



Press Release

Thuraya Gains Access to Key Bulgarian Market in Service Partner Agreement with NBS Maritime

Agreement with ship supply and mobile satellite communications solutions specialist provides access to alternative source of communications in key market

DUBAI, UAE, 25 October, 2016 - Leading mobile satellite services operator Thuraya Telecommunications Company today announced its service partner agreement in Bulgaria with NBS Maritime.

The agreement marks an important strategic milestone in Thuraya's expansion plans, advancing its regional maritime strategy with the introduction of compelling cost optimization options in another important shipping region. The proven popularity of Thuraya's technology in other waters, such as the Caspian Sea, can now be replicated in the Black Sea.

Headquartered in Varna, the largest city and key port on the Bulgarian Black Sea Coast, NBS Maritime is ideally located for access and support.

Bilal El Hamoui, Chief Commercial Officer, Thuraya, said: "Thuraya offers exactly what the market needs: a compelling and viable choice. With the recession having had a notable impact upon regional merchant fleets, direct access to competitive communications will have strong commercial appeal. A new presence is needed in this key region. NBS Maritime is the perfect fit for Thuraya because of its maritime expertise and its location. Our agreement is another significant step forwards, extending our reach and increasing our presence across the shipping routes of Europe."

Mr. Alexander Alexandrov, CEO of NBS Maritime, said: "We are delighted to partner with Thuraya because they have a clear path for growth, which we can build together. Our customers will enjoy an accessible alternative to the status quo. We can now offer them high quality maritime and land equipment built by some of the best manufacturers in the world while helping to drive considerable cost efficiency."

With extensive expertise in the shipping industry, NBS Maritime provides a range of services that is tailored to merchant vessels and coastal vessels. Its ongoing success since 2009 has already generated a 90% share of the Bulgarian maritime market and many customers in other markets.

Located in the south east part of the Balkans, Bulgaria's north is dominated by the Danube River, which borders ten countries. In the east, the Black Sea coast serves as a strategic corridor used by merchant ships and commercial fishing fleets. It forms an important part of the busy routes through the Mediterranean, the Bosphorus and the Black Sea itself.

The agreement to distribute services and products to European end users follows Thuraya's recent expansion of its maritime portfolio with the launch of Atlas IP. An easy to install terminal, Atlas IP offers managers and crew seamless access to the internet, enhanced connectivity, and high-speed onboard efficiency with best-in-class data rates.

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About Thuraya Telecommunications Company

Thuraya Telecommunications Company, an industry-leading MSS operator and global telecommunication provider, offers innovative communications solutions to a variety of sectors, including maritime. Thuraya's diverse range of innovative and superior technologies, from highly reliable mobile satellite handsets, to broadband devices and terminals, provides ease of use, value, quality and efficiency. Our maritime equipment, built by the world's best manufacturers, can be installed on ships in just hours. This helps ship owners to reduce operational costs by up to 40%, while constant connectivity improves crew welfare.

Thuraya remains committed to delivering the essential tools for the maritime sector, never leaving anyone out of reach. Visit: www.thuraya.com

About NBS Maritime

NBS Maritime is a leading maritime company with a network of offices in the Black sea region - Bulgaria, Romania and Turkey. Specialized in mobile satellite communications and marine electronics service, it provides full scope communications solutions to the maritime sector: ship owners, offshore operations, yachts and small vessels, as well as, to the land users in remote areas: military and government enterprises. The company is ISO 9001:2008-certified and is registered by ITU as maritime accounting with AAIC BG03. NBS's approach is to help customers derive the best value from their communications system by offering best-fit service plans and equipment, and providing ongoing expert consultancy. Visit: nbs-maritime.com.

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