



MARLINK

...t smarter. Anywhere

Jan 30, 2018 11:13 GMT

Marlink: Marlink Japan's Tokyo Office Expands

Move to larger premises accommodates growing team of VSAT experts and support functions in the region

Oslo/Paris/Tokyo, 30 January 2018: Marlink's Tokyo office has moved to new, larger premises as the Marlink Japan team grows to meet the needs of an expanding VSAT customer-base in the region. The office, which was first established in 1978, provides vital proximity to Japanese Ship owners and is a key player in the region's growing use of the latest satcom services such as Marlink Sealink VSAT and Inmarsat Fleet Xpress.

As part of Marlink's global network of over 20 first-party facilities, Marlink Japan is currently playing a crucial role in supporting shipping companies to deliver more effective and available connectivity to crew members using multi-band VSAT services. In a double blind survey of Asian shipping companies in 2017, Japanese ship owners came out on top for committing to the use of satcom to improve crew welfare, which is reflected in VSAT customer growth in the region.

"Our satcom survey revealed that over 70% of Asian ship owners believe that VSAT can deliver a competitive edge and we see that Japan, along with Hong Kong, Singapore and South Korea are leading the way in adoption," said Tore Morten Olsen, President Maritime, Marlink. "With our deep understanding of the market, we believe that it is vital to grow our presence in Japan to ensure we are well-positioned to meet the changing needs of the large shipping industry there."

"The new location is over twice the size, which helps us to accommodate more field engineers, technical support and sales staff, in addition to enabling us to build a new service management function for better coordination and smoother operations towards the customer," said Shinobu Suzuki, Marlink Japan. "The market here is very strong as more ship owners start to recognise the benefits that VSAT 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."

Ends

Additional Information:

Marlink Japan's New address:

5Th floor, Hirakawacho KS Bldg.,

2-4-14, Hirakawacho, Chiyoda-ku, Tokyo 102-0093 Japan

All telephone and email contacts remain unchanged.

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

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

www.telemarspa.it

www.palantir.no