

## **Yahsat's Mobility Arm estimates \$80 million of revenues from new broadband distribution agreement with Cobham SATCOM**

- *Cobham SATCOM to be appointed as the main distributor, on a non-exclusive basis, for Thuraya Next Generation Broadband Products (NGBP) for a minimum term of five years*
- *Cobham SATCOM is the market-leading provider of satellite communications solutions to the maritime and land markets*

**Abu Dhabi, UAE, 22 November 2021** – Al Yah Satellite Communications Company PJSC (“**Yahsat**”) listed on the Abu Dhabi Securities Exchange (“**ADX**”) under (**SYMBOL: YAHSAT**) (**ISIN: AEA007501017**), the UAE’s flagship satellite solutions provider, today announced that its Mobile Satellite Services (MSS) subsidiary, Thuraya Telecommunications Company PJSC (“**Thuraya**”) has entered into a long-term agreement with Cobham SATCOM (“**Cobham**”), for the distribution of next-generation broadband products for land, aeronautical and maritime users. This agreement further builds on Yahsat’s existing partnership with Cobham and marks an important milestone in the roll out of the Thuraya 4-NGS enabled portfolio.

As part of the agreement, Cobham will be appointed as the main distributor, on a non-exclusive basis, for Thuraya Next Generation Broadband Products (NGBP) for a minimum term of five years, starting from the commencement of commercial operations on Thuraya 4-NGS, following its expected launch in the second half of 2023.

Through this partnership, Cobham will drive NGBP sales through its own extensive distribution channels but will also work closely with Thuraya’s broad service partner network. The agreement is expected to generate more than US\$80 million of potential service revenue to Thuraya. Both partners and customers will significantly benefit from the combined distribution network as well as from Cobham’s technical knowledge and after-sales capabilities and expertise.

**Ali Al Hashemi, Group Chief Executive Officer at Yahsat, said:** “We are very pleased to have signed this agreement with our partner, Cobham who is deeply committed to the success of the Thuraya 4-NGS program. This partnership enables us to leverage the unique capabilities and expertise of Cobham thereby augmenting the shared value we can deliver together to distribution partners and to end customers. We are confident that our customers in different market segments, whether maritime, government or enterprise, will see this partnership as a key differentiator in fulfilling their MSS connectivity needs”.

**Leif Ottosson, Chief Executive Officer at Cobham, said:** “We are equally pleased and excited to enter into this agreement as it demonstrates the mutual benefit of the partnership we have built with Yahsat and Thuraya. Not only are we trusted to provide Thuraya with the innovative technology that thousands of customers are relying on every day, but we are also trusted to ensure the commercial success of the partnership through our extensive distribution network of service partners, distributors, and retailers. We are very proud of being appointed, as it is a manifestation of the technology leadership and commercial strength we have in the market.”

Thuraya recently announced a partnership with Cobham to drive significant enhancements to its future broadband portfolio. Under this partnership, Cobham will deliver a comprehensive mobile broadband system as part of the next-generation Thuraya 4-NGS satellite system, and multiple broadband terminals for land, sea and aeronautical applications to strengthen Thuraya’s portfolio, capabilities and performance across a wide coverage area.

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### **About Yahsat**

Al Yah Satellite Communications Company P.J.S.C (Yahsat) is a public company listed on the Abu Dhabi Securities Exchange (ADX) and a subsidiary of Mubadala Investment Company PJSC, offering multi-mission satellite services in more than 150 countries across Europe, the Middle East, Africa, South America, Asia and Australasia.

Yahsat's fleet of 5 satellites reaches more than 80% of the world's population, enabling critical communications including broadband, broadcasting, backhauling and mobility solutions. Based out of Abu Dhabi in the UAE, Yahsat provides C, Ku, Ka and L-band satellite communications solutions for land, maritime and aero platforms to consumers, governments and enterprises. Its businesses consist of Yahsat Government Solutions, Thuraya, YahClick (powered by Hughes) and YahLink. Yahsat also participates in Hughes do Brasil, an equity partnership with Hughes, and Yahlive, an equity partnership with SES. In 2020, Yahsat commenced construction of Thuraya 4-NGS, the next generation telecommunications system for Thuraya, which is planned for launch in the second half of 2023.

For more information, visit: [www.yahsat.com](http://www.yahsat.com); Follow us on Twitter: @YahsatOfficial

### **About Thuraya Telecommunications Company**

Thuraya, is the mobile satellite services subsidiary of the UAE-based Al Yah Satellite Communications Company PJSC (Yahsat), which is a public company listed on the Abu Dhabi Securities Exchange (ADX) and a subsidiary of Mubadala Investment Company PJSC. In 2020, Yahsat commenced construction of Thuraya 4-NGS, the next generation telecommunications system, which is planned for launch in the second half of 2023.

Established in 1997, Thuraya offers innovative communications solutions to a variety of sectors including maritime, energy, government, broadcast media, military, aerospace and humanitarian NGO. Thuraya's superior network enables clear communications and uninterrupted coverage across two-thirds of the globe by MSS, global VSAT coverage and around the world through its unique GSM roaming capabilities. The company's diverse range of technologically advanced and dependable mobile satellite handsets and broadband devices provide ease of use, value, quality and efficiency. Through relevant its partnerships, Thuraya stays ahead by delivering solutions and supporting applications that meet the rapidly transforming nature of market demands. Thuraya remains committed to keeping everyone within reach in any circumstance by making accessible the essential tools required for vital connectivity.

For more information, visit [www.thuraya.com](http://www.thuraya.com); Follow us on Twitter: @ThurayaTelecom

### **About Cobham SATCOM**

Cobham SATCOM is the market-leading provider of satellite communications solutions to the maritime and land markets.

Cobham SATCOM designs and manufactures high-performance radio, satellite communications, safety, tracker and critical communications products under the EXPLORER, SAILOR, Sea Tel and TRACKER brands. Our products provide customers with outstanding performance, value and support

through our global sales and service network. All our solutions are underpinned by the core purpose of keeping people safe and connected across land and sea.

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Further, certain forward-looking statements are based upon assumptions of future events which may not prove to be accurate and the Company does not accept any responsibility for the accuracy or fairness of the opinions expressed in this announcement or the underlying assumptions and expressly disclaims any obligation or undertaking to update, review or revise any forward looking statement contained in this announcement whether as a result of new information, future developments or otherwise. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. You are therefore cautioned not to place any undue reliance on forward-looking statements.