MARLIN

ct smarter. Anywhe

Apr 23, 2018 10:51 BST

Marlink joins forces with L&T Technology Services to extend IoT connectivity in remote environments

New partnership enables integration of satellite connectivity solutions to enhance smart industrial processes regardless of local communications availability

Oslo/Paris, April 23 2018: Marlink, aglobal satellite services and solutions provider, today announced a partnership agreement with leading pure-play engineering services company L&T Technology Services (LTTS) to deliver new Internet of Things (IoT) solutions that leverage the power of satellite networks for extended connectivity in the most remote locations on the

planet.

The new partnership forms the framework for the pair to augment LTTS' portfolio of End-to-End services for major technology players in diverse verticals including Automotive, Aerospace, Process industries, Industrial Automation, Telecom and Medical. Already connected using cellular and terrestrial networks, LTTS' smart products and services will be reinforced by Marlink's satellite network and technology expertise through extended reach of IP connectivity for end-users worldwide.

LTTS is globally acclaimed for its leadership in the pure-play ER&D services space. The company has strong global capabilities in domains such as Industrial and Consumer IoT, Machine Learning, Perceptual Engineering, AR/VR, Robotics, Manufacturing Automation, Digital Clone Simulation and 3D Printing, which are validated by independent research and analyst firms.

With growing demand to further digitalise and integrate intelligent industrial processes in remote and sometimes hazardous locations, customers in the Oil & Gas or Smart Energy/Utilities verticals are expected to lead in adoption of Marlink satellite technologies integrated with LTTS' IoT portfolio. New services will be based on Marlink's established Proximity platform, a global IoT monitoring and remote management solution designed to provide complete visibility and control of all fixed and mobile satellite Machine-to-Machine terminals in a single multi-device platform.

"The integration of satellite bandwidth for IP connectivity on LTTS' IoT solutions creates a flexible and cost-effective platform for customers to move production into locations that were previously too expensive or hazardous to operate in due to lack of communications infrastructure," said Ashish Khushu, Chief Technology Officer, L&T Technology Services. *"Client centricity is at the core of our focus. Considering the highly agile and rapidly changing needs of the business ecosystem, access to advanced IoT solutions such as ours over the satellite medium, further enhances the overall value proposition. We are pleased to partner with Marlink and look forward to a long lasting business association,"* Mr Khushu said.

"Our satellite connectivity and M2M technology is a reliable backbone for major LTTS customers looking to leverage intelligent solutions for Oil & Gas and Utilities operations in more challenging environments," said Florian Lefevre, VP Indirect Sales, Marlink. *"While helping to open up new areas to operate in, the*

integration of satellite communications in IoT networks will also provide greater redundancy, ensuring operational continuity for end-users should cellular or terrestrial communications fail."

For further information, please contact:

Knut Natvig, Marlink

T: +47 48 030 911

E: knut.natvig@marlink.com

www.marlink.com

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

About L&T Technology Services Limited

L&T Technology Services Limited (LTTS) is a listed subsidiary of Larsen & Toubro Limited focused on Engineering and R&D (ER&D) services. We offer consultancy, design, development and testing services across the product and process development life cycle. Our customer base includes 52 Fortune 500 companies and 48 of the world's top ER&D companies, across industrial products, medical devices, transportation, telecom & hi-tech, and the process industries. Headquartered in India, we have around 12,000 employees spread across 15 global delivery centers, 28 global sales offices and 39 innovation labs in India as of December 31, 2017.

For additional information about L&T Technology Services log on to http://www.lnttechservices.com/