OTESAT-MARITEL AND INTELLIAN ENTER INTO AGREEMENT

Irvine, Calif. - OTESAT-Maritel has been proudly appointed as an Intellian distributor and will include Intellian's full range of VSAT and TVRO antennas in their equipment portfolio. In addition, OTESAT-Maritel will be commissioned as an Intellian Service Center for Southeastern Europe, Middle East, and Africa, the companies announced today.

"We are delighted to offer Intellian's products as well as installation and maintenance services," said Yannis Pavlis, Product Development Manager of OTESAT-Maritel. "We recognized in Intellian a passion for innovation and a highly professional attitude, which is reflected in the reputation that it is establishing in the maritime market and its ever increasing market share. Undoubtedly, Intellian's products combine supreme performance with unparalleled reliability, yet at a TCO that is proven to be minimal compared to other antenna manufacturers, which will help us to upgrade and further enhance our portfolio of Fixed-Fee communication packages, in order to outperform corresponding competing propositions that gradually become inconsistent with the market needs. Moreover, Intellian has developed what we believe to be the only true global TV solution for commercial vessels that operate worldwide," Mr. Pavlis added.

"OTESAT-Maritel is a leader in the Greek maritime market and evidently among the fastest growing companies in the international maritime arena," said Tyrone Kang, Global Sales and Business Development VP of Intellian. "This is not the only reason why we decided to collaborate with them. We recognized that we share the same values regarding customer satisfaction but even more, we stayed impressed with the rationalization of OTESAT's portfolio of Fixed-Fee Packages, both in terms of the underlying technology in C-band and Ku-band, as well as retail price. Certainly, Intellian's product range could assist OTESAT-Maritel in shaping an especially appealing and comprehensive proposition to address the particular needs of all maritime market sectors."

OTESAT-Maritel is exhibiting at Posidonia 2012 and is showing Intellian's latest addition to their extensive VSAT range, the new Intellian v80L. Being launched at the exhibition, the Intellian v80L is designed to have the same compact size
dimensions of the v80 VSAT antenna series, yet its weight has been reduced to some 83.2kg (183.4lb), which consequently renders it the ideal VSAT terminal for short sea shipping and coastal activities across the commercial, leisure, and fishing sectors. Booth Number 1.201 HALL 1.

For more information, contact Intellian by calling (949) 727-4498 or visiting www.intelliantechnology.com, and OTESAT-Maritel by calling +30 210 4599500 or visiting www.otesat-maritel.com.

About Intellian Technologies
Intellian is the global leader in maritime satellite communication antenna systems. The company was founded in 2004 and has shown tremendous growth year-on-year, with new office openings and numerous product launches to offer an innovative and full line of VSAT communications and satellite TVRO antennas for recreational boats and ocean vessels in the commercial, oil & gas markets, and the military. Intellian now exports its products to 6 continents and over 45 countries and has established over 400 contracted dealers and a support network worldwide. Intellian is headquartered in Seoul, South Korea and also has a Maritime Technical Center in Busan, South Korea, as well as U.S. operations in Irvine, California, Seattle, Washington, and European operations in Rotterdam, Netherlands.

For more information about Intellian call (949) 727-4498 or visit www.intelliantechnology.com.

About OTESAT-Maritel, S. A.
OTESAT-Maritel is a subsidiary of Deutsche Telecom/OTE group of companies. Being the pioneer in providing satellite communication services in the Greek maritime market, OTESAT-Maritel has been selected as a Distribution Partner of both Inmarsat™ and Iridium™, while in response to recent market trends it is also offering VSAT services, shaping, thus, a comprehensive proposition of satellite communication plans to satisfy the needs of the international maritime industry and corresponding market verticals. Being committed to customer satisfaction, OTESAT-Maritel has been investing on the in-house design, development, and subsequent deployment of modern ICTs that are specially tailored to the needs and particular attributes of the Greek and International maritime industry, including in its portfolio such integrated solutions as, e.g., Crew Communication, e-Security, VPN, etc.

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