

MEDIA RELEASE

AsiaSat furthers SAILAS's managed service expansion for maritime sector with video streaming, OBM and antenna system solutions

Hong Kong, 16 March 2022 – Asia's premier satellite solutions provider, [AsiaSat](#), announced plans to expand SAILAS's end-to-end managed connectivity service for the maritime sector with a wide range of value-added services that will further increase operational efficiency and safety for vessel operators, and enhance communication and entertainment experience of crews and passengers on board.

This new initiative marks an important step towards strengthening AsiaSat's capability in delivering end-to-end managed service to support the digital transformation of the maritime sector. The new value-added services will include the addition of video streaming service to SAILAS's portfolio of metered and non-metered data service plans, out-of-band management (OBM) and all-embracing antenna system solutions, establishing a complete service network crafted to address the requirements of all maritime sub-verticals including fisheries, merchant shipping, passenger boats, yachting, as well as oil and gas.

"We are excited to bolster SAILAS's end-to-end solution offerings with enhanced value-added services, enabling clients to enjoy optimal operational efficiency and provide more diverse entertainment and communication services to their customers. This is achieved through synergising our space and ground solutions with technologies from some of the best-of-breed solution and service providers," said Raymond Chow, Vice President – Business Development & Strategy, AsiaSat. "As we continue to build strong partnerships with other technology providers to make SAILAS an optimal choice for the maritime community, we also look for opportunities to collaborate with different channel partners who want to create additional new value and service models for their customers."

Since its launch in Q3 2021, SAILAS has been expanding its maritime coverage, serving a wide area from the Mediterranean Sea, Middle East, South Asia to South East Asia; passing through major shipping routes across the Suez Canal, the Arabian Sea, Bay of Bengal, the Strait of Malacca and the Indonesian archipelagic waters. Vessel operators can rely on SAILAS to support their access to smart applications and information, including real-time weather data, timely instructions from shore, internet connectivity, while a range of data service plans, from pay-as-you-go Gigabyte Plan to value-for-money Standard Plan that offers unlimited data is available to meet the ongoing and seasonal requirements of different maritime verticals.

SAILAS's new, enhanced value-added services embrace three key areas:

- **Video Streaming Service:** With the convergence of video streaming and data connectivity services, SAILAS will offer a broad range of free-to-air video channels across selected Ku-band service coverage areas, to be received by TV sets, PCs and mobile devices via the client's existing antenna system on-board the vessel, enabling crews and passengers at sea connected with entertainment, news and information at all times
- **Antenna System Solution:** SAILAS is compatible with major stabilised antenna brands and supports antennas from 63cm under SAILAS's extensive coverage. Bundled packages that include a wide range of high-performance maritime antennas with purchase or lease option are available for vessels of all sizes at affordable price
- **Enhanced Out-of-Band Management (OBM) Solution:** With flexible and open SD-WAN solution, SAILAS enables an integrated VSAT and OBM solution which supports link aggregation, automatic failover and provides remote access for control on-board and trouble-shooting, commissioning at site, to maximise the availability and reliability of the system for mission critical operations

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About AsiaSat

Asia Satellite Telecommunications Company Limited (AsiaSat) offers reliable satellite connectivity, media and data solutions to customers in the broadcast, telecom and mobility sectors through its core fleet of five in-orbit satellites – AsiaSat 5, AsiaSat 6, AsiaSat 7, AsiaSat 8 and AsiaSat 9, and teleport infrastructure. From content distribution to headends, telcos, DTH, DTT platforms; Occasional Use; to One Click Go Live streaming service; IP-based, hybrid OTT service; hosting services, cutting edge VSAT solutions serving aviation, maritime, mobile backhaul, AsiaSat helps bridge the digital divide, aiming to be the foremost satellite solutions provider and an instinctive partner of choice in the Asia-Pacific. For more information, please visit www.asiasat.com | [LinkedIn](#) | [Facebook](#) | [Twitter](#) | [Youtube](#) | [Mobile App](#)

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SAILAS Maritime C-band & Ku-band Coverage

