

Satlink chooses Hispasat to provide maritime satellite connectivity services in Europe and Latin America

- Hispasat, which boasts ideal coverage for this service in regions such as the Mediterranean, Americas and Caribbean, strengthens its presence in the maritime connectivity sphere, one of the segments with the greatest growth potential in the satellite telecommunications sector.
- Satlink, which specialises in products and services intended for the maritime sector, expands its VSAT portfolio (Internet access, voice and data via satellite).

MADRID, 10 June 2019 Telecommunications company Satlink, which specialises in products and services intended for the maritime sector, has chosen HISPASAT, the Spanish satellite telecommunications operator, to strengthen its satellite connectivity solutions (VSAT) portfolio in Europe and Latin America. This new solutions will be provided through the operator's platforms in Bogotá (Colombia) and Arganda del Rey (Spain).

Using Ku band VSAT (*Very Small Aperture Terminal*, small satellite connection antennas) terminals pointed to HISPASAT's satellites located at 30° West orbital position, merchant vessels, ferries, yachts and fishing boat companies will be able to enjoy high-capacity connectivity on their ships. This will allow them to offer applications such as Internet access for the crew and passengers, high-quality links to receive television, emergency services and telephone solutions, all tailored to the needs of each individual client.

For José Antonio Guerra, HISPASAT's Sales Office Manager, "we are very proud to rely on Satlink in order to reinforce our presence in the maritime mobility sphere, one of the fields with the greatest potential for growth in satellite telecommunications in upcoming years, and one where Satlink has a powerful presence".

Jean-Paul Geelen, Satlink's Satcom Division Director, added that "with this agreement, Satlink is expanding its service options for the maritime sector where we have acquired a great deal of experience thanks to the applications that are benchmarks in the sector today. HISPASAT's high-throughput satellites will be able to offer new connectivity solutions specific for every type of vessel. We hope to achieve the same recognition as we have with the rest of our portfolio".

The maritime sector is one of the main drivers for growth in the satellite market in upcoming years for operators and service providers. Satellites are the ideal option to offer connectivity in the maritime sphere where it is impossible to roll out terrestrial infrastructures. The demand for connectivity in this market is expected to grow ten-fold in upcoming years¹. In fact, it is estimated that the number of antennas on ships will practically double by 2023, from 24,500 today to 45,000 within 4 years. HISPASAT's fleet features optimised coverage in the Ku band to offer efficient, high-

¹ Source: Euroconsult, 2018.

quality services available in the Mediterranean, Canary Islands, north-western rim of Africa, the Caribbean, the coast of Chile and other areas in the Pacific.

About Satlink

Founded in 1992, Satlink is a Spanish engineering company specialising in satellite telecommunications. Satlink, which has agreements with the Inmarsat, Thuraya and Iridium global satellite networks, is a worldwide leader in providing technical solutions for the fishing sector. The company also markets satellite communications solutions on land and in the air. With its central offices in Madrid, Satlink has offices in Vigo, Washington, the Seychelles, Ecuador and Fiji, as well as an extensive network of distributors throughout the world. The society is shared by Faustino Velasco (president and founding partner of the company) and Artá Capital (Grupo March development capital society with 800M€ under management). www.satlink.es

About HISPASAT

HISPASAT is comprised of companies that have a presence in Spain as well as in Latin America, where its Brazilian affiliate HISPAMAR is based. HISPASAT is a world leader in content distribution in Spanish and Portuguese speaking countries and its satellite fleet is used by important direct-to-home television (DTH) and high-definition television (HDTV) digital platforms. HISPASAT also provides satellite broadband and connectivity services, which include broadband access, mobility and the backhaul networks, in addition to other added value solutions for governments, companies and telecommunication operators in America, Europe and North Africa. HISPASAT is one of the world's largest companies in its sector in terms of revenue, and the main communications bridge between Europe and the Americas.

Press contact:

Víctor Inchausti – tel. +34 91 710 25 40 – vinchausti@hispasat.es / comunicacion@hispasat.es

Alejandra Fernández – Tel. +34 91 327 21 31 – afm@satlink.es