

## **MEDIA RELEASE**

### **AsiaSat launches SAILAS, new managed connectivity service for Asia-Pacific maritime sector**

**Hong Kong, 16 July 2021** – Asia’s premier satellite solutions provider, [AsiaSat](#), has launched its new managed connectivity service SAILAS, a key component of the company’s complete, end-to-end solution to support digital transformation of the Asia-Pacific maritime sector.

“We are excited about the launch of SAILAS, our brand new connectivity service for the maritime industry. The managed connectivity service is designed with enhanced flexibility and reliability to meet the accelerating pace of digital transformation of the maritime sector. This is an important milestone of AsiaSat’s strategic transformation to become a service-centric company as we continue to focus on delivering quality and creating values for our customers,” said Raymond Chow, Vice President, Business Development & Strategy of AsiaSat.

“SAILAS offers tailored services to address the exact requirements of the maritime vertical and all of its sub-verticals in the region. By leveraging our wholly-owned satellite fleet and ground infrastructure, we have full control of the network which will allow us to consistently deliver a high level of quality service and solution that can fit flexibly into our customers’ network and business. We have also included a wide range of value-added services to address different maritime segments such as package options with a compact and easy-to-install maritime antenna provided in partnership with a leading mobile antenna manufacturer,” said Tony Chung, Vice President, Data Services.

Powered by AsiaSat’s high-performance satellites, including AsiaSat 5, AsiaSat 7 and AsiaSat 9 and the hub infrastructure from its Tai Po Earth Station and regional teleport partners, SAILAS’ service will be available in high reliability and availability over a wide area from the Middle East, South Asia to South East Asia; passing through major shipping routes across the Arabian Sea, Indian Ocean, Malacca Strait and the Indonesian archipelagic waters.

SAILAS’ users will have access to a smart platform to enjoy high-speed email communication, web browsing, voice over IP and other service applications via broadband satellite transmission to facilitate enhancement in business productivity and enrich onboard experience for seafarers and passengers. AsiaSat’s professional service team, with broad experience in serving the maritime community will provide engineering, system integration and 24/7 customer support.



With proven success in delivering innovative data solutions for the maritime sector, AsiaSat's mission is to enable vessel operators and service providers of different scale a smarter operation in the data age through cost-effective, secure and reliable connectivity empowered by AsiaSat's satellite fleet and teleport hubs at strategic locations.

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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 and telecom 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 traditional content distribution to headends, telcos, DTH, DTT platforms; Occasional Use; to new IP-based, hybrid OTT service; live streaming; 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, an instinctive partner of choice in the Asia-Pacific. For more information, please visit [www.asiasat.com](http://www.asiasat.com) | [LinkedIn](#) | [Facebook](#) | [Twitter](#) | [Youtube](#) | [Mobile App](#)

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