

Iridium OpenPort — July , 2008

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Specification:

- Below Deck Unit (BDU):
 - Weight: 1,35 kg, excl. AC/DC power supply
 - Size: 250mm wide, 200mm high, 55mm deep
 - Sim based
 - LEDs & Configuration through web browser interface
 - Connectors: 3 RJ-11 and 1 RJ-45
- Antenna Deck Unit (ADU):
 - Omni-directional active antenna without moving parts
(57cm x 23cm)
- Voice: 3 voice channels simultaneously
- Data: bandwidth up to 128kbit/s
But still volume-based pricing!

Iridium OpenPort BDU



Iridium OpenPort antenna



Iridium OpenPort



Iridium OpenPort Commercial focus

- Commercial focus
 - Low & Mid-end Merchant
 - Fishery
 - Low & Mid-end Yachting
 - Crew Welfare
 - Complementary / Backup terminal for VSAT
- Main Selling Propositions:
 - Low-price for terminal and airtime (20-30% less than FB)
 - Simultaneous data and 3 voice channels (ideal for crew)
 - Broader band (up to 128kbit/s dedicated bandwidth)
 - Reliable antenna without moving parts and coax-cable
 - Truly global (incl. poles, north-west route covered)
 - Interconnection: Major UPS's for business and crew usage

Iridium OpenPort Pricing

- Hardware about 20-30% less than Fleet Broadband:
- Airtime about 20-30% less than Fleet Broadband
- Voice pricing similar to existing Iridium voice prices
- Data-pricing offers 3 levels for most bundles:
 - up to 32k
 - up to 64k
 - up to 128k
- Pay per use as well as various bundles with different combinations of voice and data amounts