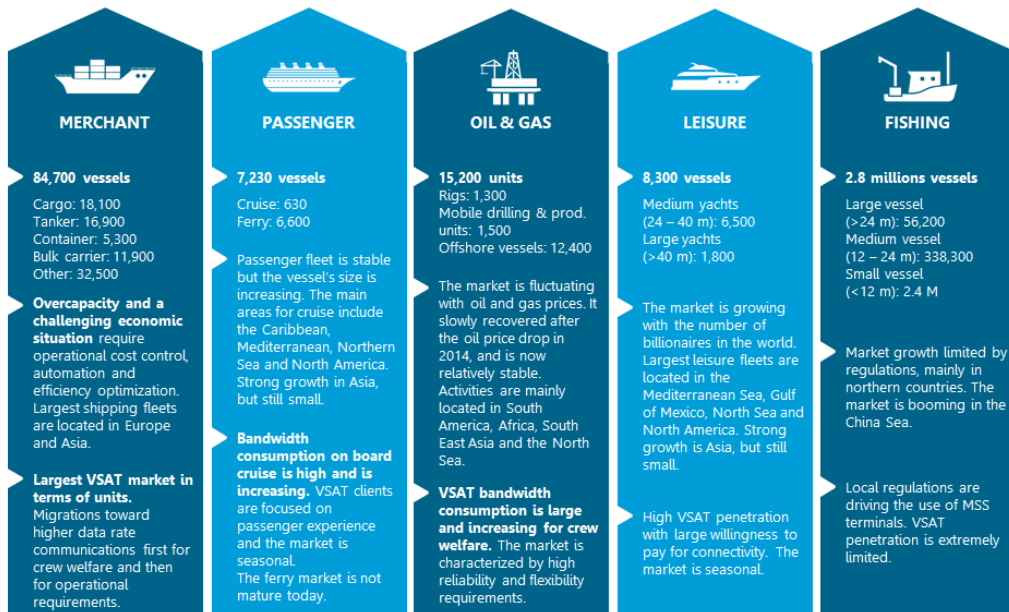


Sector dynamics, analysis & forecasts for the maritime satcom market

Prospects for Maritime Satellite Communications

PROSPECTS FOR MARITIME SATELLITE COMMUNICATIONS



The maritime connectivity market continues to be vibrant, as shipowners transition to the next level of broadband connectivity. The merchant, passenger and leisure segments have all been supporting growth in revenues and capacity usage, while a rebound on oil pricing would accelerate the offshore segment. In addition to capacity, an increasing focus is on the supply of value-added services and on the outsourcing of daily operations by shipping companies.

The maritime satellite VSAT communications market experienced extensive growth in 2018, with the number of terminals increasing by almost 18% YOY and reaching 26,000 at year-end 2018. VSAT services revenue exceeded \$1 billion, resulting in growth of almost 11% compared to the previous year. Increasing demand from passengers, as well as regulatory pressure on communications and crew welfare are major factors pushing maritime operators to install new generation satellite systems on their vessels. In addition, decreasing prices for capacity and terminals encourage more customers to adopt VSAT services, while existing clients transit to higher data packages. HTS capacity is rising fast and is expected to grow even faster in the next five years, as new operators enter the market. Hardware, such as receiving antennas and modems, is also evolving rapidly; smaller, lighter, and more efficient antenna systems are gaining traction as the industry constantly evolves.

For the maritime market, if all satellites are launched as planned, the total available GEO HTS capacity over oceanic regions will grow from about 100 Gbps in 2018 to around 680 Gbps in 2023. By then, Ka-band systems will stand for over 90% of GEO HTS satellite capacity over oceans. Capacity leased for maritime applications is anticipated to grow tremendously from 27 Gbps in 2018 to almost 370 Gbps in 2028, at 30% CAGR. Capacity consumed per vessel should peak, driven by crew and passenger applications. On the longer term, several global constellations with very high capacity might be launched, which would significantly increase the HTS capacity supply available over oceans. As a result, operator revenue is expected to grow from around \$560 million in 2018 to almost \$2 billion in 2028.



ABOUT PROSPECTS FOR MARITIME SATELLITE COMMUNICATIONS

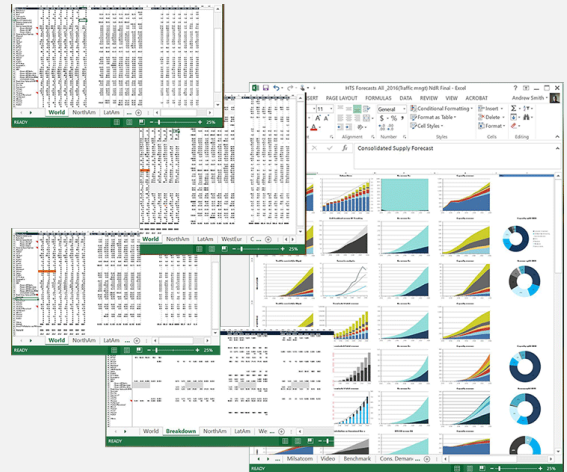
The report provides an in-depth view of the **sector dynamics, analysis and forecasts** for the maritime satcom market. Seven comprehensive sections give a detailed analysis of trends and prospects within the major addressable maritime market segments.

EXTENSIVE FIGURES & ANALYSIS FOR THE COMING DECADE

All Euroconsult reports have, at their core, data derived from over 30 years of tracking all levels of the satellite/space value chain. To this we add dozens of dedicated industry interviews each year, along with the continual refinement of our data models, and the collection and interpretation of company press releases and financial filings. Our consultants have decades of experience interpreting and analyzing our proprietary databases in light of the broader value chain.

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STRATEGIC ISSUES & FORECASTS

- ✓ Maritime market segmentation
- ✓ FSS capacity pricing for the maritime market
- ✓ Growth drivers
- ✓ Average revenue per vessel
- ✓ Market forecasts to 2028

ADDRESSABLE MARITIME MARKET ANALYSIS

- ✓ Merchant Shipping
- ✓ Fishing Vessels
- ✓ Passenger Ships
- ✓ Leisure Vessels
- ✓ Oil & Gas

MARKET DYNAMICS & VALUE CHAIN

- ✓ Maritime satcom industry value chain
- ✓ FSS & MSS operators
- ✓ Maritime VSAT & MSS service providers
- ✓ VSAT & MSS equipment manufacturers
- ✓ Impact of international regulatory authorities

A MUST READ FOR:

- ✓ MSS & FSS satellite operators
- ✓ Equipment manufacturers
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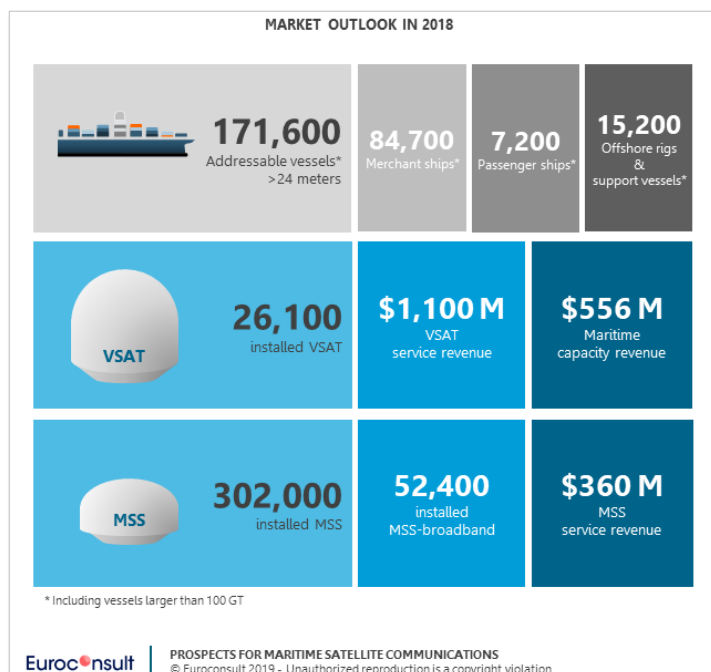
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