

Ericsson and SpeedCast International announce global partnership

- Ericsson selects SpeedCast International Ltd as its satellite connectivity solution partner
- Agreement to provide seamless communication globally between ship and shore, supporting end-to-end solutions for the maritime sector
- New communications services are immediately ready for use

Ericsson (NASDAQ: ERIC) and [SpeedCast International Limited](#) (ASX: SDA) have entered into a strategic agreement which leverages both organizations' global capabilities to create a strong partnership in the global maritime sector, enabling both companies to expand their offerings to the market.

By selecting SpeedCast as its satellite connectivity solution partner, Ericsson will expand its end-to-end service solutions for shipping, ports and terminal customers using SpeedCast's global network and satellite communication services to support customers worldwide.

SpeedCast has established a strong track record of successfully delivering connectivity to the shipping sector, while Ericsson has become a top provider of end-to-end managed solutions to the shipping, port and terminal markets. Through the partnership, Ericsson will be able to achieve significant economies of scale and an enhanced global infrastructure that enables it to deliver a comprehensive portfolio of services to its customers.

Both organizations will be able to drive revenue growth and operational efficiencies for their customers by combining their offerings, including:

- A tailored portfolio of connectivity services aimed at lowering operational costs, including global connectivity, data capture and operations analytics tools
- A global sales force and support organization that reaches all major shipping locations
- A satellite and ground-based network infrastructure that can provide customers connectivity across multiple frequency bands anywhere in the world
- Technologies that enhance connected vessel offerings and improve efficiencies across fleets
- Engineering, technical and managerial resources to effectively drive program management, product maintenance, and field support

Pierre-Jean Beylier, CEO, SpeedCast International Ltd, says: "Becoming Ericsson's mobile connectivity supplier validates our competitive offering to the market and our relentless focus on quality of service. The seamless connectivity experience that we provide to Ericsson is crucial for their customers, and is available to vessels and shore operations regardless of their location. Ericsson's integration capabilities and end-to-end service offerings are unique in the sector and we are happy to explore new business models with them."

John Taxgaard, Head of Maritime, Customer Group Industry & Society, Ericsson, says: "SpeedCast provides us a flexible business model that fits our needs. The possibility of joining their connectivity platform and the resulting availability is a great fit for our managed services solutions. We are very pleased to have SpeedCast as our partner and we foresee huge benefits and successful implementations for both sides."

Ericsson will highlight its Maritime Cloud offering at Danish Maritime Days, which takes place in Copenhagen from October 24 to 28.

<End>

For personal use only



###

About SpeedCast International Limited

SpeedCast International Limited ([ASX: SDA](#)) is a leading global satellite communications and network service provider that is redefining connectivity around the world. Driven by its customer-first mindset and passion for leveraging communications technology to advance the government and enterprise customers it serves, SpeedCast has built an unsurpassed global satellite network and has expanded its infrastructure and presence to 42 sales and operations offices and 39 teleports across every region in the world.

Operating on the core belief that it's the people behind the technology that makes the difference, SpeedCast combines deep expertise with fast, reliable, genuine service—ensuring that its customers' communications needs are always met; anytime and anywhere in the world. For more information, visit: www.speedcast.com

Social Media: [Twitter](#) | [LinkedIn](#) | [Facebook](#)

SpeedCast® is a trademark and registered trademark of SpeedCast International Limited. All other brand names, product names, or trademarks belong to their respective owners.

© 2016 SpeedCast International Limited. All rights reserved.

For more information, please contact:

Media Contact Information:

Clara So
Head of Marketing
clara.so@speedcast.com
+852 3919 6894

For personal use only