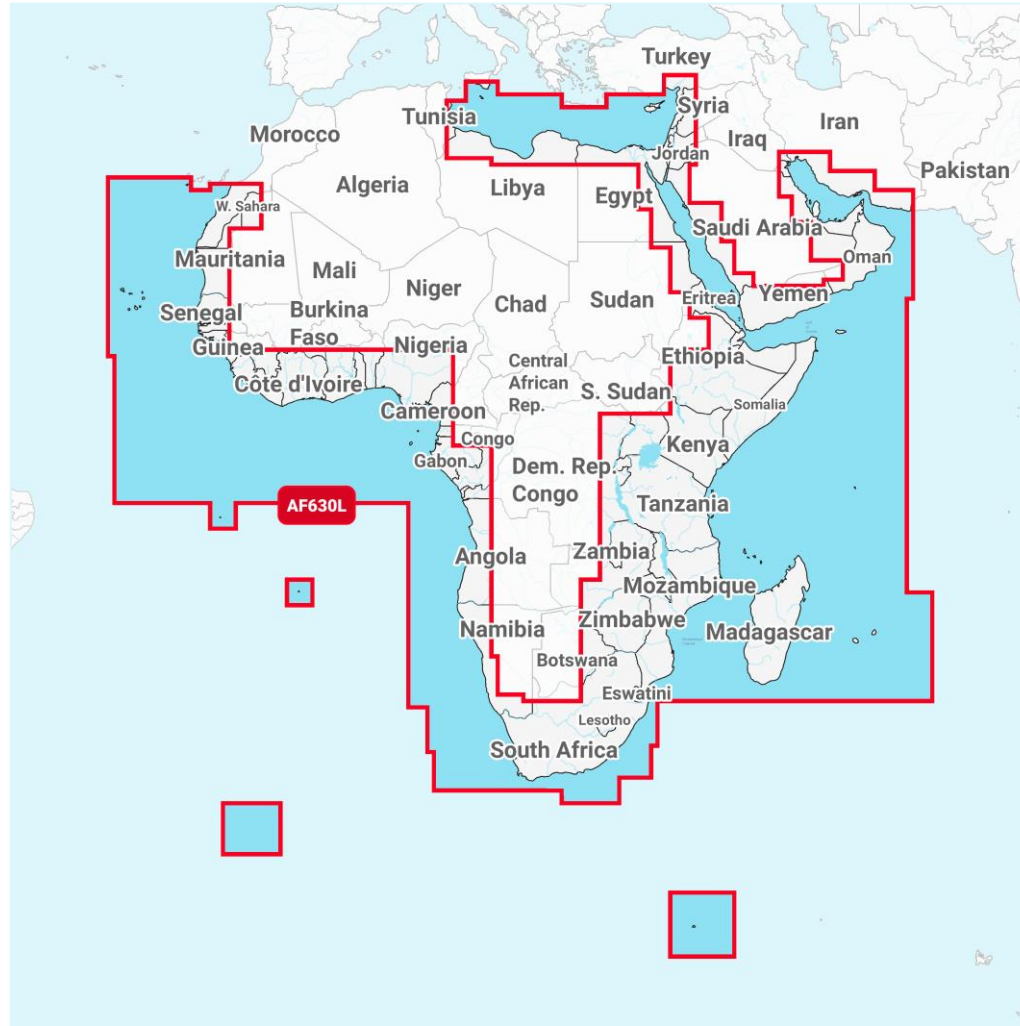
New prices will be applied upon the release of the new catalogue, reliably estimated at end January 2022.

The Americas



NAVIONICS 2022 NEW CATALOGUE

Africa, Asia & Pacific



Worldwide pricing

	Navionics +				Platinum+			
	Navionics + Regular		Navionics + Large		Platinum + Regular		Platinum + Large	
Global regions	Inc VAT	Ex VAT	inc VAT	Ex VAT	inc VAT	Ex VAT	inc VAT	Ex VAT
Europe - EU	£149.99	£124.99	£229.99	£191.65	£239.99	£199.99	£319.99	£266.66
Asia East - AE	£139.99	£116.66	£184.99	£154.16	£194.99	£162.49	£369.99	£308.33
Africa - AF	£149.99	£124.99	£229.99	£191.65	£239.99	£199.99	£319.99	£291.65
Asia West - AW	£149.99	£124.99			£239.99	£199.99		
Pacific - PC	£124.99	£104.16	£219.99	£183.33	£229.99	£191.66	£319.99	£266.66
South America - SA			£184.99	£154.16			£369.99	£308.33
America - US	£139.99	£166.66	£184.99	£154.16	£239.99	£199.99		

SOME KEY POINTS

Platinum+ charts – with significantly larger areas, a lower price, and the best of Navionics data become a very attractive first choice to offer your customers, some examples:

Area	Based on the 2021 catalogue (inc. VAT)	The new 2022 catalogue (inc. VAT)
Central & West Europe (inc UK south)	2 x XL3 charts @ £339.00 each, total £678	Just one Large chart - £319.99
Mediterranean Sea	3 x XL3 charts @ £339 each, total £1017.	Just one Large chart - £319.99
Baltic Sea	4 x XL3 charts @ £339. total £1356	Just one Large chart - £319.99

Of course, if you have stock of 2021 Mediterranean or Baltic Platinum+ charts at the time of the new catalogue launch, we will swap them for the new versions

SOME KEY POINTS

Your stock – we believe it's unlikely that your stock will be compromised when the new catalogue is introduced. However, please be assured that we will resolve any issues to your satisfaction.

Please bear the following in mind:

- The Large Navionics+ areas of 2021 are unchanged.
- The current blank Navionics+ Small charts will automatically migrate to the new Regular areas upon activation.
- We will swap out any pre-programmed Navionics+ Small charts and replace with the new Regular.

THANK YOU!

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