



Photo of the signing of the partnership agreement, from left to right Erik Ceuppens and Paul Smulders

Dec 05, 2017 09:52 GMT

Marlink and Radio Holland strengthen their long-term partnership

Marlink has acquired Radio Holland's connectivity business to further strengthen its global leadership in maritime VSAT while Radio Holland will focus on its core business, providing efficient NavCom, ICT and maintenance solutions to the shipping industry.

Oslo/Paris/Rotterdam, 5 December 2017: Marlink and Radio Holland have concluded a partnership agreement whereby Marlink has acquired Radio Holland's connectivity business. The partnership builds on the

complementary strengths and extensive expertise of the two leading technology companies and enables Marlink to further strengthen its global leadership in maritime VSAT. Radio Holland will be the preferred global sales and service partner and offer Marlink's world-class and future-proof satcom connectivity portfolio in combination with its well-established maritime electronics solutions. Furthermore, Radio Holland and the Marlink Group, including Telemar, will intensify their existing cooperation in NavCom sales and servicing.

The partnership between Marlink and Radio Holland will give maritime customers access to an unrivalled portfolio of broadband connectivity solutions, in particular to VSAT services. By innovating and co-creating new solutions and applications, the two companies will enable efficient digital vessel operations to cater for evolving needs of their maritime customers.

Going forward, Marlink will manage the connectivity contracts as well as the 24/7/365 operations and support for Radio Holland customers through its network operations and customer support centres. Radio Holland customers will benefit from high-quality multi-band connectivity services, such as the industry-leading maritime VSAT service Sealink. Radio Holland will be the preferred global partner for Marlink's connectivity portfolio and will continue to focus on providing efficient NavCom, on-board ICT and Maintenance solutions.

With the transfer of Radio Holland's connectivity business, Marlink will further strengthen its position as the worldwide leader in maritime communications and VSAT services, generating close to \$500 million of revenues and serving about 5000 VSAT vessels under contract.

"The agreement is a win-win for all parties involved. Together, we will provide our customers with best-fit and future-proof connectivity solutions," said Erik Ceuppens, CEO of the Marlink Group. *"Radio Holland's customers will experience a seamless transition to Marlink's network, where they will enjoy the best-in-class maritime VSAT service of the industry together with a rich solutions portfolio designed to support vessel operational efficiency, crew welfare, remote ICT management and security."*

"By strengthening our partnership with Marlink we can bring even more connectivity innovations to customers worldwide," said Paul Smulders of Radio Holland Group. *"It is a logical addition to our strategy innovation focus of*

providing the shipping industry with remote monitoring and IT on-board solutions, through our global service network. It's all about better serving our customers with innovative solutions and applications that enable digital vessel operations and help ship owners lower the total cost of ownership."

END

For further information, please contact:

Knut Natvig, Marlink Group

T: +47 48 030 911

E: knut.natvig@marlink.com

Annet Boers, Radio Holland Group

T: +31 10 4283344

E: annet.boers@radioholland.com

About the Marlink Group

Through its ownership of Marlink, Telemar and Palantir, Apax Partners has created a new powerful Group dedicated to providing maritime and enterprise customers with an integrated offering of reliable broadband communications, digital solutions, bridge electronics and flexible service & maintenance. Combining the power of these expert organisations, the Marlink Group delivers complete connectivity and IT solutions to maritime and enterprise companies globally. It provides an unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services extended with mobile and terrestrial links and an industry-unique range of digital solutions. Telemar, as part of the Group, is a recognised supplier for bridge electronics and on-board maintenance services. The Group is completed by Palantir, which specialises in remote IT management solutions and IT services on board.

The expertise of the Marlink Group, combined with its strong satellite network operator and manufacturer partnerships as well as IT network expertise, enables it to bring the power of broadband communications, bridge and electronics technology and service excellence to customers globally, providing tailored connectivity solutions that enable both maritime and enterprise customers globally to digitalise their operations at sea and on land.

Today the Marlink Group has more than 800 employees worldwide and provides customers with unrivalled service and support through an enhanced global footprint and worldwide sales and service locations. A global 24/7 helpdesk, specialised competence centres, local presence on all continents and a network of 1250 service points and partners staffed by highly qualified, certified service engineers, supports global customers to operate their business in an ever smarter, safer and more profitable way. The Group is led by Erik Ceuppens as CEO.

www.marlink.com

About the Radio Holland Group

Radio Holland is well-known in the maritime industry as global NavCom, IT on Board, Connectivity and Service & Maintenance provider. Available 24 hours a day, 7 days a week, Radio Holland connects its customers to an unrivalled network of 80 offices and support locations along the global shipping routes. The company also provides 24/7 remote monitoring services. By monitoring the performance of vessel's electronics, Radio Holland supports ship owners by detecting, predicting and solving issues remotely. Radio Holland delivers unique technical service expertise which helps customers run smarter, more profitable businesses with less downtime and lower operational expenditures.

www.radioholland.com