

PRESS RELEASE

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Breakthrough for Thrane & Thrane mini-C in North and South America

Following a successful integration and test period, Thrane & Thrane has received orders for 1,000 mini-C terminals from distributors of logistics and safety solutions for trucks.

“We won the orders in connection with a distributor seminar in Colombia, and we consider this a breakthrough for Thrane & Thrane in the North and South American markets,” says Thrane & Thrane Chief Operating Officer Henrik Lunde. “The new agreements and our earlier framework agreement with Schahin of Brazil for delivery of 4,800 mini-Cs create a significant market position for Thrane & Thrane in South America while we have also entered the North American market for fleet surveillance equipment,” adds Lunde.

The North and South American markets are the world’s number one and two markets for fleet tracking equipment. In order to penetrate the markets, Thrane & Thrane posted its fleet tracking sales team in the USA for a period of time to market the mini-C to selected distributors. This resulted in 25 agreements being signed with distributors for integration and testing of the mini-C terminal. Some 10 distributors located in Colombia, the USA and Venezuela will be marketing the mini-C terminal together with their solutions in the future.

For further information, please contact:

Thrane & Thrane A/S
Henrik Lunde, COO tel. +45 39 55 88 00

About Thrane & Thrane

Thrane & Thrane is one of the world’s leading manufacturers of terminals and land earth stations for global mobile satellite 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 is listed on the Copenhagen Stock Exchange. Information about Thrane & Thrane can be found at: www.tt.dk

Tel: +45 39 55 88 00
Fax: +45 39 55 88 88

E-mail: investor@tt.dk
Web: www.tt.dk

Thrane & Thrane A/S
Lundtoftegårdsvej 93D
DK-2800 Lyngby
Denmark