



Marlink's Aussaguel teleport

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## **Marlink: Marlink and Telemar to create the world's leading maritime communications, digital solutions and servicing group**

*New Maritime Group established to put Marlink and Telemar at the forefront of innovation and managed services for on-board communication and information systems, bridge electronics and digital solutions*

**Oslo/Paris, 23 November 2016** – Apax Partners has completed the

acquisition of Telemar Group. Through its ownership of both Marlink and Telemar, Apax Partners will create a new Maritime Group dedicated to providing the maritime industry with an integrated offering of broadband communications, digital solutions, bridge electronics and on-board maintenance.

The acquisition follows the August 2016 announcement of Apax Partners' intention to purchase 100% of the shares in Telemar Group, and subsequent completion of all regulatory approvals. The new Apax Partners Maritime Group will be led by Erik Ceuppens as CEO of both Marlink and Telemar. Bruno Musella, Telemar CEO, will take up the position of Telemar Chairman in the new configuration.

*"By combining the strengths of Marlink and Telemar we are creating a world leading maritime communications and digital solutions group that will be the partner of choice of both the global maritime customer community and satellite network operators serving the global mobility markets,"* says Bertrand Pivin, Partner at Apax Partners.

*"With Marlink and Telemar coming together we will create the truly first managed services company in the maritime industry for on-board communication and information systems, bridge electronics and digital solutions. Our combined capabilities will provide an unrivaled global support and servicing network for all maritime market segments and will drive innovation to enable digital vessel operations,"* said Erik Ceuppens.

*"Considering Telemar's longstanding partnership with Marlink, I am confident that we will quickly become a unified force, providing access to new solutions, applications and services that help to make for a safer, smarter and more efficient maritime industry,"* said Bruno Musella.

Telemar and Marlink will become the world's leading maritime communications, digital solutions and servicing specialist for 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.

Apax Partners' new Maritime Group will deliver maritime customers with unrivaled service and support through an enhanced global footprint and

worldwide sales and service locations. A global 24/7 helpdesk, specialised competence centers, local presence on all continents and a network of 1000 service points staffed by highly qualified, certified service engineers, will support the global maritime industry to operate smarter and safer.

Earlier this year, Apax Partners completed the acquisition of Marlink, transforming it into a provider of tailored communications solutions that enable both maritime and enterprise customers to digitalise their operations at sea and on land. The expertise of Marlink and Telemar, combined with its strong satellite network operators' and bridge electronics manufacturers' partnerships, enables the new group to bring the power of broadband

communications, maritime bridge technology and service excellence to its customers globally to further optimise vessel operations and enable the digital vessel of tomorrow.

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**About Marlink**

Marlink is the pioneer of business critical communication solutions for

customers operating in remote environments. With 600 employees and 27 offices worldwide, the company is the largest technology-independent satellite communication and digital solutions provider serving the maritime and enterprise markets. Marlink's multi-band communication services covering Ku, Ka, C and L-band extended with mobile and terrestrial links, enable over 200,000 customers to operate in an ever smarter, safer and more profitable way.

With over 75 years' experience in developing innovative business critical communication solutions, Marlink's strategy is to deliver the benefits of a digital and connected world to its customers' remote operations. Today Marlink is the leading maritime communication and VSAT operator in the world. Marlink leverages strong partnerships with all major satellite network operators to deliver communication solutions direct to the customer and via an unrivalled network of service provider partners.

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

## **About Telemar**

The Telemar Group has been operating in the telecommunications and navigations systems industry for about 70 years. Telemar is directly present through 30 workshops and 13 group companies in 12 main markets worldwide. Telemar is a leading group in its markets: Maritime Ship Owners - Managers, Yachting & Mega Yachting, as well as Enterprise customers. The Telemar integrated model covers globally: design, purchase, commissioning, maintenance and repairs of communication and navigation equipment, satellite communications and digital solutions.

Telemar is worldwide leader of nav & com maintenance contracts, serving about 3,000 ships and manages 10,000+ services on-board worldwide per year for marine electronics and solutions. Telemar is enabling Maritime companies' remote operations for the digital future, through innovative applications and solutions that improve efficiency and safety of vessels' operations and enhance the productivity and well-being of crews. Telemar is also one of the world's major independent providers of Inmarsat and other satellite multi-band networks.

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

## About Apax PartnersMidMarket

[www.apax.fr](http://www.apax.fr)

@ApaxPartners\_Fr

Apax Partners MidMarket is a leading private equity firm in French-speaking European countries. With more than 40 years of experience, Apax Partners MidMarket provides long-term equity financing to build and strengthen world-class companies. Funds managed and advised by Apax Partners MidMarket exceed €3 billion. These funds invest in fast-growing middle-market companies across four sectors of specialisation.

TMT	Altran, Cabovisão-ONI, Gfi Informatique, InfoVista, Melita, and Vocalcom
Retail & Consumer	ALAIN AFFLELOU, Europe Snacks, Groupe Royer, Sandaya, and THOM Europe (Histoire d'Or, Marc Orian et TrésOr)
Healthcare	Amplitude Surgical, and Unilabs
Services	Groupe INSEEC, Marlink, and SK FireSafety