

Inmarsat enters into a key strategic partnership with SpeedCast to deliver Fleet Xpress to global maritime market

13 June 2016: SpeedCast International (ASX: SDA), one of the world's leading providers of high-speed broadband connectivity to the global maritime industry, has entered into an important strategic partnership with Inmarsat (LSE: ISAT.L). The agreement positions Inmarsat's new Fleet Xpress service, powered by the Global Xpress (GX) network, as a key service within its maritime services portfolio, being fully integrated with SpeedCast's existing maritime SIGMA gateway and other Value Added Services. Over the next five years, SpeedCast has committed to roll out Fleet Xpress to approximately 2,000 vessels.

Fleet Xpress sets a new standard in broadband maritime communications, delivering the highest levels of reliable high speed broadband connectivity and exceptional performance across all of the world's oceans as well as facilitating innovative Connected Ship applications.

Under the strategic alliance announced today, SpeedCast, which has a global reputation for the quality of its managed network services and worldwide maritime network, will work closely with Inmarsat in key maritime markets around the world to promote and roll out Fleet Xpress services to existing and new customers. SpeedCast will further position Inmarsat's highly-reliable, globally available FleetBroadband service, as a back-up of choice for its maritime VSAT services.

This two-way partnership further enables Inmarsat to utilise SpeedCast unrivalled global Ku-band network for its Xpress link customers.

"This is a very important strategic alliance for Inmarsat," said Rupert Pearce, CEO of Inmarsat. "Today's announcement deepens our valuable partnership and we will work together to deliver the "Connected Ship". This new agreement with SpeedCast also significantly strengthens Inmarsat's position in the global maritime business; a sector in which we have been the Maritime connectivity leader for over 35 years, and this sector will continue to be an important focus for us."

"This new strategic partnership with Inmarsat is the logical expansion of our cooperation, which has been going from strength to strength over the past few years." said Pierre-Jean Beylier, CEO of SpeedCast. "Both companies are committing to each other with an objective to grow the maritime VSAT market to the next level. It confirms SpeedCast's status as a leading global player in the maritime sector, and we are fully committed to continue investing and executing on our growth strategy in this exciting market."

About Fleet Xpress

Fleet Xpress delivers a unique, fully integrated dual capability of high speed, high capacity services (Global Xpress) together with high reliability safety-level services (FleetBroadband) in a single commercial package which is available anywhere in the world. Fleet Xpress is further enriched by Inmarsat Gateway, a unique service enablement platform designed to provide ship owners, managers and operators with access to a new generation of value-added maritime applications, services and solutions.



Fleet Xpress will be taken to market through Inmarsat's powerful and committed direct and indirect sales channels. Inmarsat Maritime, Inmarsat's direct maritime sales arm, intends to transition more than 2,600 existing XpressLink installations, and to convert its substantial committed XpressLink backlog, to Fleet Xpress over the next three years.

Inmarsat's maritime channel partners include all the leading maritime communications resellers, providing global reach, customer intimacy and value-added capabilities in support of Fleet Xpress, and a well-managed pathway for Inmarsat's current FleetBroadband customers to migrate over time up to Fleet Xpress.

About Inmarsat

Inmarsat plc is the leading provider of global mobile satellite communications services. Since 1979, Inmarsat has been providing reliable voice and high-speed data communications to governments, enterprises and other organizations, with a range of services that can be used on land, at sea or in the air. Inmarsat employs around 1,600 staff in more than 60 locations around the world, with a presence in the major ports and centres of commerce on every continent. Inmarsat is listed on the London Stock Exchange (ISAT.L).

The Inmarsat press release newsfeed and corporate updates are on [@InmarsatGlobal](#).

About SpeedCast International Limited

SpeedCast International Limited (ASX: SDA) is a leading global satellite communications and network service provider, offering high-quality managed network services in over 90 countries and a global maritime network serving customers worldwide. With a worldwide network of 40 sales and support offices and 39 teleport operations, SpeedCast has a unique infrastructure to serve the requirements of customers globally. With over 5,000 links on land and at sea supporting mission critical applications, SpeedCast has distinguished itself with a strong operational expertise and a highly efficient support organization. For more information, visit www.speedcast.com.

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