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Marlink Japan celebrates 40 years as a leading maritime communications specialist

Marlink celebrates long history as a communications provider to one of the world's most important shipping nations

Oslo/Paris, August 15 2018: Marlink Japan, the Tokyo-based arm of global maritime communications specialist Marlink is celebrating 40 years in business this month. Established in 1978 as SAIT Marine, Marlink Japan is the second-longest serving foreign-owned satcom company in the country, and has been delivering communication services and support to maritime clients

in the region for longer than any other company.

With deep cultural understanding and local knowledge, Marlink Japan provides Customer Support, Technical Service, and Sales and Marketing for customers based in, or operating in Japan, Korea and Far East Russia. The company was originally established as a provider of maritime radio equipment and went on to become a key accounting authority for ship owners and operators in the region, providing services that streamline the administration involved in VHF billing from different nations.

Following (then Marlink owner) Telenor's acquisition of SAIT Communications in 2002 (which was the company name at the time), the company became Marlink Japan and was quickly established as a leading maritime satcom specialist in the region. Marlink Japan, led by the 2012 appointed Country Manager Shinobu Suzuki, moved to new larger premises in Tokyo this January, reflecting the growing Asia-Pacific demand for Marlink's market-leading satellite services.

“As an established and recognised satcom provider for our regional customers we are proud to celebrate 40 years of service in Japan,” said Shinobu Suzuki. *“Japan is leading the way in adoption of new satellite services for operational and crew welfare applications, making our new office with facilities for more field engineers, technical support and sales staff, a strong foundation to deliver on our customer expectations today and for the future.”*

Marlink Japan has enabled strong growth in VSAT as more Japanese ship owners recognise the benefits that it can bring to their operations; from helping to recruit and retain crew to providing a platform for digitalisation that can transform operations and deliver significant efficiencies. Through its global multi-band Sealink VSAT network and digital solutions, Marlink is prepared to help Japanese ship-owners develop new smart-shipping solutions that can improve business sustainability.

In addition to its global Sealink VSAT multi-band network, Marlink Japan is also a major provider of Fleet Xpress to local ship owners, ensuring their ability to retain access to Marlink's extensive portfolio of business critical solutions should they choose Inmarsat's Ka-band High Throughput Satellite service. Ensuring high availability and reliability, all Marlink Japan customers get direct access to high-level front-line support regardless of the services they use.

“Through four decades of growth and service excellence we have secured a strong position in Japan and neighbouring countries,” said Tore Morten Olsen, President Maritime. “By helping ships to operate locally and globally with innovative data and voice communications solutions that enable safety and efficiency, Marlink Japan is today established as a vital resource for the Japanese maritime industry, especially as regional ship owners start on their path towards satcom enabled digitalisation.”

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About the Marlink Group

The Marlink Group is the world’s leading provider of end-to-end managed connectivity and IT solutions. The group which includes Marlink, Telemar, Palantir, Livewire Connections and OmniAccess, provides maritime and enterprise customers with an integrated offering of reliable broadband communications and IT, digital solutions, bridge electronics, and flexible service and maintenance.

The Marlink Group’s unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services is augmented with mobile and terrestrial links and an industry-unique range of digital solutions. With more than 1000 employees worldwide, the Group serves enterprise and maritime customers globally, including: Shipping, Offshore, Cruise & Ferry,

Yachting and Fishing, as well as Mining, Oil & Gas, Utilities, Humanitarian & NGO, Media & Events.

The Marlink Group delivers solutions with unrivalled service and support through an enhanced global footprint, including a network of sales and service locations ensuring customer proximity. Our 24/7 service desk, local presence on all continents and a network of 1250 service points staffed with highly qualified service engineers support our customers globally to operate their business in an ever smarter, safer and more profitable way.

More than 70 years' experience, combined with our strong satellite network and hardware manufacturer partnerships, enables Marlink to bring the power of smart connectivity solutions to customers worldwide, helping them to digitalise their remote business operations wherever they are.

The Group is led by Erik Ceuppens as CEO.

www.marlink.com

www.telemarspa.it

www.palantir.no