



Sealink – Well Proven Broadband Communication In The Maritime Market

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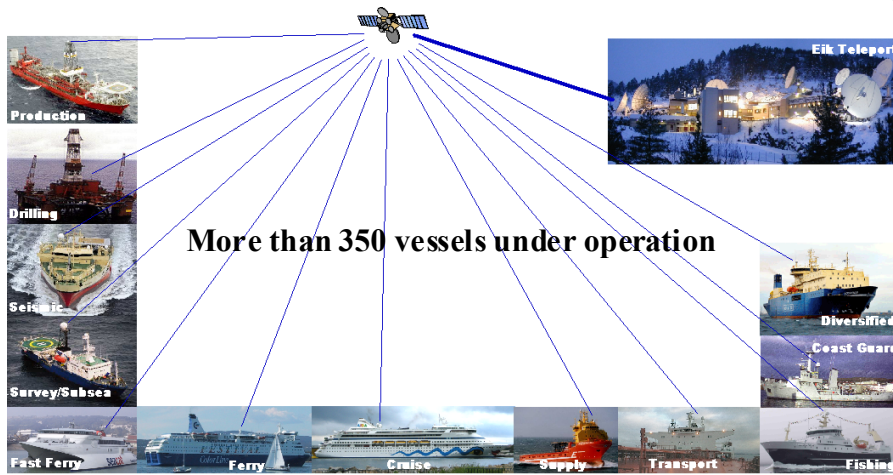
Telenor Satellite Services at Norshipping

- Description of the Sealink services focusing integration and operation
- Announcement / Press Release of latest Sealink contract



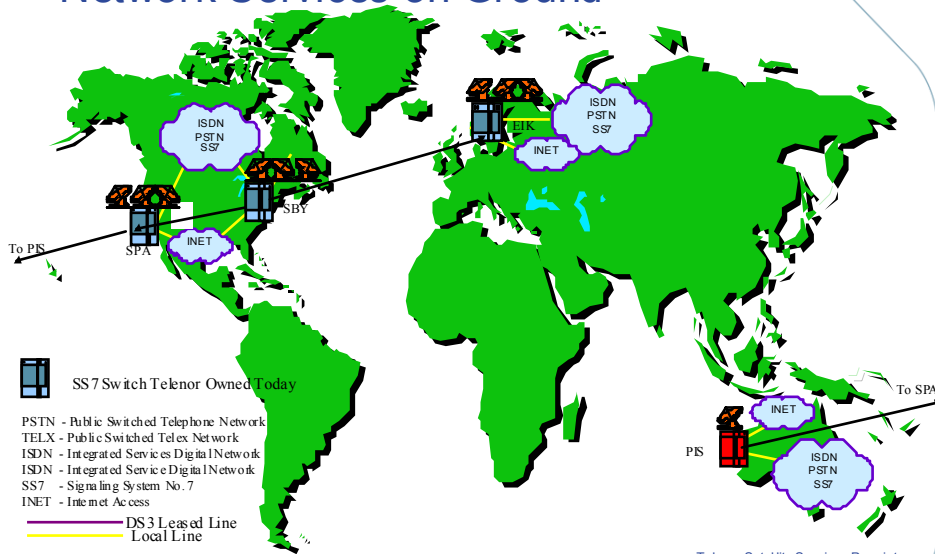
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Sealink – Broadband Solutions



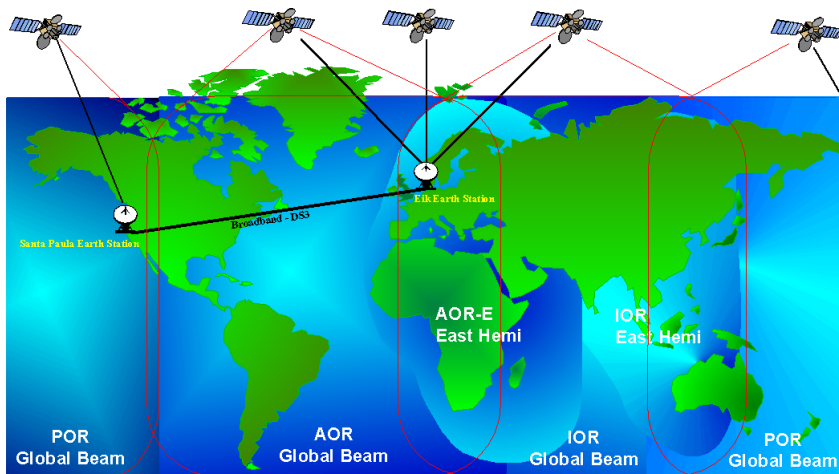
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Infrastructure Network Services on Ground



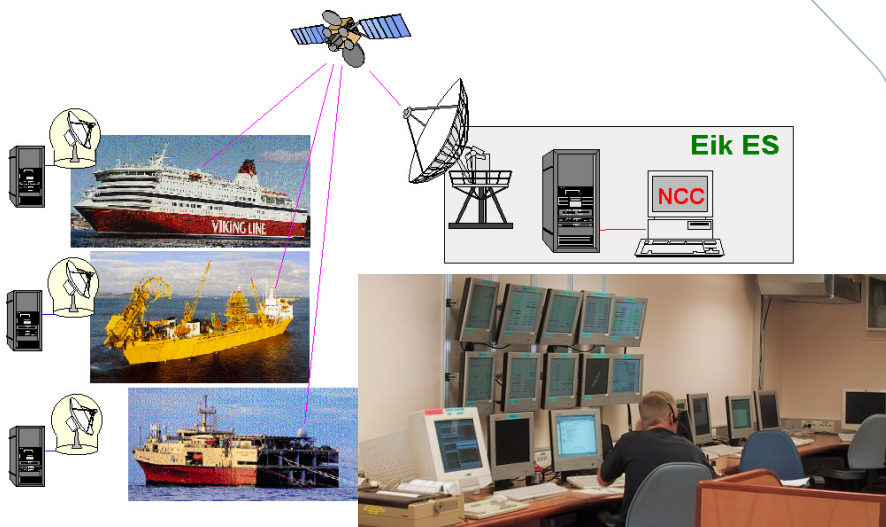
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Infrastructure for Global Coverage



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Diversified Integration and Operation



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Diversified Integration and Operation

- Vendors capability of providing system integration



Stena Line case

- 28 ferries
- 2 mbits shared solution
- Stena Line IT
- Several HQ's
- Different infrastructure

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Diversified Integration and Operation

- Vendors capability of commissioning 100+ vessels per year



Utkilen, 17 x chemical tankers

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Diversified Integration and Operation

- Individual Service Level Agreements based upon specific customer requirements
- Problem solving with 24/7 on duty function providing direct access to service engineers



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Diversified Integration and Operation

Value Added Services should be included in a turn key solution, e.g

- Customer specific Wireless, GSM, CrewCards functions
 - Web access to customer specific information
 - Automatic frequency changes
 - US Government/FCC ESV compliance
 - Internet/VOIP services, TV distribution, News Service

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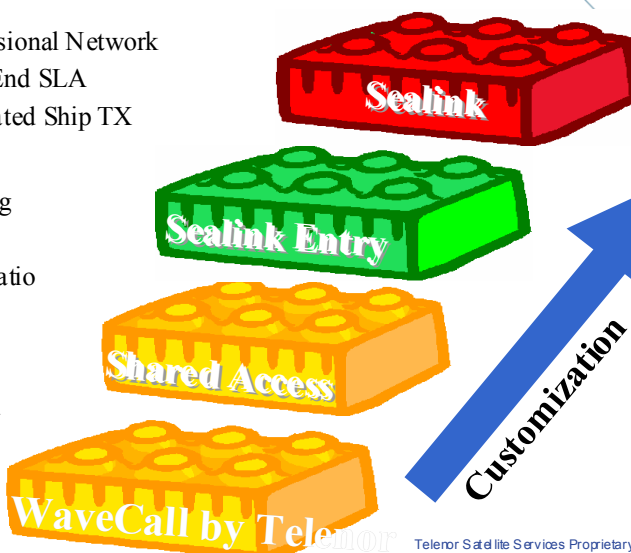
TSS maritime broadband Product Mix



- Professional Network
- High End SLA
- Dedicated Ship TX

- Commercial Shipping
- Standard Solutions
- Lower Contention Ratio

- Leisure /Yacht Market
- High Contention Ratio
- Only SeaTel Dealers



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WaveCall by Telenor



- Contract with SeaTel/WaveCall closed January 2005
- Existing WaveCall customers transferred to Sealink
- Market potential of 600 yachts (of total 6.000)
- Strategic long term relationship with SeaTel
- Based upon iDirect (IP/TDMA) technology



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Press Release – new Sealink contract

TELENOR SIGNS COMMUNICATIONS AGREEMENT WITH NESTE OIL

Three-Year Pact Includes Maritime Broadband Services for Neste Shipping Tanker Fleet.

OSLO, Norway, and ROCKVILLE, Maryland (June 9th, 2005)
Telenor Satellite Services, a subsidiary of Telenor of Norway (Oslo Stock Exchange: TEL and NASDAQ: TELN), today announced that it has signed a three-year communication agreement with Neste Oil Corporation of Helsinki, Finland for maritime broadband services.

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Neste (former Fortum)

11 vessels in regional operation in Finland

