



## Inmarsat C pricing update reminder

As we strive to continuously improve our services, investment is a necessity. The important work we do to enhance Inmarsat C has already led to better turnaround times of support services in emergency situations, which in turn has saved valuable time during Search and Rescue operations.

Fulfilling our commitment to always provide only the best quality products and services, means that from time to time, we need to implement fee increases.

After conducting a recent pricing review of all services, we will be increasing the Inmarsat C Network Access Fee (NAF) for all terminals that have selected Inmarsat Solutions as their PLESO in 2023. This timing falls in line with business budgeting cycles, as requested by our partners and customers.

We will also be slightly increasing Inmarsat C airtime rates that operate through Inmarsat's Land Earth Station.

Finally, for Inmarsat C terminals that have nominated Inmarsat Solutions to be their designated Accounting Authority (AA), we'd like to let you know that we will be discontinuing the AA Yearly Fee in 2023.

We listened to your feedback indicating that this is tricky to budget for, when invoiced in advance annually on the terminal renewal date and as a result, we will not be charging the AA Yearly Fee in 2023 in the future - it will end on the 31 December 2023.

Also, just to let you know, monthly charges from any third-party Land Earth Stations (LES) will be included in your invoices at the rates charged by the LES, without further fees from Inmarsat.

As always, we appreciate your business and continued support and look forward to another great year of working together.

If you have any questions, please contact your Inmarsat Account Manager.

Kind regards,  
**Inmarsat Maritime**

# INMARSAT C

## 2023 RETAIL PRICE ADJUSTMENT - EXTERNAL

CLASSIFICATION: PUBLIC

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## 1. OVERVIEW

Inmarsat is making changes to our Inmarsat C pricing in 2023. The NAF and airtime rates are increasing effective from 1 January 2023. Inmarsat will discontinue the Yearly AA Fee effective from 31 December 2023, which will mean the AA fee will not be invoiced in 2023.

## 2. SCOPE

The questions and answers in this document apply to:

- 1) Inmarsat C terminals that:
  - i. Have selected Inmarsat Solutions as their PLESO in ESAS
  - ii. Select the Inmarsat Solutions LES to transmit mobile-originating traffic
- 2) Customers that subscribe to Inmarsat Solutions for Inmarsat C fixed-to-mobile services include:
  - i. C-Email;
  - ii. Data Reporting and Polling;
  - iii. FleetNet; and
  - iv. SafetyNet

## 3. GLOSSARY

AA	Accounting Authority
AAIC	AA Identification Codes
ESAS	Electronic Service Activation System
ISP	Inmarsat Service Provider
LES	Land Earth Station
NAF	Network Access Fee
PLESO	Preferred Land Earth Station Operator

## 4. GENERAL

1. When will the NAF and airtime rates changes come into effect?  
The prices for both the NAF and airtime rates will increase effective from 1 January 2023.
2. When will the NAF and airtime rates changes appear on customers invoices?  
Like airtime, the NAF is invoiced in arrears, so the changes will appear on the invoiced dated 31 January 2023.
3. How much is the NAF charge increasing for customers that select the Inmarsat Solutions PLESO?  
The new retail list price for the monthly NAF is USD 65 per terminal.
4. How much is the NAF charge increasing for customers that select a PLESO that is not Inmarsat Solutions?  
Customers must contact the PLESO to obtain their rates.

5. How much will the airtime rates increase?

Airtime rates are increasing by approximately 15%. Please refer to the Inmarsat C pricing table included with the retail customer notice or contact your Inmarsat Account Manager for assistance.

5. **COMMERCIAL RATIONALE**

1. Why has Inmarsat increased its prices for Inmarsat C services?

Maintenance costs, inflation, part costs, and resources continue to rise for this legacy service and this step is necessary to ensure that we can maintain the ongoing delivery and maintenance of the highly reliable Inmarsat C service for the future. Despite the reduction of messaging across the platform, Inmarsat has and continues to invest a considerable amount to support the roadmap for Inmarsat C and Maritime safety services, which includes the manufacture and launch of the new I-6 satellites, the first of which launched in December 2021.

Inmarsat has not increased Inmarsat C pricing for over 10 years.

2. Why has Inmarsat discontinued the AA Yearly Fee?

Inmarsat has decided to discontinue the AA Yearly Fee in response to our customer's feedback. Customers have reported difficulties budgeting for a fee that is invoiced in advance annually on the terminal renewal date. They may also encounter a second charge AA Yearly Fee if a terminal was deactivated and reactivated within the year.

6. **NETWORK ACCESS FEE**

1. What is the NAF?

Inmarsat introduced a new Network Access Fee for all Inmarsat C terminals on 6 July 2019. This monthly fee applies to all Inmarsat C terminals registered in Inmarsat's ESAS regardless of the terminal's network activity. Inmarsat C terminal owners are invoiced the monthly NAF based on the PLES0 selected in ESAS.

7. **AA YEARLY FEE**

1. What is the AA Yearly Fee?

On 1 January 2015, to support AA administration costs, Inmarsat Solutions introduced an annual in-advance AA Yearly Fee for each Inmarsat C terminal registered with one of our Accounting Authority Identification Codes (AAICs): AA07, CA03, GB14, NL01 and US09. The fee is applicable regardless of the volume of roaming traffic generated with monthly charges from any third-party LES included in the customer invoice at the rates charged by the LES without further fees from Inmarsat.

2. Is the AA Yearly Fee the same as the Annual AA Fee?

Yes. The AA Yearly Fee is also referred to as the Annual AA Fee or AAIC Fee, however, it appears as the AA Yearly Fee on the customer invoice.