



SEALINK

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Marlink VSAT ensures global connectivity for Hapag-Lloyd Cruises

Marlink renews contract with adventure and expedition cruise liner Hapag-Lloyd Cruises for existing vessels and new adventure cruise ships in production

Oslo/Paris, August 31 2018: Marlink has re-established its commitment to Hapag-Lloyd Cruises to provide its quality Sealink services on the latter's fleet of four cruise vessels, plus two new cruise ships which are due to enter operational service in 2019. The contract renewal reflects Hapag-Lloyd Cruises' desire to meet the requirements of the growing market for adventure and expedition cruises, as the ships are now in remote areas that were previously considered inaccessible for cruise ships, such as Arctic and the

Antarctic.

Marlink's global Sealink services provide stable, dependable and flexible global connectivity for secure onboard ship management, enabling seamless internet access for passengers and crew alike, and providing carrier services for onboard GSM services for passenger voice, SMS and data connectivity. The recent addition of new satellites and overlapping Ku-band beams to the Sealink network reinforces the company's status as the natural and obvious choice to accompany Hapag-Lloyd Cruises' ongoing expansion into expedition cruises.

Marlink's well established partnership with Hapag-Lloyd Cruises spans more than a decade to date, with *EUROPA* being the first cruise vessel in the fleet to deploy Sealink connectivity services, in September 2004. This was followed in turn by *BREMEN* in August 2006, *HANSEATIC* in May 2007 and *EUROPA 2* in April 2013. *HANSEATIC* is due to leave the fleet in October 2018, but three new cruise vessels, *HANSEATIC nature*, *HANSEATIC inspiration* and *HANSEATIC spirit*, are currently under construction and are due to be delivered from the shipyard in Norway in April 2019, October 2019 and 2021 respectively.

Marlink's solution for Hapag-Lloyd Cruises is based on a dual onboard VSAT system to supply redundancy and increase operational availability, which is further enhanced by multiple backup services, which optimise available bandwidth in the most remote areas. Hapag-Lloyd Cruises is branding *HANSEATIC nature* and *HANSEATIC inspiration* as 'expedition class' ships, with features including retractable glass balconies on the sun deck, a terraced Observation Deck and an Observation Lounge offering 180° panoramic views as well as permanently-mounted binoculars and innovative on-board centres of knowledge to emphasise the immersive nature of the company's expedition cruise portfolio. Exciting destinations already include Antarctica, the Amazon River, the fjords of Chile and the heart of the Northwest Passage.

Marlink's VSAT network coverage from Canada's east coast to the western tip of Alaska, has been facilitated by the recent addition of a new satellite, and this virtue is broadly representative of the overlapping connectivity which ensures that Sealink is synonymous with optimal, comprehensive high throughput onboard services, even in the most distant regions.

“We are excited to be in a position where we can continue our mutually beneficial relationship with Hapag-Lloyd Cruises into the future,” says Tore Morten Olsen, President Maritime, Marlink. “The fact that our Sealink services have been selected for the company’s two new flagship cruise vessels corroborates the long-standing reliability and impeccable standard of service that Hapag-Lloyd Cruises have justifiably come to expect from Marlink.”

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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.

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