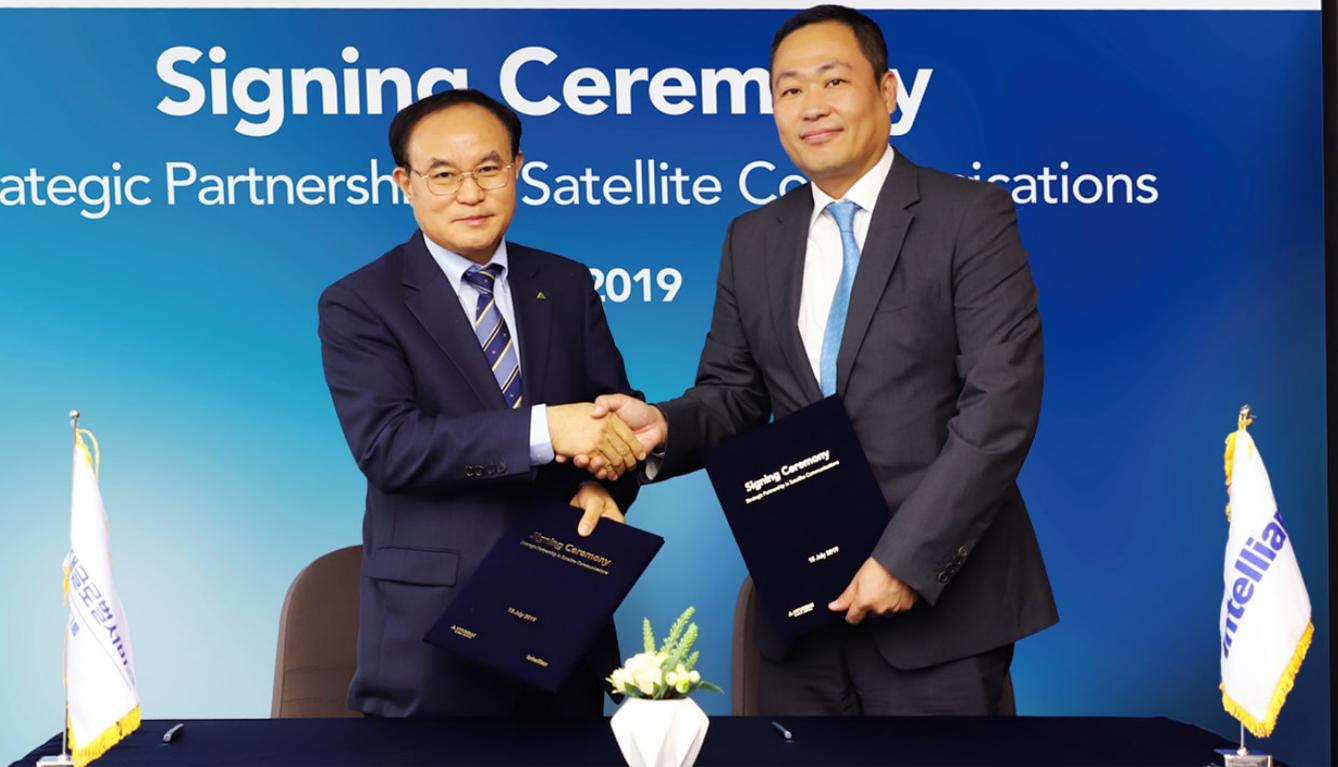


# Signing Ceremony

## Strategic Partnership in Satellite Communications

2019



Kwang Heon An, CEO of Hyundai Global Service (left) and Eric Sung, CEO of Intellian (right)

Jul 16, 2019 08:00 BST

## Hyundai Global Service and Intellian sign strategic partnership in satellite communications

*Business and technical cooperation to expand 'Integrated Smart Ship' solution*

**July 16, 2019** – Intellian, the global leader of mobile satellite communication antenna systems, signed a strategic partnership in satellite communications with Hyundai Global Service (HGS), a marine engineering & service provider and subsidiary of world's No.1 shipbuilding company Hyundai Heavy Industries (HHI) group, on July 15 at Centum Science Park in Busan, Korea.

As the first step of the cooperation, both companies will expand HGS' innovative 'Integrated Smart Ship (ISS)' solution; a digital ecosystem for vessel and fleet management, incorporating a powerful data analysis platform. This solution supports optimal vessel operation and management and is expected to reduce fuel costs by over 6% per year. With vessel lifespan varying based on how they are managed, smart ships with integrated digital platform capabilities such as the 'ISS' are more appealing to ship owners looking to reduce costs and environmental impact by optimizing operational efficiency.

HGS secures the satellite communications service, which is fundamental to 'ISS' solution, ensuring it can provide smart services whenever and wherever they are needed. Intellian provides the most innovative satellite communication antenna systems with high resilience and RF performance enabling fast and reliable transmission of large amounts of vessel data to shore. Moreover, utilizing Intellian's innovative technology and unmatched global service network, HGS managed vessels can be confident of high availability of service world-wide.

A key aspect of the partnership is Intellian's ability to provide full life-cycle support to the vessels under HGS management spanning, from monitoring and maintenance to the general services. Intellian VSAT antennas will be provided to all existing and new HHI ships as a standard package. Further, both companies will begin a full-fledged sales and marketing of 'ISS' solution & satellite communications system to various maritime markets mainly merchant, energy, etc.

Kwang Heon An, CEO of Hyundai Global Service, said, *"With the integration of Intellian's satellite communications antenna technology and our differentiated ISS digital ship management system, we are well positioned to initiate a paradigm-shift in how ships are operated and the value that shipping companies can achieve from previously unobtainable efficiencies."*

Eric Sung, CEO of Intellian, added, *"We're delighted to build a strategic partnership with HGS. We are confident that our innovative technology and global service network is at the forefront of the smart ship market and our collaboration with HGS is integral to securing this leading position."*

Both companies have also agreed to co-develop new smart antennas with the aim to ensure on-going improvement to the ISS solution, while enabling HGS

and Intellian to respond to customer needs.

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### **About Intellian Technologies, Inc.**

Intellian is the global leader of mobile satellite communication systems for maritime, government, military and MEO/LEO sectors. Founded in 2004, Intellian is leading the way in driving innovation in the satellite communications market. The industry's top ranking companies choose Intellian's maritime satellite antenna systems to deliver connectivity when it matters most.

Intellian operates in 12 offices worldwide, including global logistics centers in Asia, the Americas, and Europe, and is supported by a network of more than 550 partners across the globe. Intellian Technologies Inc. is listed on the Korean Stock Exchange, KOSDAQ (189300:KS).

More information may be found at [www.intelliantech.com](http://www.intelliantech.com).