

## IEC Telecom Enters Malaysia as an Authorized Starlink Reseller

- ***IEC Telecom launches operations in Malaysia as an Authorized Starlink Reseller, strengthening its footprint across Southeast Asia.***
- ***The expansion aligns with Malaysia's national ambition to close the digital divide, supporting connectivity roll-out in underserved and remote regions.***
- ***Beyond Starlink airtime alone, IEC Telecom delivers fully integrated connectivity ecosystems with advanced network management and control, addressing the growing demand for scalable and secure digitalisation across remote and infrastructure-limited areas in Malaysia.***

**March 3, 2026 - Kuala Lumpur, Malaysia:** IEC Telecom Group has officially launched its office in Malaysia, marking a strategic expansion of its enterprise connectivity services across Southeast Asia. By bringing Starlink satellite internet to businesses and communities that struggle with connectivity limitations, particularly in remote, rural areas with low penetration of conventional networks, as well as the maritime sector, which is traditionally reliant on satcom for day-to-day operations.

The move comes as Malaysia pushes ahead with ambitious digital goals. By the end of 2025, internet coverage hit 99.71% in populated areas, which is a major jump from 91.8% before the government's **National Digital Network Plan (JENDELA)** infrastructure plan kicked off. That's impressive progress, but the story changes once you leave the cities, particularly in East Malaysia. Government data shows that 5G coverage reached 63.8% in Sarawak and 68.6% in Sabah by mid-2025, highlighting ongoing expansion opportunities across East Malaysia. For remote schools, fishing communities, and businesses operating far from urban centres, reliable internet remains out of reach.

The government has responded by incorporating satellite connectivity into national infrastructure plans. This effort was highlighted by a successful 2024 PoC in Kampung Orang Asli Kerling, Hulu Selangor, where satellite backhaul enabled broadband access for 260 indigenous residents and 100 students for the first time. This milestone has set a new horizon in closing the digital divide and has driven growing demand for satellite-based connectivity in Malaysia's most remote areas.

**IEC Telecom Malaysia** introduces enterprise-grade Starlink-powered solutions designed to strengthen last-mile connectivity, support regional digital transformation, and enhance operational continuity across industries. The company will deliver integrated customised satellite communication services for sectors such as energy, maritime, government, logistics, and remote enterprise operations, ensuring stable and high-performance connectivity in infrastructure-limited environments.

“As one of the earliest Starlink partners since December 2022, IEC Telecom is uniquely positioned to leverage its global expertise in support of Malaysia’s digital ambitions,” comments **Antoine Veillon, Group CEO at IEC Telecom**. “With more than 30 years of international experience and over two decades of established presence across the Asia-Pacific region, we bring both scale and regional insight. The launch of our Malaysia office — our third in APAC — further reinforces our long-term commitment to the market and to advancing resilient, future-ready connectivity across the region.”

Beyond delivering Starlink satellite connectivity, IEC Telecom’s strength lies in building fully integrated, connected ecosystems rather than supplying airtime alone. The company designs and deploys managed architectures capable of supporting multiple users and diverse use cases within a single framework. Powered by an advanced network management layer, these solutions provide centralised visibility, control, and performance optimisation through a dedicated management portal — ensuring secure, scalable, and high-performance connectivity tailored to local operational requirements.

“Malaysia is a strategically important market for digital expansion across Southeast Asia,” said **Hisham Ghaffar, Managing Director, APAC, IEC Telecom**. “As an authorized Starlink reseller, IEC Telecom Malaysia will fill connectivity gaps with satellite solutions that work where traditional infrastructure doesn't. That means businesses can operate reliably, and more communities get online.”

IEC Telecom Malaysia has been licensed by The Malaysian Communications and Multimedia Commission. The company combines satellite, terrestrial, and hybrid networks with value-added services, hands-on technical support and customised setups. The Malaysia office will provide local expertise and tailor solutions to match the country's digital development priorities.

### **About IEC Telecom Group**

IEC Telecom Group is an international satellite service operator with nearly three decades of engineering expertise in voice and data services. The company delivers a wide portfolio of satellite connectivity solutions, including LEO, GEO, and LTE-based services supported by value-added applications and global network integration. IEC Telecom designs customised connectivity solutions for enterprise, government, maritime, and industrial sectors, supported by in-house engineering expertise and worldwide logistics capabilities. The company operates across Europe, the Middle East, Africa, and Asia-Pacific.

More information: <https://iec-telecom.com/en/offices/malaysia/>

