



PRESS RELEASE

THE GRIMALDI GROUP AWARDS MCP ADDITIONAL VESSELS

Arendal, May 7, 2010: Maritime Communications Partner (MCP), the leading provider of global onboard communications to cruise and ferry vessels, has announced an extension of the existing agreement with the Naples-based Grimaldi Group which operates ferry services under the Grimaldi Lines and Minoan Lines brand to provide wireless mobile services and systems on the MV Cruise Olympia and the MV Florencia. The deal marks MCP's fifth contract in the important Italian market.

MCP's contract with the Grimaldi Group – which provides ferry services in Italy, Greece and other countries in the Mediterranean, covers GSM and GPRS services on the MV "Cruise Olympia" and the MV "Florencia". The turnkey delivery includes the network equipment and services, engineering and product management, network design, system integration and operations.

Win-win

The Grimaldi Group having considered other maritime communications firms awarded the contract to MCP, due to their trust in the company, MCP's references, reliability, functionality and reputation as a part of Telenor ASA, one of the world's largest mobile telephone operators.

For the Grimaldi Group, the contract represents first and foremost an upgrade of its customer offering. "Grimaldi has been looking to round out its passenger service package to go with their fast and punctual ships," says Bernt Fanghol, MCP's CMO and VP Sales and Marketing. "The addition of mobile communications represents a true step up. While the products from MCP can provide an extra profit stream for Grimaldi, the company is much more concerned with providing a full range of passenger value-added services."

As for MCP, this agreement further strengthens the foothold in the Italian market, one which it sees as increasingly important in the years to come. "This is a real milestone – and one that we're happy to have reached with a ferry operator as distinguished as the Grimaldi Group," says Pål Bjørdal, President and CEO of MCP. "All of the work we've put into this deal, including the authorisation processes with Italian officials to ensure that we fulfil regulatory requirements in the region, can now be put to use for future deals as well."

Indeed, MCP is already beginning to see the benefits of its experience with Grimaldi Lines in other dealings with Italian shipowners. "The Grimaldi contract shows that we have the proper products, approvals and cooperative partners like VBS Italy to succeed in the region, and the synergies are catapulting us further ahead," Bjørdal says.

About the Grimaldi Group:

More than 50 Years' Experience in Shipping – Pioneers of the Roll On/Roll Off Concept

The Grimaldi Group is one of the world's largest privately owned shipping companies. Based in Naples (Italy), the Group was established over 60 years ago by the Grimaldi families, who are still active in the company, and has expanded to become one of the leading operators of specialist liner services covering the entire Atlantic and Mediterranean range.

Grimaldi Group Naples was one of the pioneers of the roll on/roll off concept and currently has one of the largest and most modern fleet of purpose and multipurpose RoRo vessels in the world. It has made a point to remain at the forefront of maritime technology.

For more information about the Grimaldi Group, please visit www.grimaldi.napoli.it

Contact: Paul Kyprianou, External Relations Dept
Kyprianou.paul@grimaldi.napoli.it, +39 081 496 246

About Maritime Communications Partner:

MCP is the global maritime cellular operator focused on providing cost-effective GSM and CDMA communications solutions specially created to fulfill the requirements of the shipping industry. MCP enables cell phone coverage by installing and operating ship-borne radio networks, linking the vessels with public networks via satellite. MCP is a fully recognised international mobile operator which handles all legal and regulatory challenges associated with the unique technology and service solutions that it provides to its customers. MCP is fully owned by Telenor ASA.

For more information about MCP, please visit: www.mcp.com

Contact:
Egon Vik
Market Communications Manager, MCP
egon.vik@mcp.com
+47 90 97 44 77