

## PRESS RELEASE

May 16, 2007

### THRANE & THRANE APPOINTS FIRST MASTER DISTRIBUTOR

Thrane & Thrane has appointed NSSL as the first Master Distributor of the Thrane & Thrane range of satellite and radio communications equipment. Under this contract NSSL becomes the first of Thrane & Thrane's Master Distributors with specific focus on the European market.

The agreement with NSSL is the first step towards fulfilling Thrane & Thrane's commitment to improving its overall customer service, by re-organising and further focusing its worldwide distribution network.

Jens Fabricius, SVP Sales & Marketing at Thrane & Thrane, explained why NSSL was chosen: "Implementing our new distribution strategy includes setting up partnerships with some of the leading distributors in this business. We chose NSSL because it is a forward thinking company that compliments our own strategy, which ultimately is to deliver the best products and services available in the marketplace to the customers, both existing and new, who require them".

NSSL will supply the EXPLORER® and SAILOR® branded equipment to Thrane & Thrane Registered Resellers throughout Europe from its specialist logistics organisation based in the UK.

Bob Chewter, Managing Director of NSSL said: "This really is a credit to the entire NSSL team and the reputation we have established within the satcoms industry as a customer service-led provider. We take great pride in this decision and look forward to providing an outstanding level of customer support for the Thrane & Thrane product range."

The new distribution structure will enable Thrane & Thrane and its partners to work even closer together in obtaining new, large end-user accounts and further penetrate new markets.

Scott McBride who will be heading up the new NSSL wholesale company solely dedicated to supporting Thrane & Thrane Registered Resellers said: "We are delighted to be working in a partnership with such a highly respected company as Thrane & Thrane. Their products are well known for quality and innovation and NSSL has a reputation for providing excellent customer service and product support. Collectively this partnership is good news for our existing distributors in the European market requiring satellite based communication equipment but it is also an opportunity for both NSSL and Thrane & Thrane to collectively reach and support new channels in the market."

#### **For further information, please contact:**

Thrane & Thrane A/S  
Jens Fabricius, SVP Sales & Marketing or  
John Alexandersen, VP Corporate Communication  
Tel.: +45 39 55 88 00

#### **Press materials, images etc:**

Saltwater Public Relations  
Saul Trewern, Account Director  
Tel: +44 (0)1202 669244

## **About Thrane & Thrane**

*Thrane & Thrane is the world's leading manufacturer of terminals and land earth stations for global mobile satellite and radio communication. Since its incorporation in 1981, the company has established a strong position within global mobile satellite services based on the Inmarsat system, and today it provides equipment for land-based, maritime and aeronautical use. The company's communication products are sold throughout the world under the brands Thrane & Thrane, EXPLORER and SAILOR through distributors and partners and as OEM products. The company is listed on the Copenhagen Stock Exchange. More information about Thrane & Thrane can be found at: [www.thrane.com](http://www.thrane.com).*

## **About NSSL**

*Established in 1969 NSSL Ltd ([www.satcom-solutions.com](http://www.satcom-solutions.com)) is a leading independent service provider for satellite communications solutions and one of the top Inmarsat service providers worldwide. With a wide range of services and extensive experience of systems integration and application development, the company's focus is on the maritime, government, energy, media, finance and corporate sectors. NSSL provides voice, data and broadband solutions anywhere in the world. NSSL is head-quartered in the UK, but with sales and service offices in the US (Ft. Lauderdale and Houston) and Singapore. NSSL also has a network of agents and service engineers worldwide.*