

Maritime Services

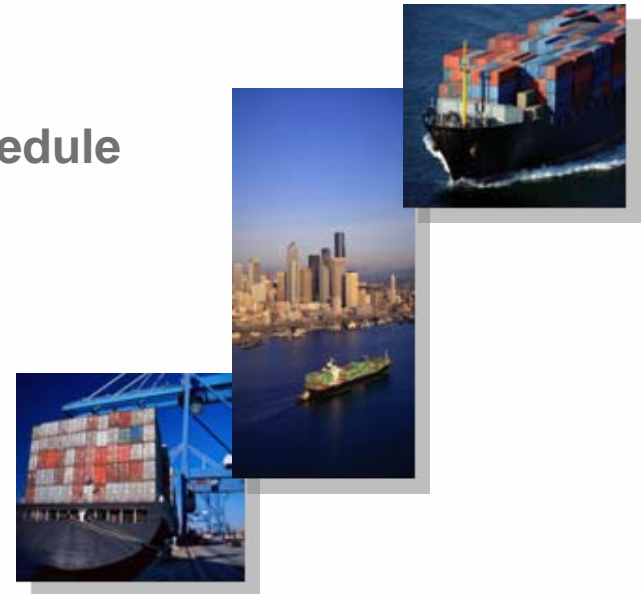
Finally, A Choice!

Digital Ship, Oslo
28-29 March 2006

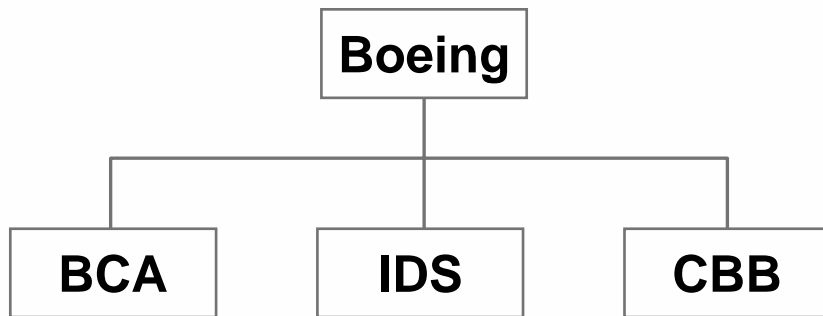


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A New Business For Boeing



- **Boeing – the world’s largest aerospace company**
 - 2004 sales -- \$52 billion
 - Approximately 160,000 employees globally
 - 33 Global offices

Connexion by Boeing -- CBB

- A division formed in 2000
- In service since 2002 with executive jets
- Commercial Airlines Service since 2004
- Maritime trials started 2004

Markets Served

Connexion by Boeing Network

Commercial Aviation



Maritime



Business & Executive Jets



Government



Available Today


Connexion by Boeing - Microsoft Internet Explorer provided by ACT!

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Stay Connected at 35,000 feet with Connexion by Boeing and Intel® Centrino® mobile technology

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The 2006 Plan

Q1

Q2

Q3

Q4

Initial deployments

Sales Associates in place

Global Support network development

Coverage rollout/ Regulatory progress

Launch

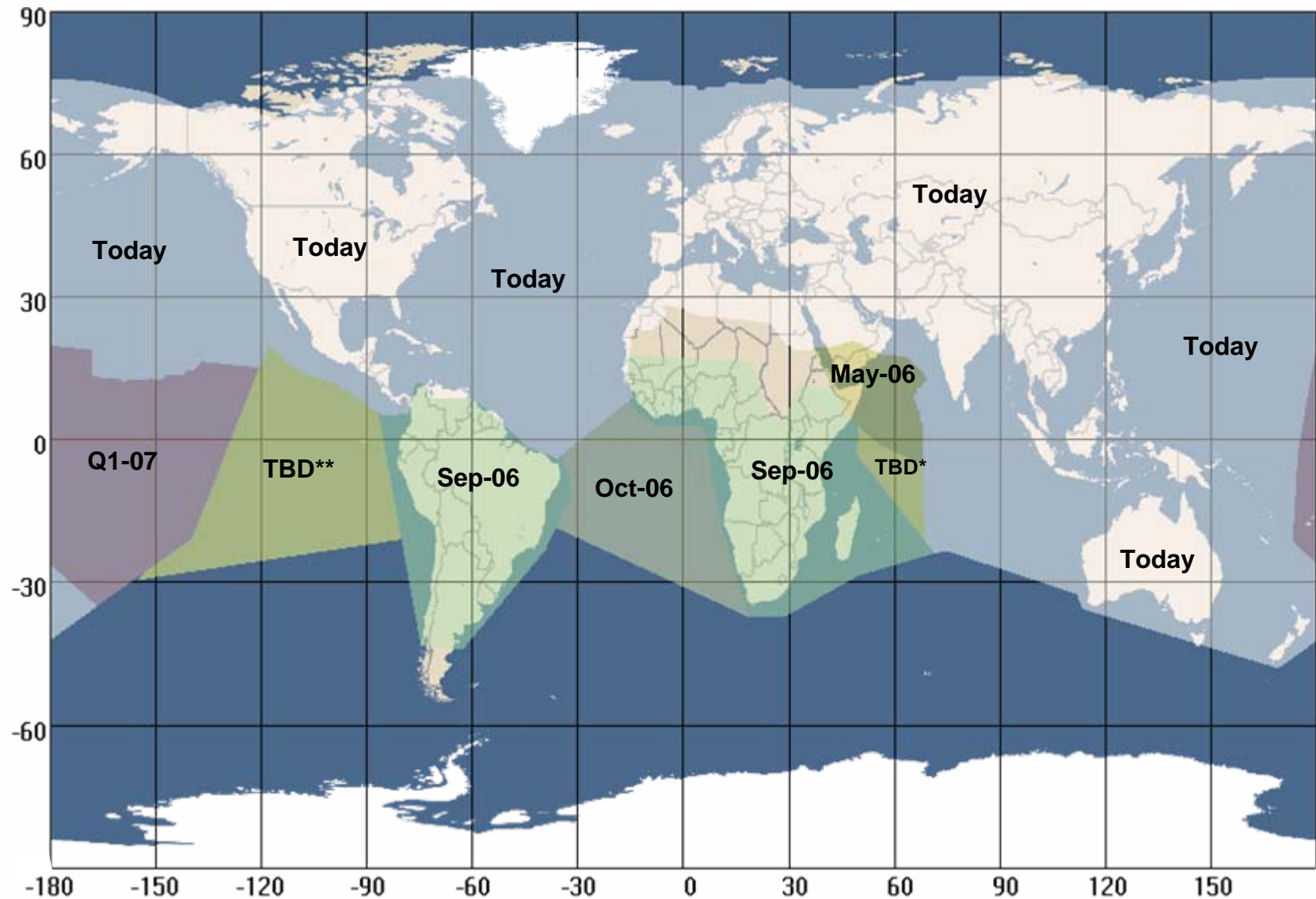
S Atlantic/
Indian

S America/
African

Evaluation & Introductory Programs – **NEW!**

Service evolution (TV, Always On)

Seamless Worldwide Satellite Coverage – Newly Expanded



Notes: Coverage is based on 5 degrees minimum elevation angle.
Coverage areas are approximate and do not account for regulatory restrictions.
Connexion by Boeing retains the rights to adjust coverage and change roll out dates.

* TBD – Pending

** TBD – Depending on market demand

“On Demand” Maritime Service Package

DATA



- 2000 minutes per month
- 256 Kbps / 5 Mbps – shared
- Multiple simultaneous users / sessions, supports IP

VOICE/
FAX



- QoS based Voice-over-IP service
- 100 minutes/month to and from vessel
- Phone included

TV



- 4 streams of news, sports, finance - 2006 availability
- Mpeg-4 stream for Windows Media Player 9.0
- Multiple users can view different streams simultaneously

MGMT



- Fleet sharing of allocated minutes
- Web-based service management tools
- Daily updated data with detail records

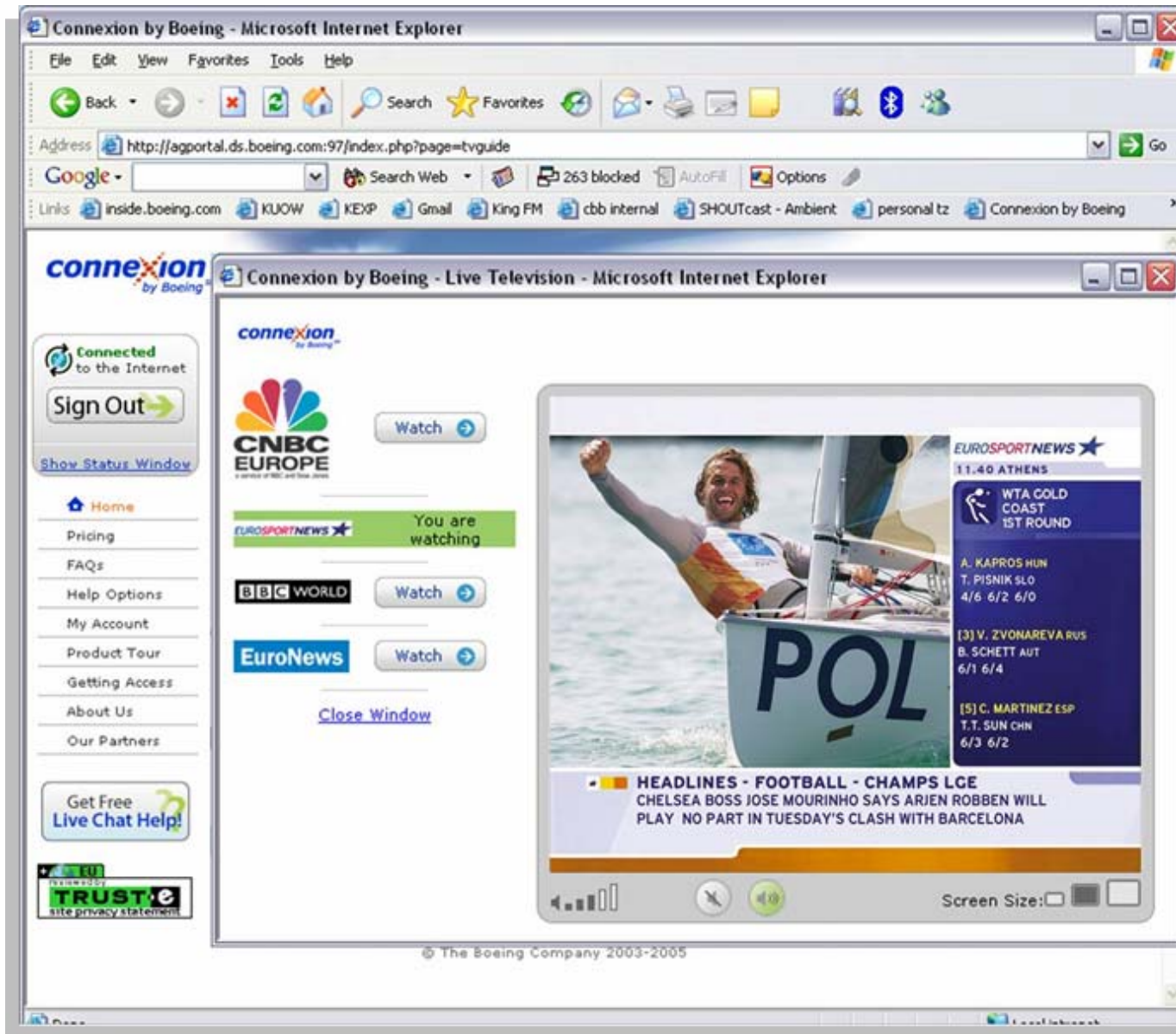
EQPT



- Included in monthly fee
- 1m antenna; below deck router/server/modem

\$2,800 USD per month

Live Global Television - 2006



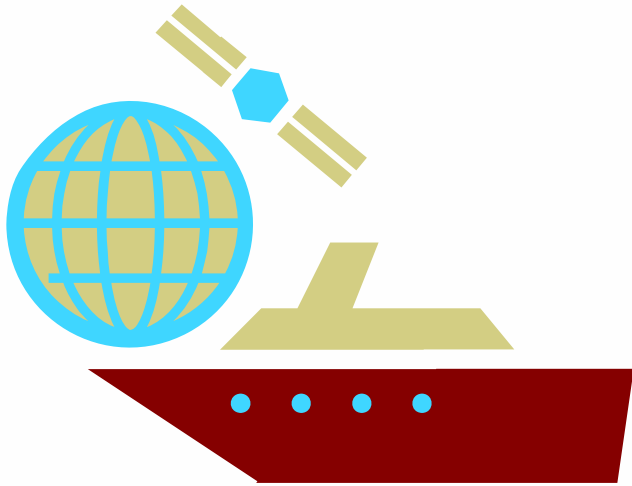
Why Connexion by Boeing?

- ❖ Global
- ❖ Affordable
- ❖ High-speed
- ❖ Secure
- ❖ Simple
- ❖ Well Supported
- ❖ Proven Infrastructure



Why Connexion by Boeing?

Global



- ❖ A global rollout coverage plan is being implemented
- ❖ Boeing is a global business.
- ❖ Our sales representation is global
- ❖ Our support infrastructure is global (GSPs)
- ❖ Boeing's network infrastructure is global
- ❖ We offer access to the World Wide Internet

Why Connexion by Boeing?

Affordable



- ❖ Lowest priced service in terms of bandwidth
- ❖ Shared architecture allows multi-user and multi-sessions
- ❖ No significant capital expenditure
- ❖ Installation costs are the same or less than existing services

Why Connexion by Boeing?

High-Speed



- ❖ We are the fastest global maritime service in the industry
- ❖ ISDN user-like experience
- ❖ Shorter connection times, resulting in more efficient use of satellite time

Why Connexion by Boeing?

Secure



- ❖ Boeing protects customer information through a secure relationship
- ❖ The CBB Network Security Management System software and processes are enhanced with custom scripts, filters, and interfaces
- ❖ Customized satellite link uses encryption and a hidden proprietary waveform
- ❖ Supports industry standard security applications / VPNs.

Why Connexion by Boeing?

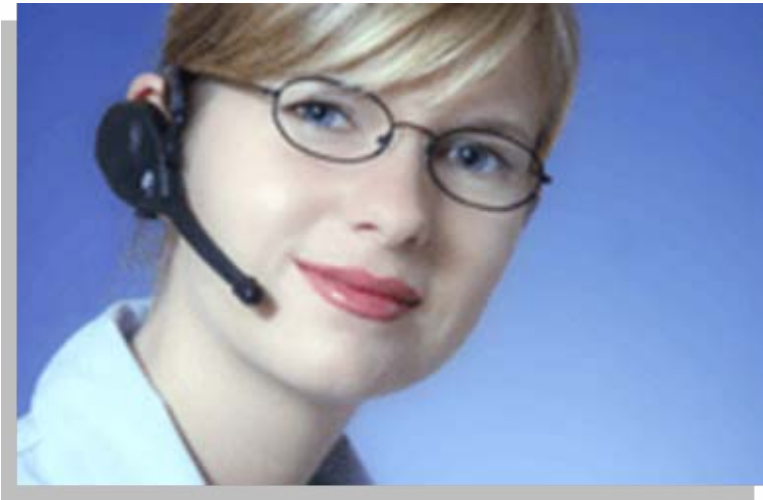
IP Based



- ❖ Direct Internet Access
- ❖ Supports TCP / IP
- ❖ Allows less expensive typical office software
- ❖ Enables and supports cost efficient solutions like remote IT management, remote vessel performance monitoring, Web based crew training, etc.
- ❖ Supports consolidation of IT infrastructure & applications

Why Connexion by Boeing?

Well Supported – *One Call!*



- ❖ 24x7 Customer Care Center
- ❖ Timely supported escalation process
- ❖ Knowledgeable and extensive field support infrastructure
- ❖ You communicate directly with the service and network operator
- ❖ No charge for support, contact is free
 - Voice
 - Email
 - Web based live text chat
 - International toll free numbers

Why Connexion by Boeing?

Proven Infrastructure



- ❖ In commercial operation since May 2004
- ❖ Used by 11 airlines with more than 110 flights per day
- ❖ Service to thousands of users weekly

Vessel Equipment & Our Partners



Above Deck Unit (ADU) 1M Antenna



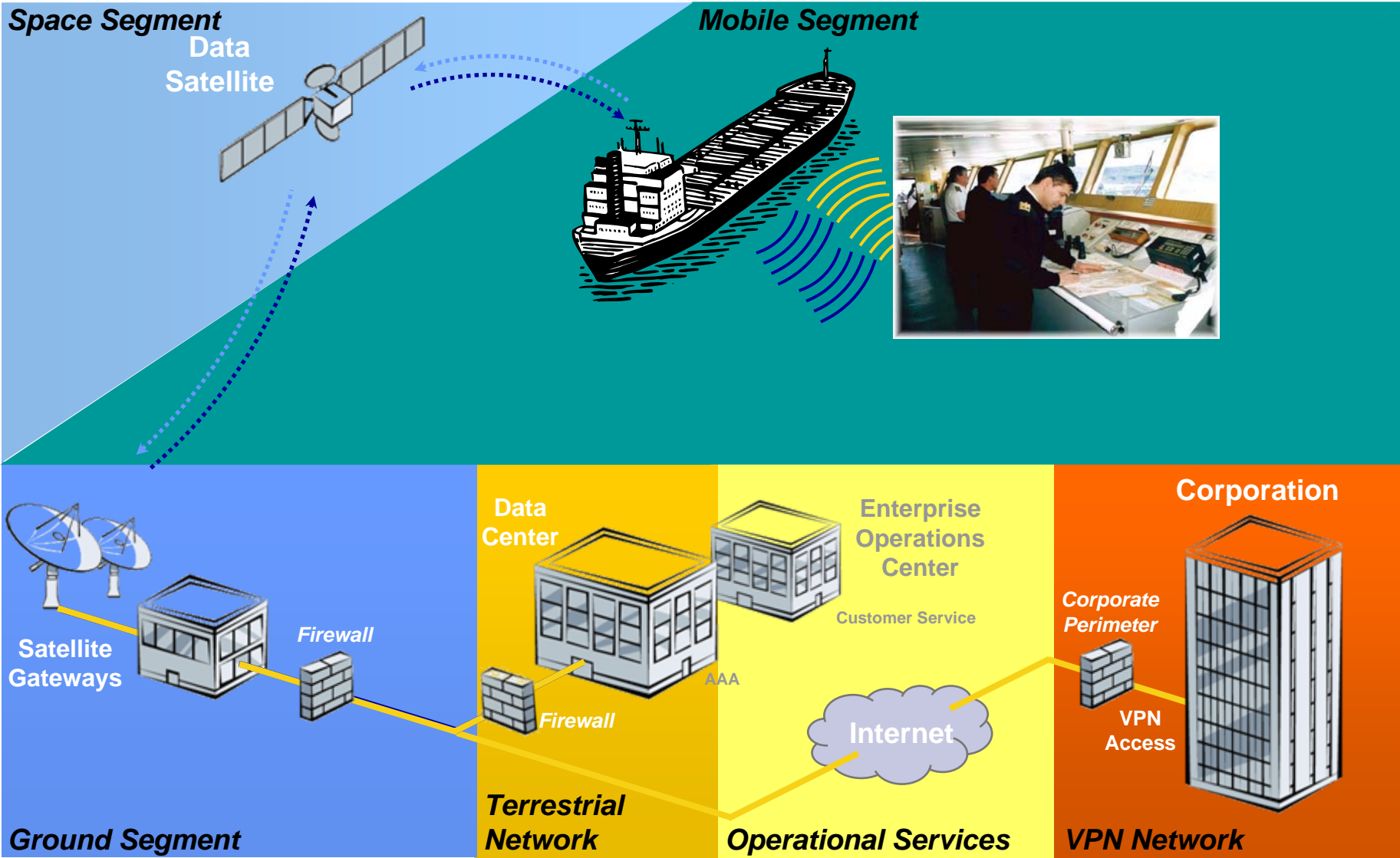
Below Deck Unit (BDU)



VoIP Telephone



How the Maritime System Works



Regulatory Update

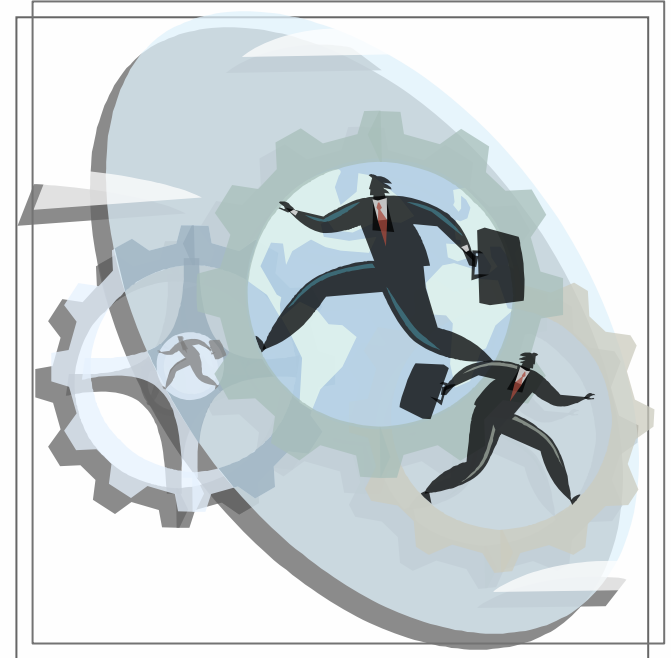


- ❖ Established regulatory relationships in 217 countries
- ❖ Authorized to operate aviation Ku band in **>180 countries**
- ❖ Submitted applications for authorization with concerned maritime administrations
- ❖ **Recently received maritime authorization**
 - Brazil
 - Egypt
 - Finland
 - Ireland
 - New Zealand
 - Qatar

Team Update

❖ New Boeing Maritime Regional Sales Directors

- Europe, Middle East, Africa
Holger Ritter
holger.ritter@boeing.com
- North America & Asia
William P. Thompson
william.p.thompson2@boeing.com
- Asia
Takashi Onitake
takashi.onitake@boeing.com



❖ Selection of two Global Support Providers

- Authorized field service in major ports
- Installation, Maintenance & Repair

❖ First Connexion Sales Associate (CSA) selected

Thank you!

For More Information Please Contact

❖ **Connexion by Boeing – Maritime**
Seattle, Washington USA

www.connexionbyboeing.com

Holger Ritter

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Europe, Middle East, Africa

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