Inmarsat markets

Customers on land, at sea and in the air

Maritime

- The broadest portfolio of global voice and data solutions for all types of vessel
- The only global satellite safety services provider for the maritime industry

Enterprise

- Global, integrated communications solutions tailored for a broad range of enterprise markets
- Voice, M2M and broadband data services

Aviation

- Global voice and data connectivity for all types and sizes of aircraft now, and in the future
- The leading satellite safety services provider for the aviation industry

Government

- Secure, end-to-end telecommunications solutions for Government operations worldwide
- Managed services for fixed and mobile applications in Aero, Land and Maritime markets in Government sector
How we serve you
Inmarsat’s government-focused business units

Global Government
• Supporting Governments across the globe via trusted Channel Partners
• Serving Australian, Canadian, the Netherlands and New Zealand Governments direct
• HQ in London, UK

Inmarsat Government
• Supporting U.S. Government via trusted Channel Partners
• Serving U.S. Government directly through security cleared proxy company
• HQ in Herndon, Virginia, USA

Customer support
Network operations
New service development
Commercial Services
Global Xpress Services
Inmarsat Government

Gustavo Nader; VP, Product Development; Inmarsat Government (U.S.)
Inmarsat Government

One source for U.S. government market

- Delivers a broad portfolio of global, seamless, broadband mission-critical communication solutions and managed network services, reliably, securely and affordably
- Combines legacy Segovia, Stratos Government Services and other Inmarsat government functions
- Trusted partner of the U.S. government
- Dedicated U.S. government market focus
- Cleared organization, under U.S. Department of Defense proxy agreement
- Network assets and operations around the globe
# Inmarsat Government

## Products and services

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Inmarsat Government Network

Customer Core
- Secure Gateway Red/Black
- Private Network
- Customer Point of Presence (PoP)
- Area Processing Center

Satellite / Teleport
- VSAT Services
  - Ku Band
  - C Band
  - X Band
- Mobile Satellite Services
  - Inmarsat
  - Indium
- United States
- Australia / New Zealand
- Europe
- Inmarsat SAS

Terrestrial
- Network Center New York
- Network Center Blenheim
- Network Center London
- Network Center Virginia
- Network Center United Kingdom
- Network Center Netherlands

End-to-End Managed Services
- Engineering Services
- Network Operations Security Center (NOSC)
- Technical Assistance Center (TAC)
- SEGOVIA Global Management System (SGMS)
- Program / Project Management (PPM)
Inmarsat Government

IP-based hybrid network available TODAY

- FSS Global Capacity
  - Ubiquitous secure access to over 40 commercial satellites, 15 teleports, 5 data centers from single provider

- Secure Terrestrial Infrastructure
  - Accredited terrestrial network with access points to DISN

- Managed Service
  - Existing, private MPLS backbone positioned to support global terrestrial transport
  - L, C, X, Ku, and Ka-band managed bandwidth
  - Custom solutions to meet unique requirements

- Multi-platform Infrastructure
  - Worldwide support for all applications in Aero, Land and Maritime markets
Inmarsat Government
Markets we serve

- **Defense** - Our first-hand military experience gives us a unique understanding of net-centric communications for CONUS and OCONUS deployments

- **Federal Civilian** - We understand the government’s need to do more with less, and our solutions allow federal civilian agencies to stay connected while leveraging their existing infrastructure

- **Homeland Security** - Our communication solutions ensure interoperability and rapid response for the organizations dedicated to protecting U.S. assets

- **Public Safety** - We deliver secure, interoperable communication solutions that allow first responders to share information in real time
Inmarsat Government
Clearances and certifications

Quality Management System (QMS)
› Assuring the highest product and service quality

Personnel Security Clearances
› U.S. and NATO

Department of Defense Information Assurance (IA) Workforce Compliance per DoD 8570.01
› Engineers IA baseline certified
› Engineers certified in Computing Environment

Department of Defense Information Assurance Certification and Accreditation Process (DI ACAP)
› All networks are accredited as required
› Fully participate or assist with accreditation
Inmarsat Government

Transforming the Standard in Mission-Critical Communications

- **MULTI-BAND**
  - L, Ka, Ku, C, X capabilities

- **GLOBAL MOBILITY**
  - Seamless global coverage built for mobility

- **SME**
  - Highly qualified and cleared professionals

- **BREADTH**
  - Unrivalled product and service range

- **SECURITY**
  - Highly secure networks

- **TRUST**
  - Embedded longstanding customer relationships

- **HISTORY**
  - 33 years and 5 fleet generations of reliability

- **FULLY FUNDED**
  - $1.5 billion liquidity and FTSE 250 status

- **MARKET DEDICATION**
  - Cleared organization under U.S. Proxy

- **INNOVATIVE**
  - $3B invested into our next generation networks

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**Customer support**

**Network operations**

**New service development**

**Commercial Services**

**Global Xpress Services**
What makes us different?

Deep domain knowledge

Domain specific solutions
▷ E.g. combined services pool

Subject matter expertise

Delivering solutions tailored to specific governmental operational requirements

Defence  Emergency Services  Coastguard  Border Security  Healthcare  Education  Public Works
Inmarsat Global Government

Our focus

Targeted solutions for the Defence and Government Sector through partnerships

Supporting partners to:

- Enhance the value and take-up from existing clients
- Connect the unconnected
- Understand and demonstrate the value of Inmarsat’s Network

Our values

“We connect those who protect us”

- Absolutely Professional
- Always Available
- Always Affable
- Completely trustworthy
Unprecedented Government challenges

Environmental threats

Border disputes, cyber, terrorism

Driving economic growth

Politically active population

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Unprecedented user requirements
Operations becoming more complex; driving mobility & agility

The future is here now

ISR
Video
Shared C3
Tactical Chat
Voice
Tracking
Logistics

...And so is the past
We’re Providing More Support
We’ve clarified and strengthened the team

Clearly separated Direct and Indirect
▷ Direct only serves Aus/Can/NZ/NL

Increased Engagement of Indirect Team with Partners

Created Offer Development Team
▷ Creating bespoke, enhanced product sets for all government partners

Created Market Development Team

Clarified relationship with GX
▷ Allows G2 partners to meet needs for bandwidth

Team continues to Grow
Summary
In tough times we remain well-positioned

- Market conditions continue to be challenging
  - We remain focused on the government market requirements

- The Inmarsat ecosystem has never been more important
  - Together, we drive value and growth in our markets
  - Together, we are investing more than ever in innovation

- We are excited about the future
  - Deep knowledge of govt. end users’ requirements
  - Differentiated, innovative products and services portfolio
  - Strong partnerships
  - Significant investments in the future