Our business

- Satellite service provider (Inmarsat, Iridium, Ku-Band)
- Core business is aeronautical SATCOM
- Business Aviation and Head-of-States Aircraft
- Customers in more than 50 countries
- Solution provider for Head-of-State and VVIP aircrafts
- World class support
- 11 languages supported
References

- **Boeing 747**    Honeywell HD-710 SBB, CNX-200
- **Airbus A340**  Dual HS-700, AvioIP on AR250
- **Airbus A330**  Honeywell HD-710, AvioIP on AR250
- **Boeing 767**   EMS HSD-128 Dual Swift64, AvioIP on AR250
- **Boeing 737**   Honeywell HS-720, AvioIP on AR250, Live TV
- **Boeing BBJ**   EMS HSD-440 and Ku-Band with Satcom1 Yonder
- **Boeing BBJ**   HS-720, AvioIP on AR250, Videoconference
- **Airbus A320**  Rockwell HST2100 SBB, AvioIP on AR250
- **Airbus A319**  Dual HST-900, CNX-200
- **Airbus A318**  Rockwell SRT2100
- **Gulfstream G550**  Honeywell MCS-7100
- **Dassault Falcon 7X**  Honeywell MCS-7100
- **Global Express** Rockwell Collins SAT-2100 and ICG ICS-200

And many more....
Satcom1 Activities

Consultancy

Airtime

Value Added Services

Software
Trends in Satcom for VIP Aircraft

• **Trends**
  - Demand for faster data and Internet speed in the air
  - Satellite networks capabilities expanding
  - Price on data dropping and data speed increases...but
  - VIP’s demand more - Full office in the sky
  - Products will try to answer demands, but profitability is key
  - Satcom1 product example – AvioIP software
Trends in Satcom for VIP Aircraft

- Trend – Demand for faster internet speed in the air
  - Home and mobile Internet speed has increased dramatically the last 5 years. Driven by consumer demand and technology.
  - Demand from consumers has now also transferred to the air even though price on data is higher.
  - VIP’s want’s connectivity 24/7
Trends in Satcom for VIP Aircraft

• Trend – Satellite networks capabilities expanding
  • Inmarsat launching 4\textsuperscript{th} satellite on the current network.
  • Inmarsat launching new satellites for KA-band.
  • KU-band network coverage expanding and owners improving network
  • Technology will continuously also improve the satellite networks
Trends in Satcom for VIP Aircraft

- **Trend** – Price on data dropping and data speed increases…but different than on land
  - Change from minute billing to data billing has lowered end user prices for most VIP’s
  - Pricing packages will also be used as seen in land-based business models
  - Satellite network has limitations which affect the price models.
  - Data speed increasing through network investment and technology.
Trends in Satcom for VIP Aircraft

- **Trend** – VIP´s demand more - Full office in the sky
  
  - VIP´s expect connectivity 24/7 and also in the air
  - VIP´s want the full office in the sky – phone, internet, video-conference, fax, printer, scanner etc.
  - VIP´s want to use their own smartphones on the aircraft
  - VIP´s demands results in more complex Satcom solutions on the aircraft.
  - VIP´s investing more in Satcom hardware to have full office in the sky.
Trends in Satcom for VIP Aircraft

- **Trend – Products will try to answer demands, but profitability is key**

- Satellite networks investing to answer demands
- Hardware manufacturers developing new better products which answers demands for faster internet and multichannel Satcom systems for aircraft
- Service providers also develop products which answers increased demands from VIP’s
- But in all new developments profitability is Key!
Satcom1 – product example
AvioIP
Aeronautical Router Solution
Hardware platforms

• Satcom1 AviolP runs on multiple hardware platforms:
  – Cobham AR250
  – Vision Systems VisiConnect
  – EMTEQ eConnect

and more....
Features

• Acceleration to increase speed up to 400%
  – Satellite latency compensation
  – Cache

• Voice over IP
  – Seamless use of cell phone
  – Via SIP and UMA
  – Managed by AvioIP for guarantied quality
Features

- LiveTV
  - View channels from home on the aircraft
  - Global coverage as SBB
Features

• Videoconference
  – Works very well on SBB
  – Managed by AvioIP for guarantied quality
NEW! Aggregation of dual SBB channels

• Provides around 7-800 kbps continuous throughput

• Requires AvioIP Software, SwiftBroadband and Satcom1 as Service Provider

In the press:

• For demanding VVIP
• Faster internet
• Higher quality TV
• 4 x SBB under dev.
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- Use your own cell phone to make calls
- Use your own phone number
  - Using Wi-Fi
  - Using Satcom1 VoIP account
  - Using Satcom1 own VoIP Infrastructure
NEW! AvioPhone APP

- Satcom1’s new APP for iPhone, release date 1.9.2012 and Android release date 1.10.2012

- Requires Satcom1 as Service Provider and SwiftBroadband

- Use with AvioIP software for guaranteed voice quality
Satcom1 Support

Best in market
24/7 Engineering Support
Remote trouble shooting inside Satellite network
Saves down-time and visit at installation centre
On-Site Support and Training

Pilot / Engineer

Single Point of Contact
Diagnostics
Involve relevant parties
Solve problem (remote or **On-site**)