



Maritime Telecommunications Network

“The Integrated VSAT Solution”

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SeaMobile Enterprises

- Established in 1986, **Maritime Telecommunications Network** is First to Offer a Stabilized VSAT Solution
- Offices in Miami, Seattle, Paris, Rome and Athens
- 270+ Stabilized VSAT Systems Currently in Service
- 150+ Land-Based VSAT Systems
- 145+ Vessels under contract for Cellular
- 210+ Experienced, Full-time Staff
- 6 Teleports
- 12 Satellites
- 9 Global Points of Presence
- 10,000 Miles of Redundant Fiber
- Global and Multi-Regional Satellite Coverage
- Worldwide Technical Service
- 24/7 Network Operations Support
- Fully-Managed Turnkey Solutions

Maritime Market Segments



- Cruise and Ferry
- Offshore Oil & Gas
- Government Systems
- Private Yachts
- Casino Boats
- Shipping/Merchant Fleets



Discovering the Benefits

- Fixed Fee for Unlimited “Always On” Communications
- Turnkey Integrated Solution includes:
 - Shipboard and Shoreside Equipment
 - Assembly, Integration and Testing (AIT)
 - System Installation and Commissioning (SIC)
 - Technical Services and Spare Parts
 - Worldwide Satellite Coverage
 - Global Terrestrial Network
 - Worldwide Teleport Services
 - High-Speed Internet Backbone Access
 - PSTN Call Termination with US or Europe Dial Tone
 - 24x7 Monitor and Control and Remote Diagnostics
 - Web-Based Customer Portal

Enhanced Services

- **Stored Value Calling Cards**
 - Allows crew members to make personal calls at reasonable rates
- **Internet Café and Wi-Fi Applications**
 - Recreational Internet access for crew members
 - 125 ships in service today
- **Ocean News**
 - 300+ International newspapers are available daily and can be printed onboard on A3 paper
- **Cellular Services: GSM/CDMA/GPRS/EDGE**
 - Allows shipboard users to send and receive calls and data and be billed by their home carriers
- **MPEG4 Television Programming**
 - News, Sports, Entertainment and Business Content
 - Currently available on C-Band satellites

MTN's Technical Services

- Expert Installation, Service and Maintenance
 - 60+ Field Technicians
 - "Certified" Service Partners in Europe and Asia
- Network Operations Center Available 24x7
 - Experienced Technical Troubleshooting
- Global Spare Parts Depots
 - Florida, Alaska, Norway, Spain, Kuala Lumpur
- Web-based Customer Portal
 - Provides Real-Time Monitoring of System Availability
 - Bandwidth Utilization
 - Circuit Availability



Satellites Simplified

- Geostationary Satellites Located 22,300 Miles Above the Earth's Equator
- Slight delay or "Latency" Due to Round Trip Distance to Satellite
 - Approximately 600 Millisecond Roundtrip
- C-Band: Global Beam, Wide Coverage Area
 - Requires 2.4-meter antenna minimum
- Ku-Band: Regional Beam, Limited Coverage
 - Requires 1.0-meter antenna minimum
- Coverage Area Is Described As a "Footprint"
 - AOR, POR, IOR
 - Regional, Spot, Hemi or Global Beams

Factors Affecting Performance

- C-Band: Electromagnetic or Terrestrial Microwave Interference
- Ku-Band: “Rain Fade” in Extreme Weather
 - Effects can be mitigated by higher power amplifiers from ship and more satellite power
- Military RF Interference
- Physical Blockage
 - Buildings, Fjords or Ship Superstructure
- Terrestrial Outages
- Satellite Issues
 - Solar Flares or Spacecraft Malfunction
- Ocean Currents are not a Major Factor due to Stabilized Antenna Design

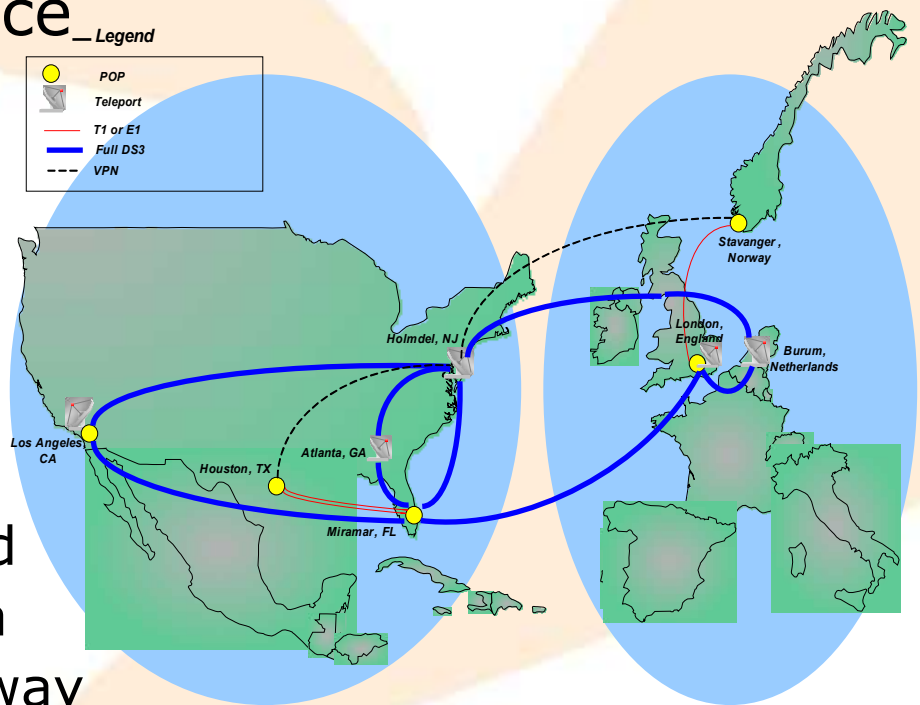
VSAT for Commercial Vessels

- MTN/SeaMobile will lead the way
 - We will do what it takes to succeed: organic growth, acquisitions or strategic alliances
 - Lessons learned from CBB's shortcomings
 - Blur the lines between ship and shore
- 21st Century Requirements
 - Fixed versus variable costs, not necessarily highest data rates
 - New IT Initiatives require more bandwidth
 - Wider coverage areas
 - Crew retention and welfare are taken more seriously
 - Governments require more documentation than ever
 - Keep the expensive people at home
- MTN/SeaMobile to Inmarsat: "What's a few hundred ships between friends?"

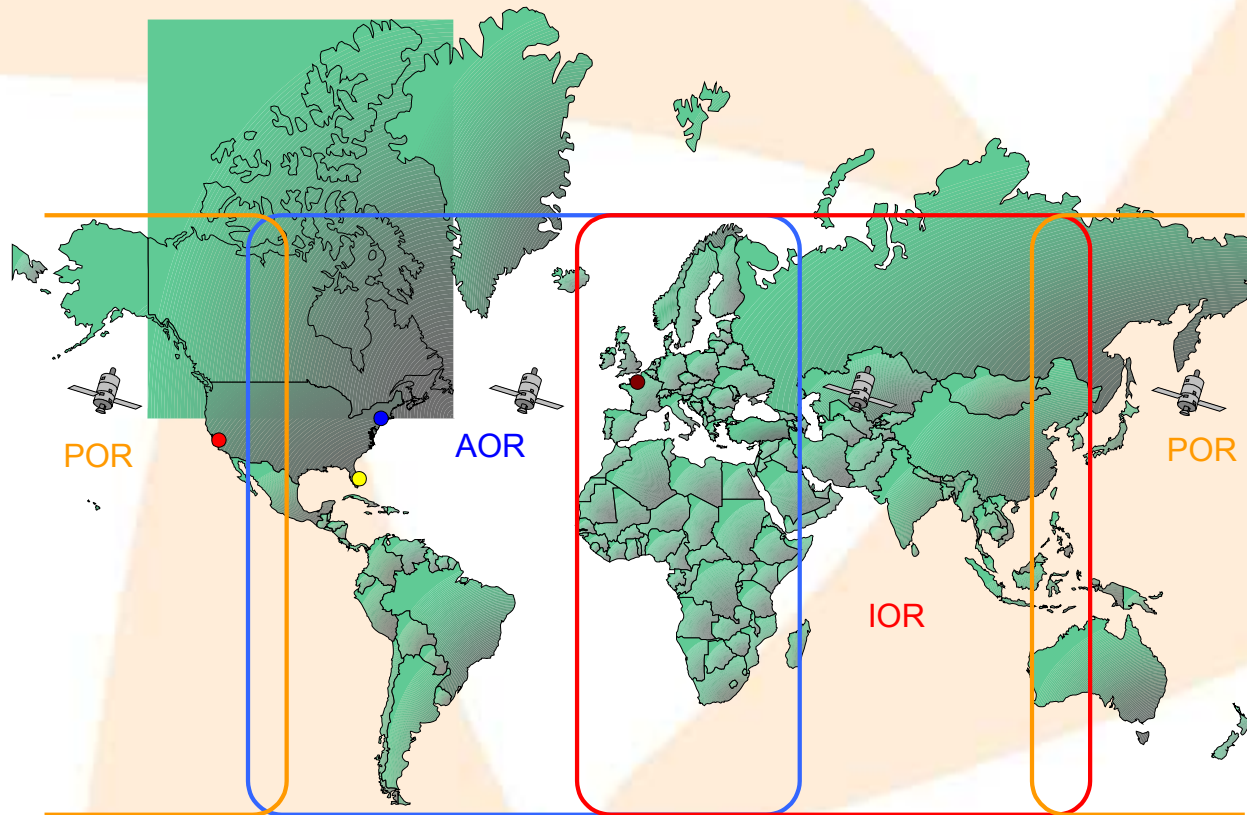
Global Terrestrial Network

- Points of Presence

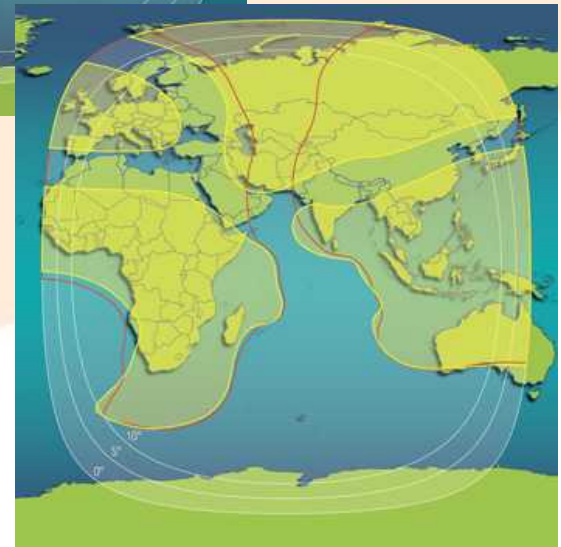
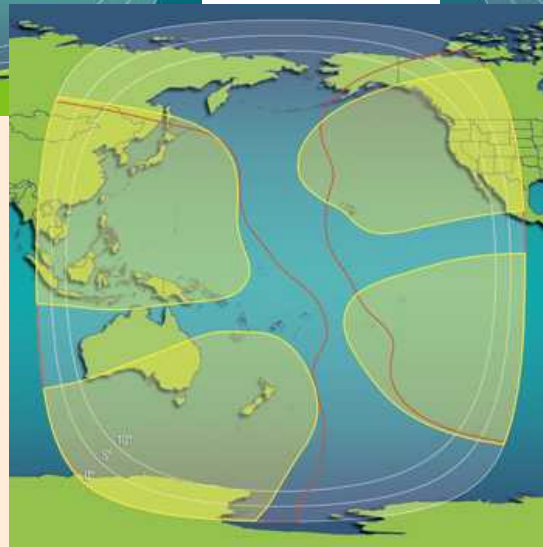
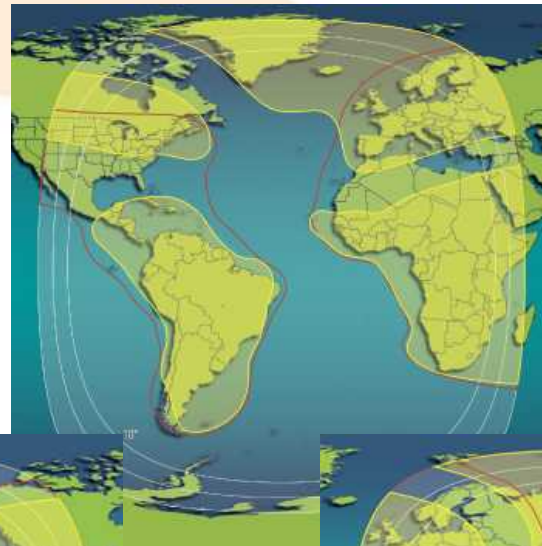
- Steel Valley, California
- Burum, Netherlands
- Holmdel, New Jersey
- Houston, Texas
- London, England
- Miramar, Florida
- Stavanger, Norway
- Dallas, Texas
- Atlanta, Georgia



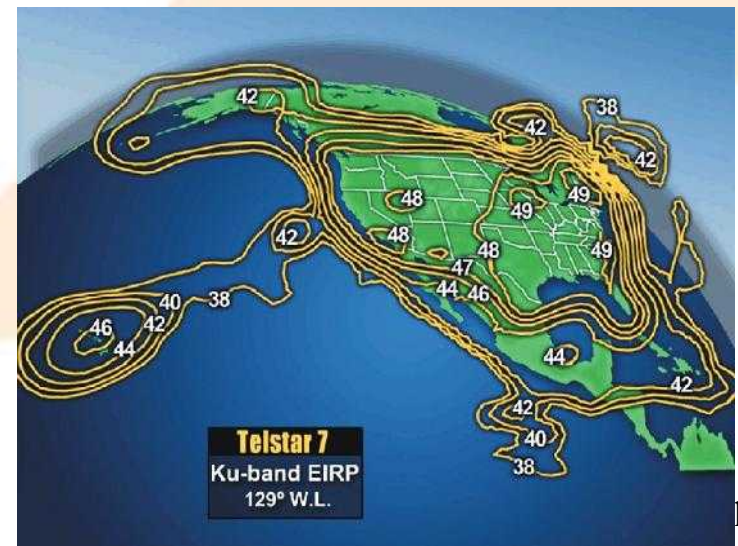
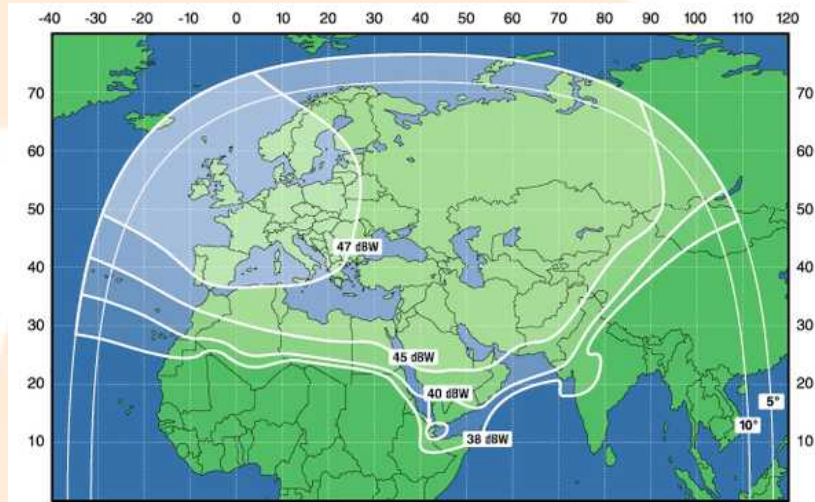
MTN Global C-Band Network



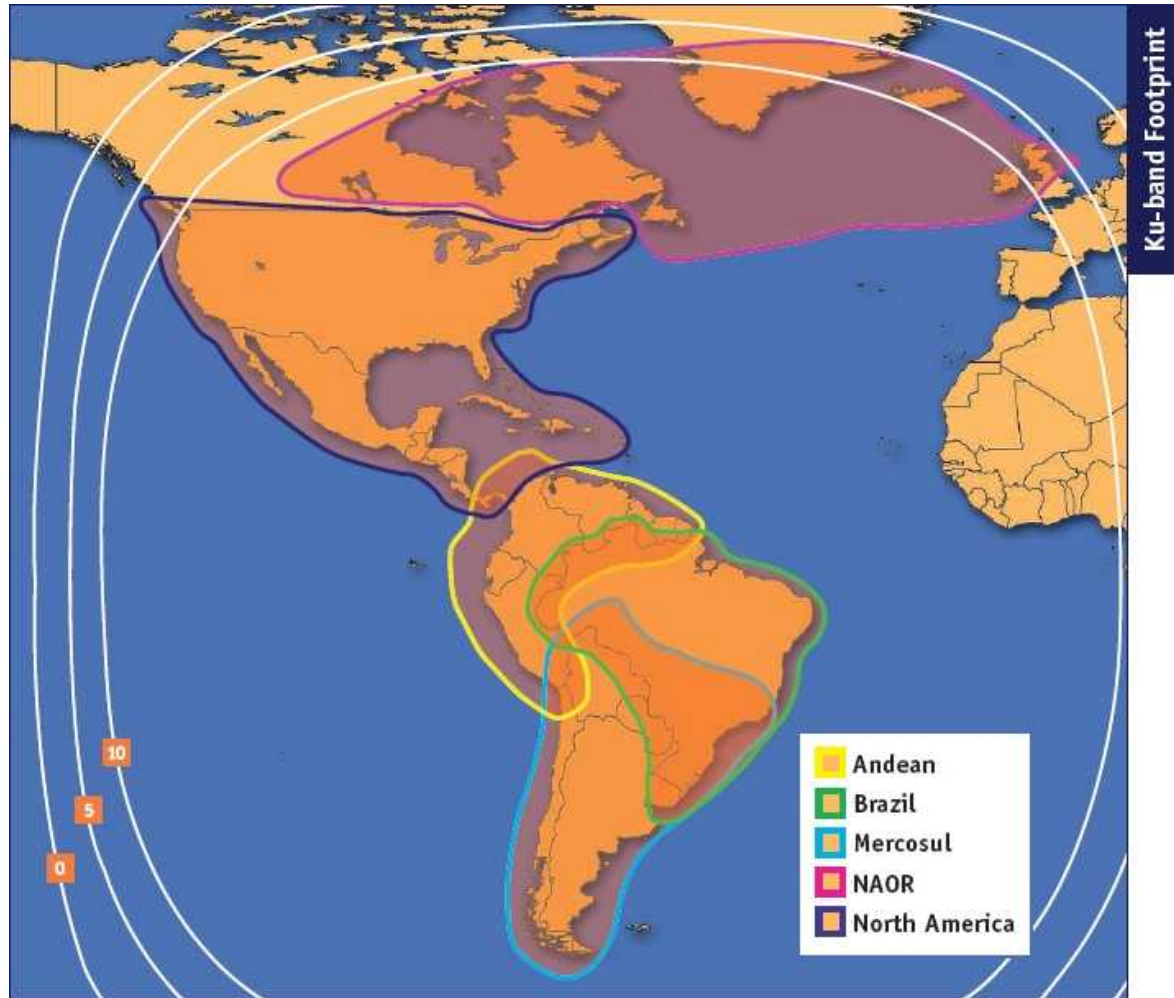
Global C-Band Coverage



Ku-Band Coverage



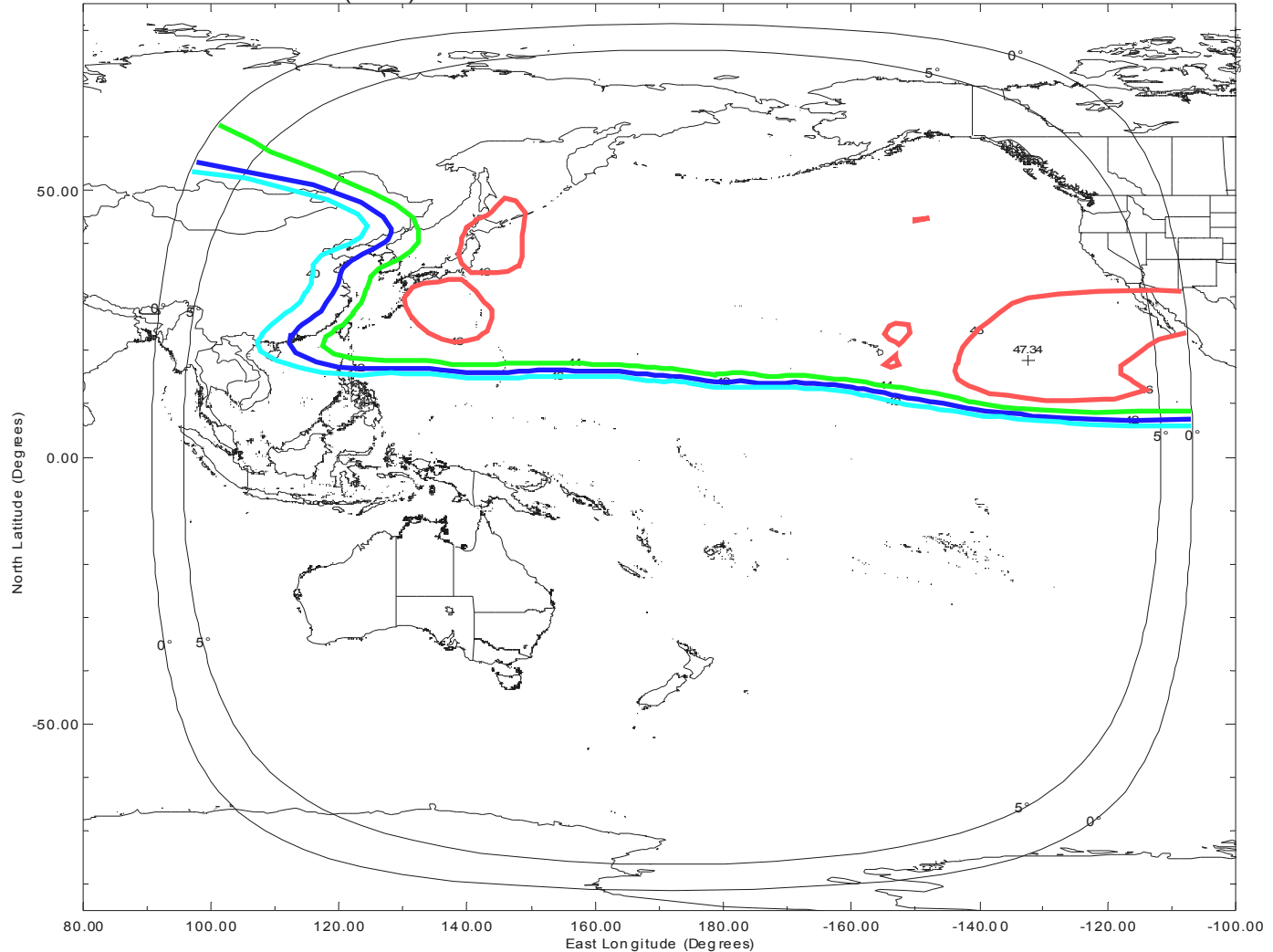
Ku-Band AOR Coverage (Expected in 2007)



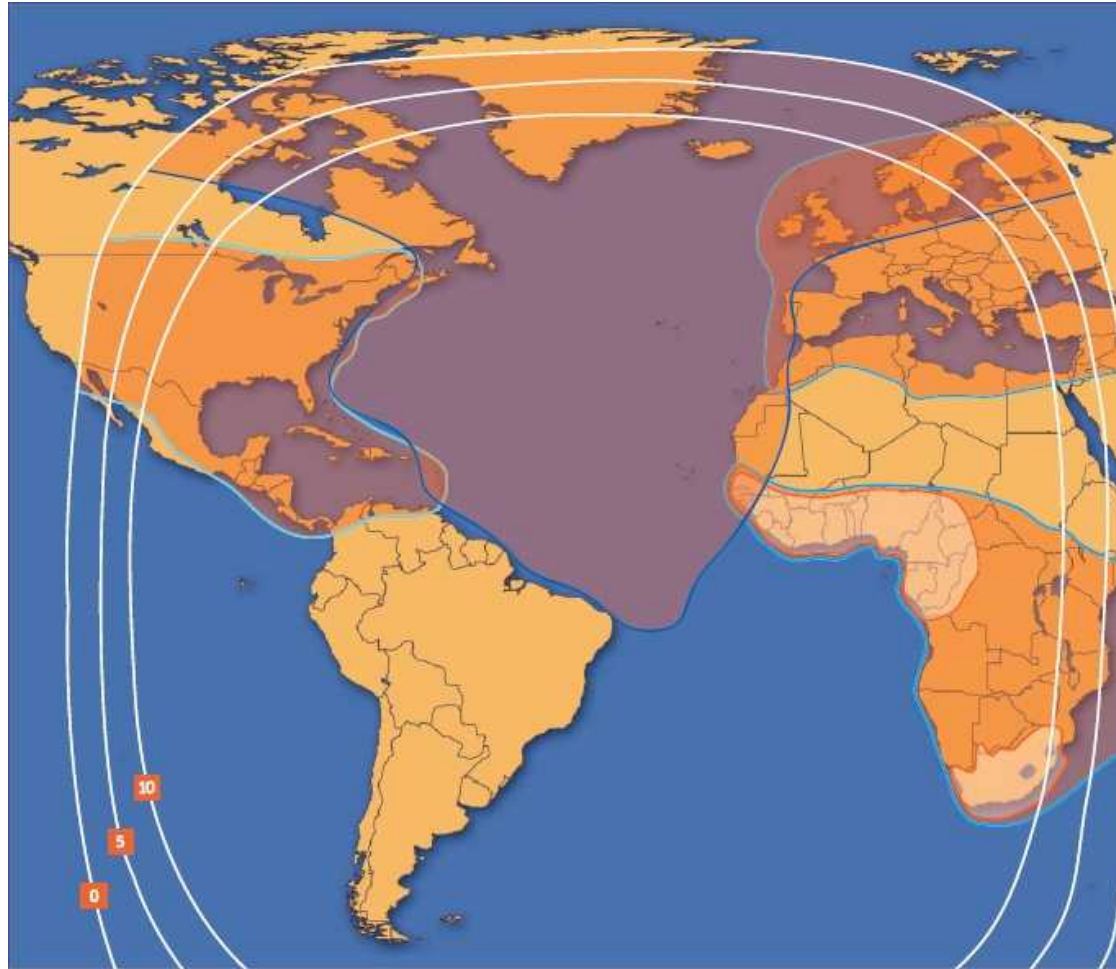
Ku-Band POR Coverage (Expected in 2007)

SES WORLDSAT WSAT-3
172° East Longitude
EIRP Contour (dBW)

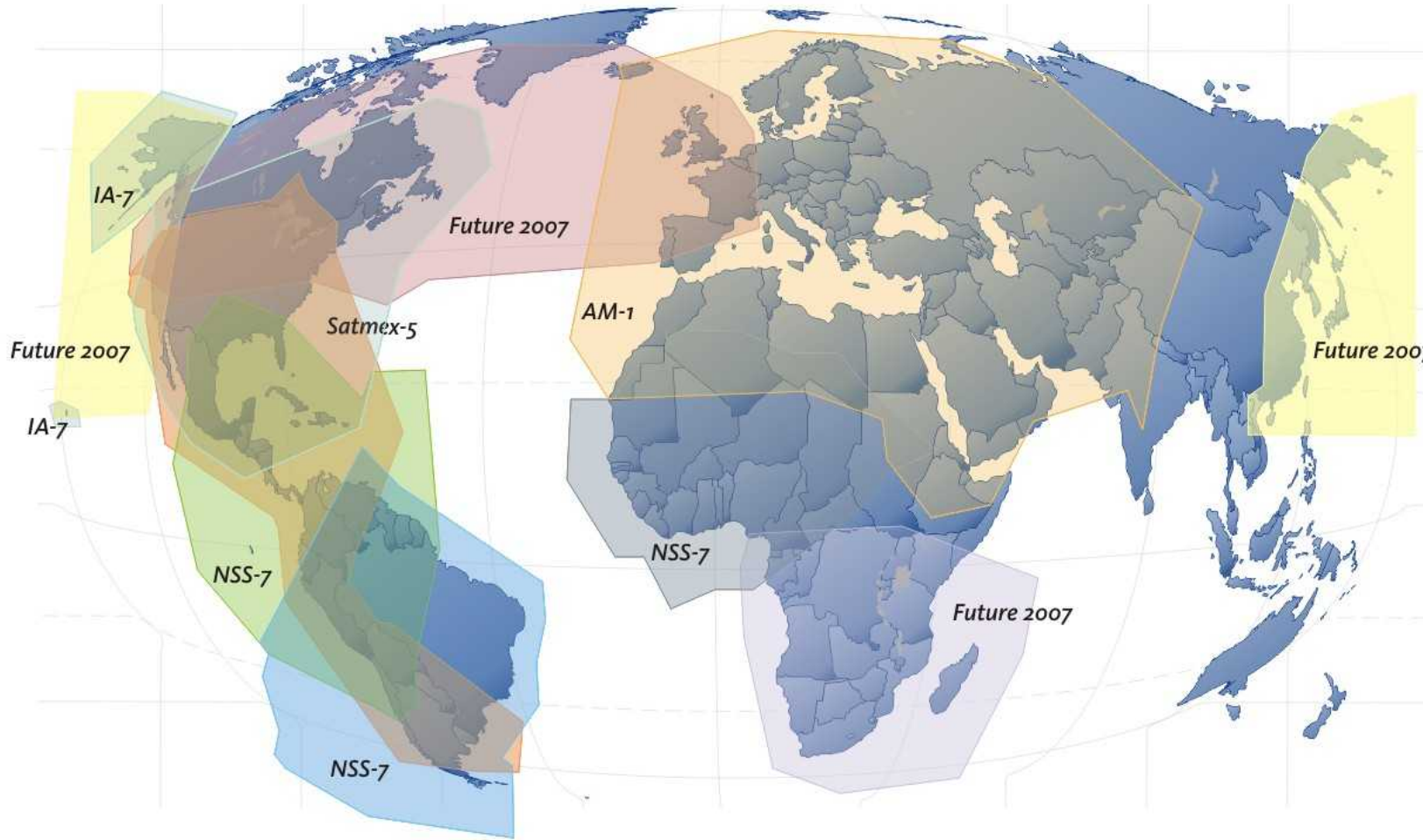
NP Ku-Band Transponder: 2W
Center Frequency: 10989 MHz
H-Polarization Downlink



Ku-Band AOR Coverage (Expected mid-2008)

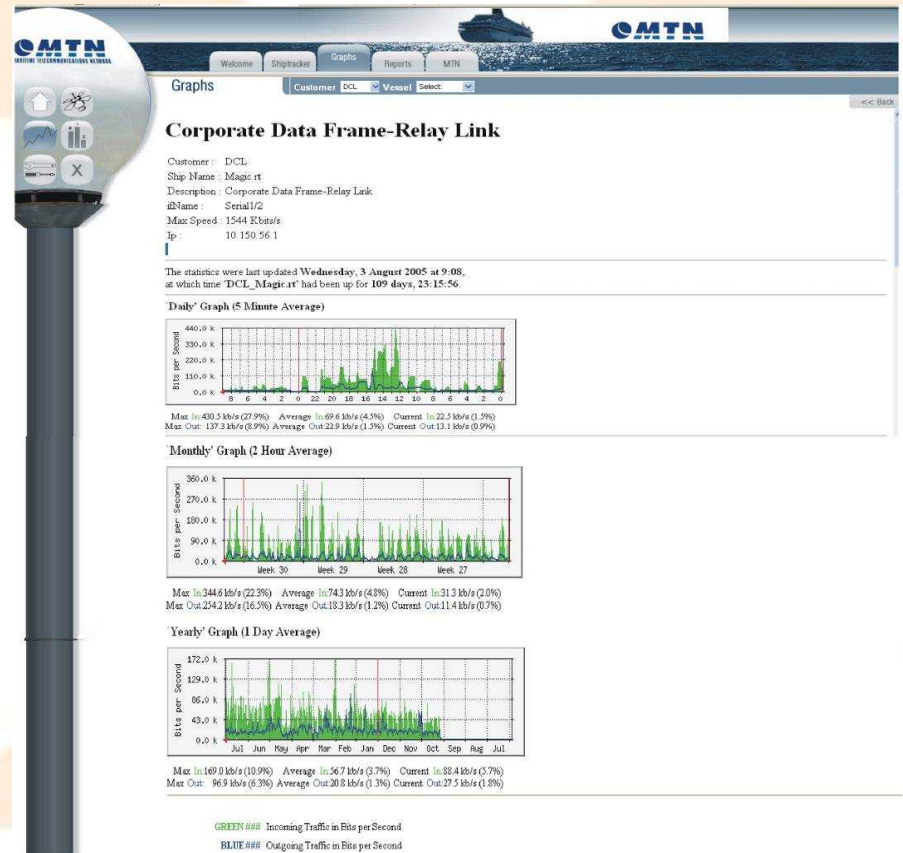


2007 Ku-Band Coverage



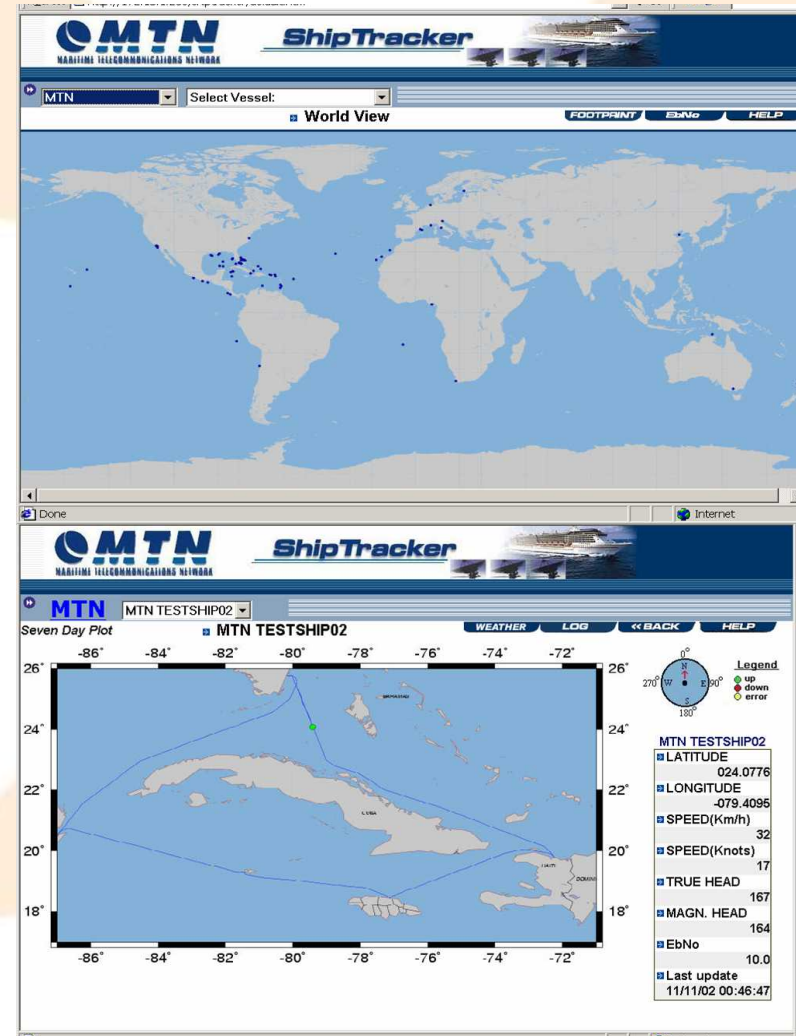
Bandwidth Utilization Graphs

- Every MTN Customer has access to their Facility's performance
- Graphs provide daily, weekly and yearly performance



ShipTracker

- Ship's Position (Latitude/Longitude)
- Speed
- Heading
- Graphical Location of Ship
- Graphical Track of Ship's Course
- Linked to Google Maps
- Satellite Signal Strength
- Satellite Footprint Overlays
- Data is Derived from GPS
- Updated Weather Maps from NOAA
- Updates Approximately Every Fifteen Minutes



Television

- MPEG 4 Multicast available Globally
 - News
 - Sports
 - Entertainment
 - Business and Financial
 - Special Events (World Cup, Wimbledon, Olympics)
- New Enhancements are Under Development

Newspapers

- Newspapers from around the world delivered daily
- Available in all regions
- Flat fee of \$1.70 per paper printed (no minimum monthly fee)
- Over 300 titles available from 67 countries in 39 languages
- Newspapers are printed on 11x17 or A3 paper
- New high speed printer with low consumable costs available



What You Need to Know

- What are you buying?
 - “Best Efforts” versus “Committed Information Rate”
 - Are the proposals truly “Apples to Apples”?
 - “Intangibles” like technical support, documentation and network redundancy are vital
 - Lowest Price or Best Value?
- Words of Advice
 - Purchase only what can be re-used
 - Determine where you intend to be in 3-5 years
 - Know the Service Provider: experience, infrastructure and financial strength cannot be overlooked
 - If it sounds too good...
 - Get informed: it truly is rocket science!

How are VSAT Solutions Priced?

- Determining the price
 - Contract term
 - Number of vessels
 - Bandwidth requirements
 - Satellite frequency (C-band or Ku-band)
 - Itinerary or coverage requirements
 - Purchase or lease
 - Other revenue opportunities