

## News Release

### **Cobham and Inmarsat enable smart shipping for Nanjing Tankers Corporation**

*Largest contract to date for Inmarsat's Fleet Xpress paves the way for 'smart shipping' for Nanjing Tanker Corporation, with installation of Cobham's SAILOR 60 GX and SAILOR 100 GX antenna systems across 70 ships*

**14 April 2016: Copenhagen, Denmark / London, UK** - Inmarsat (LSE:ISAT.L), and Cobham SATCOM today announced that their partner Beijing Marine Communication & Navigation Company Ltd. (MCN) has won the largest Inmarsat Fleet Xpress installation project to date, with Nanjing Tanker Corporation of China. Just two weeks after the launch of Inmarsat's Fleet Xpress service, the agreement brings always-on, next generation high-speed broadband capability worldwide to 70 ships; delivering 'smart shipping' connectivity to drive performance optimisation and a step change in crew communications and welfare for Nanjing Tanker Corporation (NTC) vessels.

"Nanjing Tanker Corporation has been pivotal in China's expansion in oil, oil products, specialised chemicals and liquefied petroleum gas transportation," says Gerbrand Schalkwijk, Chief Sales Officer, Inmarsat Maritime. "We are especially pleased that the benefits which Fleet Xpress delivers for vessel efficiency and crew welfare have been acknowledged so quickly after the launch of our game-changing service by one of the companies focused on driving commercial maritime opportunities in China."

Cobham and Inmarsat partner Beijing Marine Communication & Navigation Company Ltd. (MCN) will manage the roll-out of Cobham's SAILOR 100 GX and SAILOR 60 GX antenna systems to NTC.

"Fleet Xpress with SAILOR antennas will open the way for Nanjing Tanker Corporation to exploit greater use of data and collaboration focused on 'smart shipping' applications, including video conferencing, remote vessel assistance/diagnostics, telemedicine, video surveillance and information management systems for maritime 'big data' applications," said Song Zhen, Vice President of Sales and Marketing for MCN.

"As an Inmarsat terminal manufacturer of choice for three decades, our SAILOR Fleet Xpress antenna systems benefit from years of technical and operational experience. With SAILOR on

board, Nanjing Tanker Corporation can leverage the full potential of Fleet Xpress, resulting in tangible return on investment and visible operational improvements across its fleet,” said Jan Michelsen, VP Maritime Business Development, Cobham SATCOM.

The choice of SAILOR 60 GX and SAILOR 100 GX supports high reliability and availability of Fleet Xpress communication services for crew, ensuring their ability to contact friends and family, use social media or browse their favourite websites and forums. With demand for crew voice and data services continuously growing, the field-proven reliability of SAILOR satcom antennas helps vessel owners and operators to get the most from Fleet Xpress, contributing significantly to crew recruitment and retention strategies.

“Our hardware partners play a pivotal role in the fully integrated services that guarantee ‘always on’ connectivity,” continues Inmarsat’s Gerbrand Schalkwijk. “Inmarsat-tested and type-approved GX satellite antenna are a cornerstone in delivering committed information rates backed-up by service level agreements that ensure customers always receive the service for which they are paying.”

The 1 metre SAILOR 100 GX is based on Cobham SATCOM’s sophisticated SAILOR VSAT Technology platform, designed to simplify installation and operation while delivering class leading radio performance through unmatched link stability and service reliability. The 60cm SAILOR 60 GX leverages an entirely new compact, lightweight carbon fibre composites/aluminium design. By enabling a high-throughput link to Fleet Xpress in a smaller antenna package, SAILOR 60 GX introduces smart shipping applications to smaller platforms, including workboats, fishing vessels and yachts. In March 2016, SAILOR 60 GX won the Mobile Satellite Users Association’s (MSUA) 2016 Top Maritime Mobility Satcom Innovation award, highlighting it as one of the most innovative maritime VSAT systems available today.

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## **About Cobham SATCOM**

**Providing dependable communications and internet access anywhere under the most demanding conditions.**

Our satellite and radio communication terminals perform in the most challenging and remote environments on land, at sea and in the air.



We design and manufacture these high performance products under the AVIATOR, EXPLORER, SAILOR and Sea Tel brands providing customers with outstanding performance, value and support through our global sales and service network.

## **About Cobham**

**The most important thing we build is trust.**

Cobham is a leading global technology and services innovator, respected for providing solutions to the most challenging problems, from deep space to the depths of the ocean.

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

## **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 (LSE:ISAT.L). For more information, please visit [www.inmarsat.com](http://www.inmarsat.com).

The Inmarsat press release newsfeed and corporate updates are on [@InmarsatGlobal](https://twitter.com/InmarsatGlobal).

## **About MCN**

Beijing Marine Communication Navigation Company (MCN) belongs to China Transport Telecommunication Information Center (CTTIC) which was founded and authorized by China's Ministry of Transportation in 1979. MCN joined Inmarsat on behalf of Chinese government and Responsible for Inmarsat business operation and solution management in China.

MCN is leading innovative leader enterprise in domestic Satellite Communication Service business providing global all-weather Sea, Land, Aero applications and solutions not only penetrated the field of transportation sector but also all filed of society.

With thirty years of development and accumulation, the Satellite Service provided and operated by MCN has turned out to be an indispensable method and guarantee for Shipping and Aero Communication. In particular, among the major natural disaster rescue and social emergencies such as The Wenchuan Earthquake, the Zhouqu mud-rock flow, the Navy escort

in Somalia, the scientific research vessel "XueLong", the expedition Everest, the Olympic Games, MCN offered stable and substantial satellite service.

MCN is responsible for all system in maritime satellite service: The legacy third generation system series including Inmarsat-B / C / M / Mini-M / M4 / F; The fourth mobile broadband multimedia system series containing BGAN / Fleet Broadband / Swift Broadband / SPS / GSPS. MCN covers the solution ranging from PSTN, Circuit Data service, Imagine& Video transmission to IP solutions on Sea, Land and Aero, from India Ocean to Pacific Ocean and extended to global coverage, from business communication to emergency and safety communication, from terminal sales to provisioning, network support, and value added service.

Comes at the open window of great opportunity on information technology and transportation information technology, MCN will be sticking to the professional dedication, innovative spirit of enterprise, relying on the unique advantage on Inmarsat satellite resource and transportation sector, relying on the high-quality sales, technical, service team, offering service for public and government with expectation of improving and contribute to modern, digital, intelligence transportation.

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