



# MARLIN

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Marlink and TNL group have entered into joint venture

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## Marlink: TNL Group and Marlink to create a new leading satellite communications expert for the Greek and Cypriot markets

*Joint Venture with TNL Group's satellite connectivity business forms platform for 'Marlink CG', the new maritime satcom expert in Greece & Cyprus*

**Oslo/Paris, 23 February 2017:** Marlink has signed an agreement to enter into a joint venture with the satellite connectivity business of Greece and Cyprus based TNL Group, enabling it to launch a brand new maritime satellite communications expert, Marlink CG. Delivering a wide portfolio of innovative

Marlink VSAT (Very Small Aperture Terminal) services, Inmarsat FleetXpress, Inmarsat/Iridium MSS (Mobile Satellite Services) and integrated business critical solutions for customers in Southern Europe, Marlink CG will operate from offices in Greece and Cyprus, with expert staff from both TNL and Marlink dedicated to improving the flexibility and reliability of maritime satcom in the region.

The Joint Venture with the TNL Group follows a long-term working partnership between TNL Group and Marlink, which started more than 15 years ago. TNL Group has experienced significant growth as a maritime communications service provider by offering diverse connectivity services and Value Added Services from Marlink for the Greek and Cypriot fleets.

*“Customer proximity is key to our ability to provide the connectivity services that ship owners need,” said Tore Morten Olsen, President Maritime, Marlink. “We are committed to only working with the best local partners in all key maritime regions. Based on our experience of working with TNL Group it was a natural step to invest further in order to create a new first party Marlink presence in the region that will support ship owners to digitalise their fleets more efficiently through reliable, flexible and high speed connectivity.”*

With more than 60 professionals covering both sales and technical multi-level support, the TNL Group is recognised for providing reliable connectivity solutions. The joint venture between Marlink and the TNL Group enables the partners to launch a brand new maritime satellite communications service provider, dedicated to delivering best-in-class satcom solutions to all maritime customers.

*“By fully integrating Marlink’s product portfolio, technology, service delivery and people with the established TNL Group satellite connectivity business division, Marlink CG will become an even stronger partner and will offer even higher service standards to the existing and future customer base in the region,” said Evangelos Andriotis, CEO, TNL Group. “TNL Group will continue to contribute to Marlink’s business in Greece and Cyprus and we look forward to collaborating with Marlink CG and Marlink on a global basis, on technical projects that cover both communications and prospectively marine electronics solutions.”*

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### **About the Marlink / Telemar Group**

Through its ownership of both Marlink and Telemar, Apax Partners has created a **Group** dedicated to providing the maritime industry with an integrated offering of broadband communications, digital solutions, bridge electronics and on-board maintenance. The Group is led by Erik Ceuppens as CEO.

Combining the power of these two long-term, expert organisations, Telemar and Marlink are the **world's leading maritime communication**, digital solutions and servicing specialist covering all customer segments at sea including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing. The newly combined group will generate **US \$450 Million in revenues** with more than **800 employees worldwide** serving at least 1 in 3 vessels operating globally. The group will also continue to deliver the benefits of a digital and connected world to enterprise customers such as energy and mining companies, humanitarian organisations, global media and events companies.

The new Group will provide 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 **1000 service points** staffed by highly qualified, certified service engineers, will support global customers to operate smarter and safer.

More than 70 years' experience combined with strong satellite network operator and bridge electronics manufacturer partnerships enables the group to bring the power of broadband communication, maritime bridge technology and service excellence to customers globally, further optimising their business operations and enabling the digital vessels of tomorrow.

[www.marlink.com](http://www.marlink.com)

[www.telemarspa.it](http://www.telemarspa.it)