



Nov 23, 2017 15:00 GMT

Marlink: Apax-backed Marlink and OmniAccess join forces to create the leading maritime VSAT company

Two companies at the forefront of the maritime satcoms industry team up to accelerate innovation and create even more value for their sophisticated customers

Paris / Oslo / Palma de Mallorca, 23 November 2017: Backed by Apax Partners, Marlink has signed a definite agreement to acquire a majority stake in OmniAccess. The existing management team of OmniAccess will remain unchanged and continue to keep a significant shareholding in the company.

The new combined group is the worldwide leader in maritime VSAT services, generating close to \$500 million revenues, employing about 1000 people and operating a global infrastructure, supporting an install base of more than 4000 VSAT vessels. Established in 2002 and headquartered in the “yachting capital of the Mediterranean,” the island of Mallorca, OmniAccess is a leading global provider of broadband connectivity services and solutions to the high-end superyacht and boutique cruise line customers. OmniAccess offers a complete portfolio of cutting-edge IT and broadband connectivity services and solutions to over 300 of the world’s largest superyachts in addition to ocean and river-cruise vessels.

With a staff of over 70 specialists, OmniAccess operates an advanced global proprietary VSAT network with more than 24 satellite-beams in both C- and Ku-band, uplinked from 6 Teleport locations in Spain, Germany, Hawaii, Australia and the USA. OmniAccess provides industry-leading nextGen BroadBeam® VSAT solutions for Internet connectivity at sea with ultra-high speeds of up to 300 mbps, augmented by the nextGen iO 4G & WiMax terrestrial connectivity services. The portfolio is further enhanced by the extensive suite of Plexus advanced integrated maritime IT networks and IPTV solutions.

OmniAccess shares with Marlink the entrepreneurship and relentless drive to be in a pole position of the maritime satcom industry in terms of cutting-edge technology, innovation, service quality and ultimate customer satisfaction. While leveraging the Marlink Group capabilities, OmniAccess will remain a stand-alone company, functioning as the competence center for broadband connectivity solutions for the high-end superyacht and boutique cruise-line customers.

“We are very proud that OmniAccess is joining forces with Marlink,” said Erik Ceuppens, CEO of Marlink Group. “OmniAccess is a truly unique company with in-depth understanding, expertise and capabilities to serve the sophisticated superyacht segment better than anyone else. Together, we extend and strengthen the Group’s global leadership position in the maritime broadband communication and IT market, with a unique position in all maritime segments.”

“We are absolutely delighted to join forces with Marlink,” said Bertrand Hartman, CEO and founder of OmniAccess. “Marlink is a very reputable and well-established player and I am convinced that the extended capabilities and scale of this great cooperation model is very beneficial to all our customers and allows us

to serve them better than ever.”

The transaction remains subject to customary regulatory approval and Closing is expected in the first half of 2018.

Ends

For further information, please contact:

Knut Natvig, Marlink

T: +47 48 030 911

E: knut.natvig@marlink.com

Wanda Saalberg, OmniAccess

T: + 34 971 221 979

E: wanda.saalberg@omniaccess.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

About OmniAccess

Headquartered in the “yachting capital of the Mediterranean,” Palma de Mallorca, OmniAccess is the leading specialized maritime connectivity solutions provider. Established in 2002, the company offers a portfolio of cutting-edge IT networks, broadband services and IPTV solutions to over 250 vessels, including the world’s most impressive yachts, boutique cruise lines and high-end expedition vessels.

With an experienced staff of over 70 employees, OmniAccess operates an advanced global VSAT network on over 24 satellite-beams in both C-band and Ku-band, uplinked from 5 Teleport-locations in Spain, Germany, Hawaii, Australia and the USA. With an unparalleled 24/7 Network Operations Center OmniAccess provides the highest service levels and pushes the boundaries of VSAT connectivity with nextGen BroadBeam® speeds of up to 300 mbps. The

company also specializes in advanced integrated maritime IT networks, all-in-one management tools and Plexus TV IPTV solutions.

www.omniaccess.com