



Seaborn secures metro network and fiber backhaul in Brazil from Netell and Citatel

Fiber and capacity purchases establish key capabilities for Seabras-1

São Paulo and Boston - March 11, 2015 – Seaborn Networks, Netell Telecom, and Citatel Dutos e Fibras Ópticas announced that Seaborn has acquired backhaul and metro fiber network capacity in the State of São Paulo from Netell and Citatel for Seaborn's Brazil-US subsea cable. This contracted capacity provides a diverse, dark fiber backhaul solution from Seaborn's cable landing station in Santos as well as a dark fiber, mesh network solution to Seaborn's points of presence in metro São Paulo.

Seaborn is the developer of Seabras-1, a new Brazil-US submarine cable that will provide the first direct route between São Paulo and New York. The system is being constructed by Alcatel-Lucent Submarine Networks. Partners Group, the global private markets investment manager (Swiss SIX Exchange: PGHN), is providing full project equity and is a co-sponsor of the project. Natixis, the corporate, investment, insurance and financial services arm of Groupe BCPE (second largest banking group in France) is providing full project debt with backing from COFACE, the French export credit agency.

The contracting party on behalf of Seaborn for the Netell and Citatel transactions is Seabras 1 Brasil Ltda., which is Seaborn's Brazilian operator of Seabras-1.

Netell has also purchased a substantial amount of capacity on Seabras-1, which it will use to serve its local, regional and international carrier and enterprise customer base. This follows other recent customer announcements, including that Microsoft is the foundational customer on Seabras-1 and that Tata Communications has also confirmed it is an anchor customer on the system.

Larry Schwartz, Chief Executive Officer, Seaborn Networks says, "With construction of Seabras-1 underway, we are extremely pleased to have contracted with Netell and Citatel. This important milestone is the culmination of the strong relationship among the three companies that has developed over the past few years. Equally as important, Netell's investment for significant capacity purchase on Seabras-1 validates the demand in Brazil for an independent, express submarine cable route between São Paulo and New York with seamless extensions to other geographies around the world."

Wagner Rapchan, Chief Executive Officer, Netell says, "Brazil and the entire South American continent require increasingly more capacity and diversity in international connectivity. This is why we are proud to be supporting Seaborn with metro fiber networks in São Paulo and in turn purchasing capacity on the Seabras-1 cable system. When there is greater choice for connecting Brazil to the rest of world, there will be greater opportunity for local innovation in IT and communications services. This is a great step forward for the market."

Irineu Berardi, a shareholder of Citatel Dutos e Fibras Ópticas, says, "With our extensive network of fiber cables in both São Paulo and Santos, we are delighted that Seaborn has purchased long-term and high quality, diverse fiber paths between Santos and São Paulo from Citatel."

Seabras-1 is scheduled to be ready for service at the end of 2016.

About Seaborn Networks

Seaborn Networks is a developer and operator of submarine fiber optic cable systems, including Seabras-1 which is the first express submarine cable system between the US and Brazil. Seabras-1 is a 60 Tbps system that will connect New York and São Paulo, with a branch that lands in Fortaleza, Brazil. Activation will be in 2016. Seaborn was founded by successful submarine cable and wholesale carrier executives with experience in designing, building and operating many of the world's largest submarine and terrestrial networks. For additional information, see www.seabornnetworks.com

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About Netell Telecom

Netell Telecom is a neutral and independent fiber-optic network provider in Brazil. Launched in 2005, Netell Telecom has evolved into one of Brazil's leading backbone network providers for São Paulo's region. It serves local, regional and international large enterprises, carriers and data centers looking for geographically diverse, secure and reliable connectivity. For additional information, see www.netell.com.br

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About Citatel Dutos e Fibras Ópticas

Citatel Dutos e Fibras Ópticas has provided long-haul fiber network services in Brazil for more than 20 years. Its wholly owned fiber infrastructure crosses the state of São Paulo and is trusted by local, regional and international service providers as well as enterprises.

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