中国移动卫星通信集团
CHINA MOBILE SATELLITE COMMUNICATIONS GROUP LIMITED

# CMSCG's strategic business partner PETC signs Mobile Telecommunication Reselling Cooperation Agreement with China Mobile Telecommunication Limited

- **PETC ready to submit official application to China's government agency to obtain mobile telecommunication reselling permit**
- **CMSCG already entered into in-depth discussion and business planning with PETC on providing cost-effective, affordable and user-friendly bundling solutions with traditional mobile telecommunication and Thuraya mobile satellite telecommunication**
- **Upon issuance of "Mobile Telecommunication Reselling" Permit, PETC to aggressively promote Thuraya's mobile satellite services, primarily as backup, to retail and corporate users**

**Singapore, 7 April 2014** – China PTAC E-commerce Technology Co., Ltd[1] ("PETC") revealed today that it has already signed the Mobile Telecommunication Reselling Cooperation "(MTRC") Agreement ("**移**动通信转售业务合作协") with China Mobile Telecommunication Limited ("CMT") （"**中国移**动通信有限公司"） and is ready to submit its official application for a Mobile Telecommunication Reselling ("MTR") Permit to the Ministry of Industry and Information Technology ("MIIT"). The Permit will enable PETC to resell CMT's mobile telecommunication services to its users under its own pricing scheme.

A MTR operator is an official and legal mobile telecommunication service provider. Through purchasing bulk quantity of mobile telecommunication service resources at preferential wholesale discount from one of the three existing telco giants in China, the MTR operator will on-sell these mobile telecommunication services to its own end users or user groups. The MTR operator will be at its own sole discretion to determine the reselling pricing scheme, to build unique calling plan features and to promote various specially designed bundling mobile telecommunication service packages.

With PETC entering into the MTR business in the foreseeable near future, China Mobile Satellite Communications Group Limited ("CMSCG" or "the Group") and PETC has already entered into in-depth discussion and business planning on providing cost-effective, affordable and user-friendly

[1] PETC is a subsidiary of China National Postal and Telecommunications Appliances Corp ("PTAC") which operates in the telecommunication and electronic product distribution, logistics, retail, e-commerce, and product repair and maintenance telecom chain. PTAC is one of the largest sellers of telecom electronic terminal products in China with 696 point of sales throughout China and currently commands a 20% market share for the sales of telecommunications equipment in the country.

bundling solutions between traditional mobile telecommunication and Thuraya mobile satellite telecommunication to PETC's future MTR service users and user groups in China.

CMSCG, the only mobile satellite service partner of Thuraya and strategic partner of China Telecom Satellite Communications Limited ("CTS"), has maintained a strategic business relationship with PETC since last year, with PETC actively promoting the sale and distribution of Thuraya MSS and mobile satellite phones and devices in China.

After obtaining the MTR Permit, PETC will aggressively promote Thuraya's mobile satellite services, primarily as backup, to its massive retail and corporate users in form of cost-effective, affordable and user-friendly bundled telecommunication service packages.

**CMSCG** commented on the announcement, "Operating a "MTR business in China allows PETC to have access to the massive mobile telecommunication users in China and, via our strong strategic business relationship and collaborative effort with PETC, CMSCG sees great opportunity of providing our Thuraya MSS service through viable service bundling with PETC's traditional mobile telecommunication services to a potential user group in numbers we have never been imagined of"

**- The End** –

**About China Mobile Satellite Communications Group Limited**

China Mobile Satellite Communications Group Limited ("CMSCG") was formed in 2010 and has entered into an exclusive agreement with Thuraya Telecommunications Company ("Thuraya") to distribute the mobile satellite communication services and products of Thuraya in China. CMSCG will sell and distribute the Thuraya mobile satellite communication hardware and provide voice and data services to the nascent Chinese market.

45% equity interests of China Satellite Mobile Communication Group Limited ("CSMCG"), the wholly owned parent company of CMSCG, has been acquired by Singapore-listed Armarda Group Limited ("Armarda") on 21 March 2012. Armarda has been listed in the Catalist board of Singapore since 2004.

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