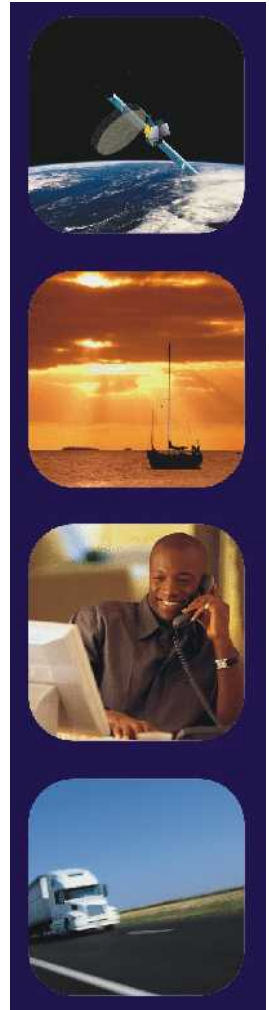




Thuraya Solutions for the Maritime Sector

Rashid Ahmad
Group Product Manager

- Overview
- Coverage
- Voice Solutions for Maritime Sector
 - Handheld Solutions
 - Fixed Solutions
 - Crew Calling
- Data Solutions for Maritime Sector
 - Low Speed Data Solutions
 - High Speed Data Solutions



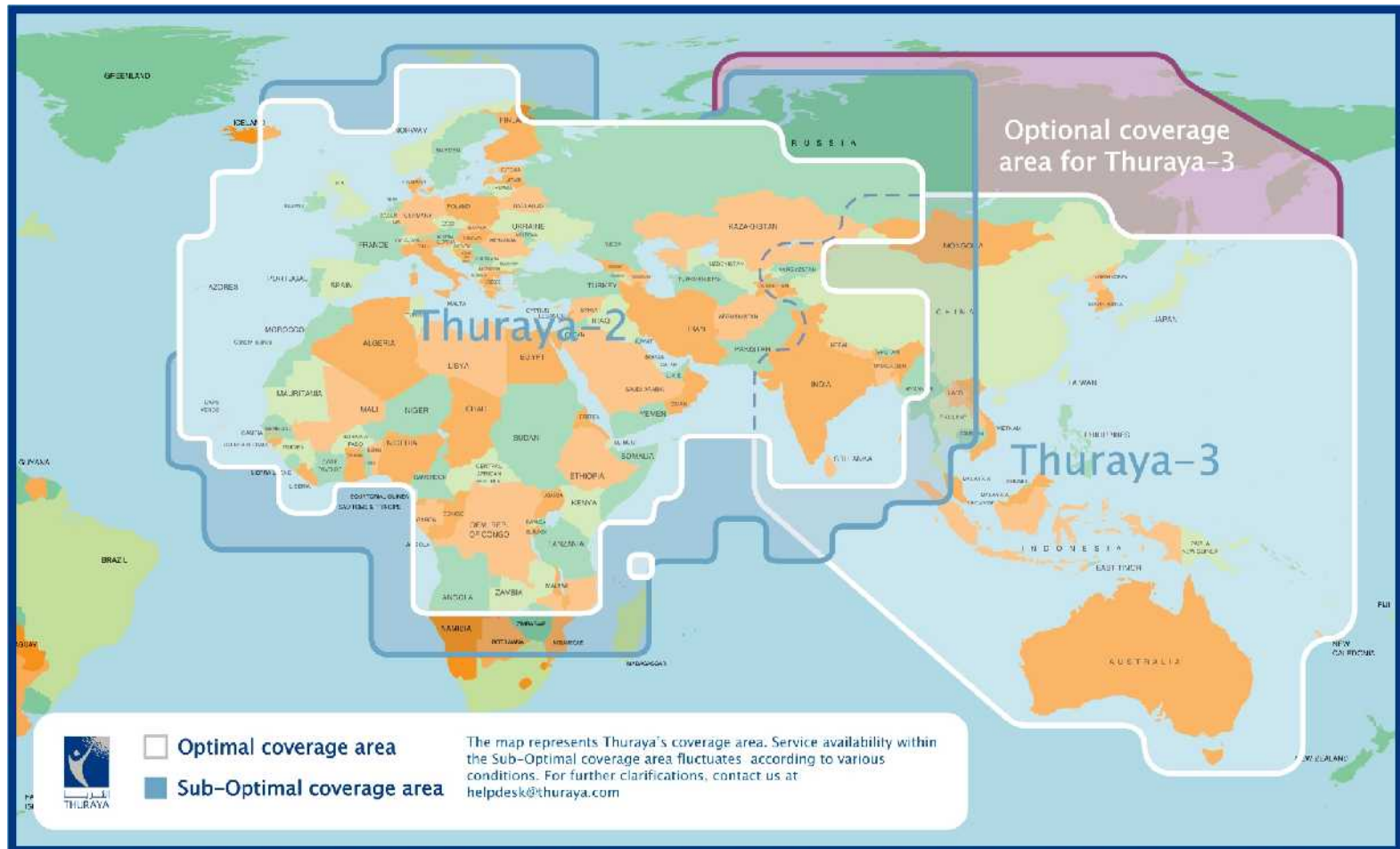
Thuraya - An Overview

- Founded in 1997 and started commercial operations in **2001**.
- Leading **market share** in the MSS market by offering mobile satellite services over the 'Smallest' and the 'Smartest' compact Sat/GSM handsets.
- Offer core voice services, besides the low and high speed data services for land and maritime applications.
- Vast footprint spanning more than 150 countries using two in-orbit satellites owned and managed by Thuraya.
- Gateway facility located in Sharjah, UAE
- Extensive network of service providers and distributor across its coverage area.



Thuraya Coverage

Europe, North, Central Africa and large parts of Southern Africa, the Middle East, Central and South Asia, Asia Pacific region including Japan, East China, Australia



Voice Solutions for the Maritime Sector

- Handheld Solutions



- Fixed Solutions



- Crew Calling



Handheld Solutions

- **Thuraya SO-2510 (Sat + GmPRS + GPS)**

World's smallest and lightest satellite phone (130 gms)

Pocket sized, highly portable and user friendly.

Supports Voice, Fax, Data, GmPRS (upto 60 Kbps)

Multilanguage support



- **Thuraya SG-2520 (Sat + GSM + GmPRS + GPS)**

World's smartest satellite phone (170 gms)

Dual Mode (Satellite + GSM)

Pocket sized, highly portable and user friendly.

Supports Voice, Fax, Data, GmPRS (upto 60 Kbps)

Multilanguage support (12 languages)



Maritime Fixed Solution

ThurayaMarine provides high-performance, seamless communication services to small, medium and large vessels.

- Voice, SMS, 9.6 Kbps Data , G3 Fax
- “Always On” GmPRS data connectivity of up to 60kbps
- Integrated GPS provides location and position tracking
- Supports on board mobility through wireless handsets
- Position reporting functionality.
- Distress button sending necessary information to specified numbers.



- Modern design
- Waterproof
- Easy to install and operate
- Desktop or wall mount
- Wireless Handsets

Target Market – ThurayaMarine

ThurayaMarine is designed to meet the high-performance, seamless communication demands of small, medium and large vessels.

ThurayaMARINE is ideal for

- Fishing business
- Sailboats/ Ferries
- Marine Rescue operations
- Supply vessels
- Commercial carriers
- Merchant fleets
- Secondary communication in bigger vessels
- Yachts and leisure crafts



Crew Calling

- Crew Calling solution using Scratch Cards or Virtual PINS
- Instant and easy generation and distribution of credit
- Simple two stage dialing
- Can be used on any Thuraya Handheld, ThurayaMarine etc
- Multiple prepaid denomination options; \$ 25, \$ 50 and \$ 100
- Highly competitive Rates - As low as \$ 0.65
- Special Rates for China, India and Philippines
- Uniform 24 Hours Rates
-



Data Solutions for the Maritime Sector

- Low Speed Data Solutions



- High Speed Data Solutions



- Broadband Data Solutions



Low Speed Data Solutions

- **Handheld and FDU**

- Thuraya Satellite Phones SO 2510 and SG 2510 can be used for data
 - Upto 60 Kbps GmPRS
 - 9.6 Kbps Circuit Switched
- These can be used with a Fixed Docking Unit as well for ease of use and convenience



- **ThurayaMarine**

- GmPRS data of speeds upto 60 Kbps
- Circuit Switched Data @ 9.6 Kbps



High Speed Data Solutions

ThurayaDSL with Spacecom Stabilized Antenna

- Compact below deck unit, A4 size terminal (1.6 kg)
- Supports up to 144 Kbps IP Data
- Ethernet interface
- Highly reliable Spacecom Stabilized maritime antenna
- Highly cost effective solution
- Unlimited data usage package available
- Ideal solution for voice and data with unlimited usage



Broadband Data Solutions

ThurayaIP with Reliable Stabilized Antenna

- Compact below deck unit, A5 size terminal (1.2 kg)
- Supports up to 444 Kbps IP Data (StandardIP)
- Supports upto 384 Kbps StreamingIP
- Wifi, USB and Ethernet connectivity
- Highly reliable Stabilized maritime antenna
- Highly cost effective solution
- Unlimited data usage package available
- Shall be launched very soon



ThurayaIP – Applications

Ideal *BROADBAND* solution for Maritime Users

Wide range of Broadband applications

- Broadband Internet Access
- Intranet Access (VPN)
- Video Streaming
- Video conferencing
- Email and Messaging
- Content downloading
- File Transfer Protocol
- E-Commerce





Thank You

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