



## Gogo Expands Global Commercial Airline Sales Team

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### Gogo Now has Feet on the Street Coverage Around the World

ITASCA, Ill., April 17, 2014 /PRNewswire/ -- Gogo (NASDAQ: GOGO), a leading aircraft communications service provider to the global aviation industry, announces today that it has expanded its global sales team, which now includes more than 20 sales and support staff with physical presence in the United Kingdom, Switzerland, Spain, Israel, Singapore and Japan.



"We continue to invest in our global expansion efforts and we have been pleased with our ability to hire some of the best and brightest in this industry," said Niels Steenstrup, senior vice president of Global Airline sales. "We have experienced industry professionals dedicated to each region of the world."

Most recent additions to the team include:

**Ray Villar** - Ray is the new regional sales director for Latin America. Ray has more than 16 years in sales and marketing experience, as well as business development experience, in both the telecommunications and aerospace industries. He started his career as a Navy commissioned officer and dedicated his military career to communications requirements. He has held senior management positions at Alcatel-Lucent, EMS Aviation, and Honeywell before joining Gogo.

**Nick Silvester** – Nick is the director of sales for the Middle East and Africa. Nick has extensive customer support, sales and business development experience in in-flight connectivity and entertainment. Prior to joining Gogo, Nick has held senior positions with Panasonic Avionics, Thales and Honeywell. Nick is now based in Dubai.

**Soong Teck Kuay** – Kuay joins Gogo as director of business development for Asia Pacific. Prior to Gogo, Kuay was head of in-flight entertainment sales for Thales in Asia and spearheaded their wins in Air India, Indian Airlines, HNA, VNA and JAL amongst others. He is currently based in Singapore.

"Ray, Nick and Kuay are great additions to our expanding team of sales professionals in Gogo's global organization," added Steenstrup. "I'm confident that these additions will give us added support in gaining new international commercial airline partnerships."

Commercial airlines interested in finding out more about Gogo's products and services can reach the global sales team at [airlinesales@gogoair.com](mailto:airlinesales@gogoair.com)

### About Gogo

Gogo is the global leader of in-flight connectivity and wireless in-flight digital entertainment solutions. Using Gogo's exclusive products and services, passengers with Wi-Fi enabled devices can get online on more than 2,000 Gogo equipped commercial aircraft. In-flight connectivity partners include Aeromexico, American Airlines, Air Canada, AirTran Airways, Alaska Airlines, Delta Air Lines, Japan Airlines, United Airlines, US Airways and Virgin America. In-flight entertainment partners include Aeromexico,

American Airlines, Delta Air Lines, Japan Airlines, Scoot and US Airways. In addition to its commercial airline business, Gogo has more than 6,300 business aircraft outfitted with its communications services.

Back on the ground, Gogo's 700+ employees in Itasca, IL, Broomfield, CO and various locations overseas are working to continually redefine flying as a productive, socially connected, and all-around more satisfying experience. Connect with Gogo at [www.gogoair.com](http://www.gogoair.com), on Facebook at [www.facebook.com/gogo](http://www.facebook.com/gogo) and on Twitter at [www.twitter.com/gogo](http://www.twitter.com/gogo).

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