



Press Release

Marlink and SES turbo-charge long-term partnership with O3b mPOWER commitment

Marlink's customers will leverage SES's next-generation medium earth orbit constellation for high-throughput and low-latency solutions across portfolio of services

Luxembourg, Paris, Oslo, Palma, 9 February 2022 – Smart Network Company Marlink and SES, the leader in global content connectivity solutions, have signed a multi-year, multi-million-euro deal, which will enable Marlink's customers to access SES's next-generation medium earth orbit constellation (MEO) -- O3b mPOWER, the two long-term partners announced today.

Under the agreement, Marlink will offer the high-throughput and low-latency O3b mPOWER dedicated connectivity services to its customers with data-intensive requirements. These include its humanitarian, energy, enterprise, mining, government, maritime and OmniAccess' superyacht customers who require robust communication networks with higher speeds and dedicated lower latency for their business operations in the most remote locations.

O3b mPOWER is built on the proven commercial success of SES's first-generation O3b MEO constellation and is scheduled for launch in the coming months. When operational by end of 2022, O3b mPOWER will provide unprecedented flexibility, performance coverage, and scale to extend new, bandwidth-intensive network services and applications. The software-driven O3b mPOWER communications system is capable of delivering intelligent connectivity services from tens of megabits to multiple gigabits per second which will augment Marlink's Smart Network solutions for its most demanding customers.

Marlink and SES have been partners for more than two decades, jointly delivering connectivity solutions to maritime users, humanitarian agencies, energy and mining companies, as well as enterprise, mobility and government customers around the world leveraging SES's widebeam and high-throughput GEO satellites, O3b constellation and teleport infrastructure.

Marlink operates a global industry leading VSAT network and has unrivalled market access to the remote communications industries. The new agreement will enable Marlink to further enhance the capabilities of its hybrid network solutions and offer its customers with truly differentiated, flexible, reliable and secure connectivity solutions, optimized for every application, especially the ones requiring high-throughputs and low-latency.

Erik Ceuppens, CEO of Marlink Group, commented, "At Marlink we are driven by technology progress and committed to bring the full power of a connected and digital world to our customers' remote workplaces. This is why we are so excited to extend our long-term partnership with SES



and to bring the game changing high-throughput low-latency capabilities of O3b mPOWER as part of Marlink's Smart Network solutions to our most demanding customers in all our market verticals."

Steve Collar, CEO of SES, commented, "Fast, flexible connectivity represents an opportunity for all businesses – especially those operating in remote locations. Marlink's customers understand the strategic need for excellent connectivity, and the value of digitalisation. SES's high-throughput, low-latency data connectivity represents a future-proof solution for these operators."

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About SES

SES has a bold vision to deliver amazing experiences everywhere on earth by distributing the highest quality video content and providing seamless connectivity around the world. As the leader in global content connectivity solutions, SES operates the world's only multi-orbit constellation of satellites with the unique combination of global coverage and high performance, including the commercially-proven, low-latency Medium Earth Orbit O3b system. By leveraging a vast and intelligent, cloud-enabled network, SES is able to deliver high-quality connectivity solutions anywhere on land, at sea or in the air, and is a trusted partner to the world's leading telecommunications companies, mobile network operators, governments, connectivity and cloud service providers, broadcasters, video platform operators and content owners. SES's video network carries over 8,500 channels and has an unparalleled reach of 361 million households, delivering managed media services for both linear and non-linear content. The company is listed on Paris and Luxembourg stock exchanges (Ticker: SESG). Further information is available at: www.ses.com.

About Marlink



Marlink is the trusted partner in fully managed smart network solutions, based on an intelligent hybrid network and unrivalled digital solutions. The company provides Smart Network Solutions, connecting people and assets around the globe and across all markets where conventional connectivity cannot reach or is not available. Marlink's Intelligent Hybrid Network combines global satcom and terrestrial technologies via a proprietary global infrastructure. The Marlink Smart Edge, an integrated service delivery platform, orchestrates and optimises all network elements and applications, from data handling and IT to application-based routing (SD Wan), cloud and Digital Solutions, including remote data and IT, cyber security as well as IoT/OT solutions. This provides customers with full 'Peace of Mind' that their chosen network solution is fully optimised, integrated and has the security required to operate more profitably and sustainably, increasing their efficiency and safety through operational optimisation, tracking and routing, monitoring and reporting. Marlink's Smart Network Solutions are provided as Managed Services meeting the highest quality standards and service level agreements. The company proactively monitors and supports network solutions, providing alerts, reporting and insights on performance and usage of connectivity, systems, and applications as well as advice and consultancy on how to further optimise customer networks.

Please visit www.marlink.com for more information.