

Sector dynamics, analysis &
forecasts addressing the
Maritime Satcom market

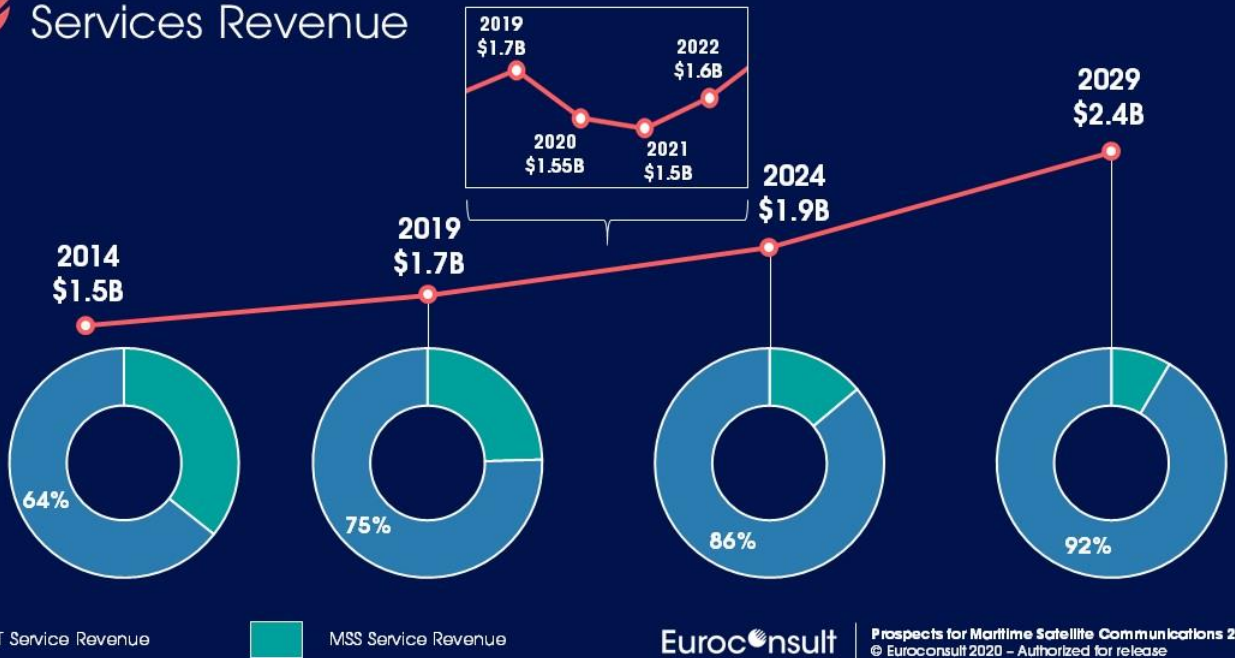
Prospects for Maritime Satellite Communications

2020 edition

euroconsult-ec.com

GROWING MARITIME CONNECTIVITY MARKET FACES COVID-19 SETBACK

Maritime Market Services Revenue



Euroconsult

Prospects for Maritime Satellite Communications 2020
© Euroconsult 2020 – Authorized for release

Euroconsult projects in its latest research, “Prospects for Maritime Satellite Communications”, that maritime connectivity market will experience a significant setback due to the Covid-19 pandemic. VSAT connectivity reached an all-time high of 28,200 connected vessels at the end of 2019 but because of the current health crisis, the previous projection of 49,300 terminals by 2023 has been reduced to 40,600 units.

In 2019, the Maritime satellite VSAT communications market experienced high growth with the total number of terminals increasing by 17.5 percent year over year, and VSAT services revenue growing by 11 percent to approach \$1.3 billion. Increasing demand from passengers, as well as regulatory pressure on communications and crew welfare were major factors pushing maritime operators to install new generation satellite systems on their vessels.

The research provides detailed analysis of five market segments including merchant shipping, the cruise industry, offshore energy production, fishing, and private yachting, all of which are expected to reflect some slowing in the current environment. Merchant shipping is the largest market segment for VSAT with 17,700 connected vessels and revenues of \$565 million in 2019.

The cruise industry was also a major demand driver for maritime satellite connectivity. In some cases, service provider revenues reached \$110,000 per month for the largest cruise ships. This is expected to be the market segment most impacted by the current health environment, with most ships temporarily docked.

Euroconsult forecasts that the cruise industry slowdown will continue for several years prompting cost-reductions and delaying demand for new vessels. Even as fast internet connectivity has become a requirement for cruise ship passengers there will be a sharp decrease in VSAT services revenue in 2020, and projections are that it will take until 2025 for revenues to reach 2019 levels again.



ABOUT PROSPECTS FOR MARITIME SATELLITE COMMUNICATIONS

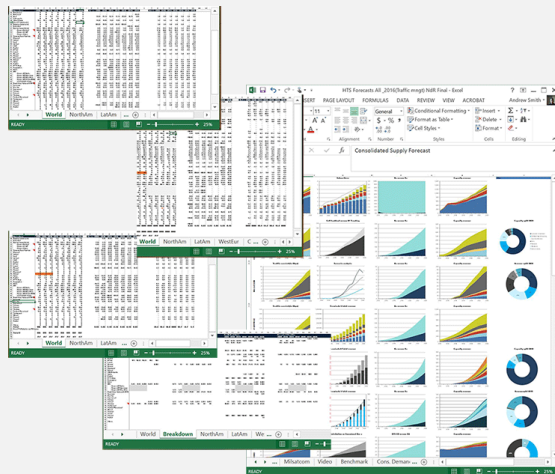
SECTOR DYNAMICS, ANALYSIS & FORECASTS ADDRESSING THE MARITIME SATCOM MARKET

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.

When you purchase research from Euroconsult, you receive thousands of data points and the expert interpretation of what this means for specific verticals and sectors of the satellite value chain, including forecasts based on years of data and highly refined models.



THE REPORT INCLUDES:

- ✓ Strategic outlook containing global trends and forecasts region and technology
- ✓ Overview and key metrics of the maritime connectivity systems and services
- ✓ Value chain of the maritime connectivity ecosystem
- ✓ Two time periods of reference: 2014-2019 and 2020-2029
- ✓ Excel database covering number of connected vessels per segment and per technology, service providers revenues & satellite operators revenues linked to satellite capacity allocated to maritime connectivity 2014 - 2029

ADDRESSABLE MARITIME MARKET ANALYSIS

- ✓ Merchant Shipping
- ✓ Fishing
- ✓ Passenger
- ✓ Leisure
- ✓ Offshore

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
- ✓ Satellite manufacturers
- ✓ Service providers
- ✓ Banks & investors
- ✓ Government agencies



TABLE OF CONTENTS

1\ STRATEGIC ISSUES AND FORECASTS

- The maritime satcom market at year-end 2019
- The maritime satcom market segmentation
- MSS: The legacy maritime service
- VSAT: As a major growth driver for maritime satcom
- The transition from MSS to VAST
- The rise of HTS capacity over maritime regions
- Large number of HTS capacity will come online
- Focus: NGSO constellations
- FSS capacity pricing for the maritime market
- Growth drivers: bandwidth requirements
- Growth drivers: smart ships & autonomous vessels
- Average VSAT service revenue per vessel
- Market forecasts to 2019

2\ MARKET DYNAMICS AND VALUE CHAIN

- Role of service providers in the value chain
- Maritime VSAT service providers – market position
- Maritime VSAT service providers – geographical presence
- Maritime VSAT service providers – market share

- Maritime VSAT service providers – consolidation
- Maritime MSS service providers
- MSS & VSAT service pricing
- VSAT service pricing evolution
- Equipment manufacturers
- Regulations
- Regulations acting as both a driver & an inhibitor
- Cybersecurity as a growing concern

3\ MERCHANT SHIPPING

- Market assessment – key figures at year-end 2019
- The addressable market in 2019
- Merchant shipping operators' strategic issues
- Different traffic patterns between types of vessels
- Growth drivers – crew welfare
- Growth drivers – smart ship & automation
- Service providers competition
- Market forecasts – ARPU and bandwidth consumption
- Market forecasts – revenue and terminals
- Market forecasts – key figures – 2019-2029



TABLE OF CONTENTS - CONTINUED

4\ PASSENGER SHIPS

- Market assessment – key figures at year-end 2019
- The addressable market in 2019
- Focus: cruise ships in 2019
- Satcom use on cruise ships
- Regulations
- Solutions and service providers
- Service providers competition
- Market forecasts – ARPU and bandwidth consumption
- Market forecasts – revenue and terminals
- Market forecasts – key figures – 2019-2029

5\ LEISURE VESSELS

- Market assessment – key figures at year-end 2019
- The addressable market in 2019
- A regional market
- A seasonal market
- A charter market
- Satcom technology evolution in the leisure segment
- Regulations
- Service providers competition
- Market forecasts – ARPU and bandwidth consumption
- Market forecasts – revenue and terminals
- Market forecasts – key figures – 2019-2029

6\ FISHING MARKET

- Market assessment – key figures at year-end 2019
- The addressable market in 2019
- Fishing vessels & connectivity needs
- Regulations play a key role in satcom deployment
- Satcom use in the fishing ships
- MSS solutions in the fishing segment
- VSAT solutions in the fishing segment
- Service providers competition
- Market forecasts – ARPU and bandwidth consumption
- Market forecasts – revenue and terminals
- Market forecasts – key figures – 2019-2029

7\ OFFSHORE MARKET

- Market assessment – key figures at year-end 2019
- The addressable market in 2019
- Offshore rigs market
- Offshore vessels market
- Satcom regulations & usage in the offshore market
- Strong competition from other technologies
- Evolution of market consolidation
- Service providers competition
- Market forecasts – ARPU and bandwidth consumption
- Market forecasts – revenue and terminals
- Market forecasts – key figures – 2019-2029

Please complete this form and return by e-mail to reports@euroconsult-ec.com. If you have any questions about ordering, would like to enquire about specific corporate licenses or would like to order for multiple locations and/or legal entities, please contact reports@euroconsult-ec.com or call +1 (514) 303 0304. **All prices are in Euros. All orders must be prepaid** (if not possible, please contact us). Applicable VAT taxes will be added in Euros.

Product		Price	Total
Prospects for Maritime Satellite Communications - 2020 (PDF & Excel)	1	€ 5,000	
Additional license	Qty.	€ 500	
Enterprise license		€12,500	
VAT if applicable companies based in France must add VAT 20%			
Product Total in (€)			

3 Accounting Dept. E-mail: _____

4 **Invoicing Address** (Please use capital letters)

First name _____

Last name _____

Company name _____

Occupation _____

Address _____

Zip Code _____ City _____

State _____ Country _____

Phone _____ Fax _____

E-mail _____

5 **Delivery Address** (If different from invoicing address)

First name _____

Last name _____

Company name _____

Occupation _____

Address _____

Zip Code _____ City _____

State _____ Country _____

Phone _____ Fax _____

E-mail _____

2 **Payment Information**

Company VAT n° (required companies part of EU) _____

Credit Card
Please check credit limit with bank prior to submitting form.

VISA MasterCard AMEX

Cardholder Name (as it appears on card) _____

Card number _____

Expiration Date (month/year) _____ Cryptogram (last 3 digits on the back) _____

Cardholder's Signature _____

Bank Transfer
(All bank charges are to be paid by the sender)

to EUROCONSULT, please NOTE IMPERATIVELY:
Swift-BIC code: CM CI FR PP
IBAN: FR76 3006 6109 1500 0200 6760 132
Account n° 00020067601
CIC Nanterre Enterprises, 105 Rue des 3 Fontanot, 92022 Nanterre Cedex, France.

Cheque or Money Order Enclosed
Payable to Euroconsult:
86 Blvd. Sebastopol, 75003 Paris, France

Please complete and return the order form & copyright agreement by e-mail to reports@euroconsult-ec.com. Each team user must sign a copy of the copyright agreement. Please complete the information below for each user of the research report files.

Please read this license agreement carefully.
By using the research report files, you are agreeing
to adhere by the terms of this license.

SINGLE USER LICENSE

a) This product is licensed only for a team working together on a project, working on the same site in the same company. The person signing this agreement is responsible for the use of the research files. Euroconsult must be informed of all users of the research files before use. The information may not be shared with other company sites or other work teams in the same or other companies in any form, neither photocopied nor reproduced, including for internal use.

b) No part or extract, in any format whatsoever, must be transmitted to any other organization, including cooperative entities and subsidiaries. All licenses purchased at the additional license price are for internal use only by the organization ordering (same company name, same location as indicated on original order form). Euroconsult must be informed of the users of the additional licenses purchased.

c) All data or information extracted from the research files for use in other documents must rightfully use the copyright reference: *Euroconsult, name of report, year*. Before any other use of the information contained in the research files, prior written consent by Euroconsult is required.

d) This Agreement shall in all respects be governed by the laws of the Republic of France. The user agrees that the proper jurisdiction and forum for the resolution of any claim arising under this license shall be at Euroconsult's sole option.

Research Report User

First name _____

Last name _____

Company _____

Occupation _____

E-mail _____

Date _____

SIGNATURE: _____

Research Report User (For additional user)

First name _____

Last name _____

Company _____

Occupation _____

E-mail _____

Date _____

SIGNATURE: _____