

The fourth Viasat Group CEO meeting takes place in Turin

National synergies, speed and operational flexibility, "glocal" strategy, investments in innovation, valorization of local skills and Internet of Things. These are just some of the keywords that have characterized the meeting, which brought together all the CEOs of the Viasat Group's subsidiaries for the fourth time, on December 14th. The meeting in Turin opened with the entire group's top management taking a walk in the splendid setting of the Valentino Park, after which the real meeting took place. Domenico Petrone, President of the Viasat Group, and the Vice-Presidents Marco Petrone and Massimo Getto, took stock of the year 2017, during which good results were achieved, and which represents an important turning point in the company's development strategy. The Group's double-digit growth stems from a great commitment on the part of all the managers and the approximately 650 employees of the Group, which is now present, either directly or through its partner network, in 50 countries across Europe, Africa, the Middle East and Latin America.

"In terms of activations," explained Marco Petrone, Vice President and Corporate Development of the Viasat Group, "at this time, we have exceeded 500,000 connected cars and over 150,000 connected freight transport vehicles in a very large number of countries at a worldwide level".

During the last meeting of the year, it was also stressed that the international growth project will continue, both by proposing useful solutions for the Fleet sector, which are the reason behind the Group's success and development, and by acquiring new local excellences. In January 2018, the acquisition of another important company belonging to one of the main European geographic markets will be announced.

These different platforms communicate with each other in order to provide information - or aggregations of data or services which are based on that same information - to different types of customers, such as private citizens, municipalities, public administrations, insurance companies, car manufacturers or other service companies.

In addition, next year's technological and commercial road map was presented. The action plan will see all the companies of the Group committed to the growth of their typical businesses, particularly in the Fleet sector, while new projects will be started in the Insurtech, Car Connect and Big Data Analytics fields at an international level. All this will be achieved while pursuing the "glocal" philosophy, in other words thinking globally to act locally. This approach makes it possible to take full advantage of the capabilities of all the different minds in our Group, in order to create synergy and build value in individual communities and markets while respecting their specific characteristics and potential.

"In light of this evolution, our desire was to rationalize and simplify the way in which we are organized, making our processes faster so as to guarantee the performance standards required by the market," added Domenico Petrone, President of the Viasat Group. "The increase in complexity, together with the speed required by customers (time to market) and the need to assess performances in an increasingly fast way, forces us to change our modus operandi. At the organizational level, we are also moving along the same lines - the development of technological platforms: we want to interconnect the people who operate in the various companies of the Group, in a sort of "Internet of People". We wish to be present, able to provide our services and sell our products, with the appropriate technical and commercial support, potentially all over the world".

Media Relator: Paolo Emilio Iacovelli – e-mail: press@viasatgroup.it mobile: +39 339 762.82.88

www.viasatgroup.it | www.viasatonline.it | www.viasatfleet.it | www.vemsolutions.it

