

## Press Release

# P&T Luxembourg and Global Sky Park GmbH (GSP) set the course for the development of worldwide business

**P&T Capital buys 50 percent of the shares of Global Sky Park GmbH (GSP) and thus ensures itself a direct participation in EuroSkyPark GmbH (ESP).**

*Luxembourg, Frankfurt, Königstein, Saarbrücken, June 27, 2013 - P&T Capital, a wholly owned subsidiary of P&T Luxembourg (the leading postal and telecommunications operator in the Grand Duchy of Luxembourg) buys 50 percent of Global Sky Park GmbH (GSP), Königstein, Frankfurt, and thus ensures itself a direct participation in EuroSkyPark GmbH (ESP), Saarbrücken. P&T Capital won the bidding process against a British and a French investor. Global Sky Park is thus strongly positioned for international business with satellite communication solutions.*

Global Sky Park, up to now a partner in the very successful EuroSkyPark GmbH, is an international market leader for stationary and mobile satellite communication solutions for industrial customers in the fields of energy, utilities, plant engineering, logistics and security. In recent years, P&T Capital has made carefully targeted investments in enterprises of the data communication and data processing fields. By purchasing a 50 % share in Global Sky Park, a strong and powerful corporate alliance has been created by concentrating business activities and technical resources. The know-how, innovative force and capacities available here represent a novelty in this fast growing market.

P&T Luxembourg has been active in the satellite field for more than 20 years and owns high-performing telecommunication and ICT infrastructures, including uplink ground stations, the pan-European fibre optic broadband network TERALINK and highly modern data-centers.

Global Sky Park, as an international provider of satellite communication solutions, has enjoyed enormous growth – benefiting from the restructuring in the energy and utilities networks. Last year alone, EuroSkyPark connected 2,500 wind turbines to the electrical grid. Increasingly, Global Sky Park is receiving requests from regions outside Europe. The participation of P&T Luxembourg is a very important success factor in this context in order to meet the increasing requirements in the control of energy networks in international business in the coming years.

„The objective of the investment is to create a structure capable of exploiting the opportunities and managing the expected growth in this future-oriented business field, so that the many opportunities out there can be taken”, said Jos GLOD, Member of the Management board of P&T Capital as well as Deputy Director General of P&T Luxembourg. “At the same time, this participation gives us the possibility to position ourselves in a new business field and to extend the services of GSP/ESP with our own telecommunication services.”

Beside P&T Capital, Thomas Maul, the current partner, remains a 50 percent shareholder and also CEO of Global Sky Park.

In the future, Global Sky Park will take care of the interests of existing customers and of new opportunities outside Europe and if necessary will carry out international business from subsidiaries founded locally. EuroSkyPark will continue to focus on the European market, taking care of the numerous customer relationships which have developed over the years and realizing new business opportunities. Thus both companies complement each other, exploit synergies and use joint technical resources such as the management of teleport activities. „Project management and sales remain in the hands of the individual national companies. We use higher level structures jointly in order to work in an optimal and cost-efficient manner.“, said Thomas Maul explaining the model „Our partners in the countries outside Europe expect local contact personnel and services. We must provide this with a high-performance organization“.

### **Potential in emerging and industrialized counties**

Global Sky Park sees considerable potential for its business model on the international market. There is a great interest in the satellite communication solutions developed in Germany both in emerging counties like North Africa, South Africa and India, where infrastructure is lacking, as well as in industrialized nations such as the USA, which have recognized regenerative energies as a job motor. The future growth potential has been given an excellent rating as was demonstrated by the keen interest in the bidding process. „We are pleased that P&T Capital won the bidding process“, said Thomas Maul commenting the result. “We thus have a strong partner with extensive market knowledge. Those are the best conditions for sustainable growth.“

**P&T Luxembourg** has been active in the satellite business for more than 20 years, among others in the promising multimedia field. Through targeted participations in companies in the fields of data transmission and processing, the subsidiary company P&T Capital extends the value added chain of the mother company. P&T Luxembourg is a historical provider of wide-ranging and highly modern postal, telecommunication and ICT infrastructures and services – such as e.g. uplink ground stations, the pan-European fibre optic broadband network TERALINK and highly modern datacentres. These services are provided to discerning customers such as national and European institutions and companies, media enterprises or industry for M2M solutions. Furthermore, P&T Luxembourg supports companies by providing access to specific infrastructures and services as well as by exchanging expert knowledge. The entire P&T Luxembourg Group is represented and respected at both national and international level.

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**Global Sky Park and EuroSkyPark** provides stationary and mobile satellite connections for industrial customers from the fields of energy, utilities, plant engineering, logistics and security. In the onshore wind energy sector alone, EuroSkyPark connected last year 2,500 wind turbines to the electrical grid. These satellite connections control about 3 GW of electricity.

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