

Sternula signs a significant contract in Nigeria

Last week, the Danish satellite operator, Sternula, secured an agreement with the Nigerian Maritime Administration and Safety Agency (NIMASA) to establish a new satellite network. This network will complement Sternula's existing AIS 2.0 satellite infrastructure, revolutionizing communication between maritime authorities, ports, and ships on a global scale. Sternula expects that the agreement will give the company increased revenue of a two-digit million amount in Euro over the next 4-5 years.

On Friday, March 1, Sternula and NIMASA signed a Memorandum of Understanding for the development, launch, and later operation of a Nigerian satellite network for maritime communications on the new AIS 2.0 standard (also known as VDES). This collaboration aims to expand the global satellite capacity, currently being established by Sternula. Whereas the Danish satellite operator has so far had a strong focus on ensuring coverage in Arctic waters, the Nigerian project will focus on the Equatorial waters. The shared satellite network will ensure increased digitization of maritime services involving the critical systems on board the ship, in particular on the ship's bridge.

Initially, the focus will be on the services provided by maritime authorities, such as navigation warnings, weather forecasts, and digital maritime information. Later, many commercial services will be developed specifically for AIS 2.0, including route optimization and control of autonomous ships. Notably, AIS 2.0, offers distinct advantages over satellite networks, particularly in terms of security. Unlike networks providing unrestricted internet access, AIS 2.0 offers a secured communication solution, mitigating the risk of cyber threats on the ship bridge without exposing the bridge to the open internet. Just like in the cockpit of an aircraft, the risk of a hacker attack will simply be too great, and therefore the maritime industry has developed AIS 2.0 as an extra secured communication solution that allows data transfers but prevents a terrorist or enemy from taking control of a ship.

- *We are building the world's largest maritime satellite network, and it is very important to get the largest maritime nations on board from the beginning. Nigeria is Africa's largest country by population, with a significant merchant fleet and a gigantic new Lagos port that will be a primary and central terminal for all trade with the African continent. It is huge for Sternula that we will now collaborate with NIMASA on a thorough digitization using AIS 2.0, including the expansion of satellite capacity, says Lars Moltsen, CEO and co-founder of Sternula.*
- *Access to timely information is key to a viable seaborne transport, particularly in this dispensation of Blue Economy. In this new reality, there is the need for ship managers to gain access to quality data, which is essential for ship managers to make decisions, while also acting on market opportunities. A well digitalized system leads to faster*

access to information, improved customer experience, increased productivity, lower operational costs, improved decision making, improved information security, higher mobility, and automation of business processes amongst others, says Dr. Bashir Jamoh, Director General of NIMASA.

- *"This cooperation underlines Denmark's dynamic and significant presence in Nigeria and is a symbol of our good bilateral cooperation. Nigeria will not only achieve increased maritime safety but will also be able to exploit the great potential of the blue economy to generate revenue from new business opportunities. Sternula represents a role model in relation to Danish scalable innovation, developed from Danish university ecosystems, then matured into business to suit a market like Nigeria, says Jette Bjerrum, Consul General in the Danish Trade Council, Nigeria.*

Sternula is Denmark's first commercial satellite operator. The company was established in 2019 and launched its first satellite, STERNULA-1, in January 2023. Sternula is also the world's first commercial satellite operator specializing in the new AIS 2.0 standard, and by 2023 it has gained customers all over the world, including Europe, Asia, Africa, and Australia. In addition to providing satellite capability, the company actively participates in international standardization and provides solutions for establishing shore-based AIS 2.0 networks.

STERNULA-1 can be followed at this link: <https://www.orbtrack.org/#/?satName=STERNULA-1>

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