Cobham SATCOM Chinese Partner CTTIC Takes 40,000th SAILOR FleetBroadband Unit

Opportunities continue for Cobham SATCOM’s de facto Industry standard terminal as focus turns to Fleet Xpress at this week's Inmarsat Conference

LYNGBY, Denmark – Cobham SATCOM has sold its 40,000th SAILOR FleetBroadband system, to Chinese partner CTTIC (China Transport Telecommunication Information Centre). With the focus on new Fleet Xpress Packages at the Inmarsat Conference in Malta this week (2-4 December), Cobham SATCOM’s de facto industry standard SAILOR FleetBroadband range will continue to be an essential component for efficient, reliable global connectivity for merchant and offshore vessels.

With over 40,000 SAILOR FleetBroadband terminals sold so far, many will be used as vessels upgrade to Fleet Xpress, but Inmarsat’s new generation services are also expected to drive demand still further for Cobham SATCOM’s leading L-band product line.

"SAILOR FleetBroadband has performed incredibly so far. While we are prepared to meet the maritime industry requirements for the next generation of maritime satcom with a portfolio of new Ka-, Ku- and dual-band antenna systems from SAILOR and Sea Tel, we still see that FleetBroadband has a vital role to play, especially to ensure vessels have full global coverage when moving to new High Throughput Satellite services,” says Jan Michelsen, Vice President, Maritime Business, Cobham SATCOM.

For Inmarsat’s forthcoming HTS service, Cobham SATCOM’s new SAILOR Global Xpress antennas take the lessons learned from developing, building and delivering 40,000 SAILOR FleetBroadband systems and the unique SAILOR 900 VSAT Ku-band platform, resulting in a sophisticated, reliable and easy to install and manage solution for Inmarsat’s forthcoming Ka-band service.

"Choosing SAILOR FleetBroadband and SAILOR GX antennas for Fleet Xpress makes real sense. SAILOR FleetBroadband is well proven since its launch as the first approved FleetBroadband antenna in November 2007, whilst our new GX antennas are built on a tried and tested technology platform. Integrated, they provide reliable service in even the most
Product Announcement

extreme environments, while a single point of contact for all on board Fleet Xpress hardware will simplify procurement, installation and troubleshooting,” adds Michelsen.

**About Cobham**

Cobham protects lives and livelihoods with its differentiated technology and know-how, operating with a deep insight into customer needs and agility. The Group offers an innovative range of technologies and services to solve challenging problems in harsh environments across commercial, defence and security markets, from deep space to the depths of the ocean, specialising in meeting the growing demand for data, connectivity and bandwidth. Employing more than 10,000 people on five continents, the Group has customers and partners in over 100 countries, with market leading positions in: audio, video and data communications, including satellite communications; defence electronics; air-to-air refuelling; aviation services; life support and mission equipment.

**About Cobham SATCOM**

Cobham SATCOM develops, manufactures, sells and supports satellite and radio communication terminals and earth stations for land, marine and airborne applications. With the ever increasing demand for communication, our products and services are used to satisfy the needs of a wide variety of commercial, governmental and recreational applications.

Cobham SATCOM uses state-of-the-art technologies to design affordable, highly reliable high performance systems that have decreased over time in terms of size, weight and power consumption. Our products enable people to stay in touch under the most challenging and demanding conditions. When traditional communication technologies fail, Cobham SATCOM’s products will keep providing our customers with high quality voice, data, and multimedia communications.

Our product designs have evolved tremendously during their decades in service in use around the world in a variety of domains and environments. We market under the AVIATOR, EXPLORER, SAILOR®, and Sea Tel brands. Please refer to our websites for our list of global distributors and partners. Cobham SATCOM has design, development and manufacturing facilities in Denmark, South Africa and the USA.

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Contacts:
Cobham SATCOM
Jan Kragh Michelsen, Vice President, Maritime BU SATCOM
+45 3955 8800
jan.michelsen@cobham.com