

Iridium Products and Services: An Innovation Engine



The information and statements in this presentation are Iridium Proprietary and Confidential Information and, consistent with your agreement with Iridium, you may not disclose them to others. This information is also subject to change without notice. Statements made in and during this presentation are not warranties, and IRIIDIUM EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, except as expressly set forth in the product's Limited Warranty and the Iridium Product Sales Terms and Conditions that are part of your agreement with Iridium. See www.iridium.com for further details.

© 2013 Iridium Satellite LLC



Legal Statement

Included in this presentation is non-public information that is only being communicated to Iridium partners.

This presentation and any related oral discussion or information ("Presentation") is strictly Proprietary and Confidential to Iridium. Consistent with your Partner Agreement with Iridium, you may not disclose the Presentation to others without express written permission from Iridium. Any violation of your Agreement's Proprietary and Confidentiality obligations shall result in remedies to the fullest extent available to Iridium at law or in equity. Please review your Partner Agreement and the Iridium Product Sales Terms and Conditions that govern your relationship with Iridium.

Statements made in this Presentation are not warranties, and IRIDIUM EXPRESSLY DISCLAIMS ALL WARRANTIES, IMPLIED WARRANTIES, WARRANTIES OF MERCHANTABILITY AND WARRANTIES OF FITNESS FOR A PARTICULAR PURPOSE, except as expressly set forth in the relevant Iridium Limited Warranty and the Iridium Product Sales Terms and Conditions.

The views and opinions expressed in this Presentation are solely those of the presenter and do not necessarily represent those of Iridium which makes no warranty as to accuracy or completeness of the information provided or the views or opinions presented. The information in this Presentation is subject to change without notice.

Read and understand the Iridium User Manual and the safety warnings and information contained in that Manual before using any Iridium product.

Iridium is a registered mark of Iridium Satellite LLC. and it's affiliates. All other registered marks, trademarks, service marks and logos are property of their respective holders. Information is subject to change without notice.

Product Line Management Team

Land Mobile <ul style="list-style-type: none">• Voice/Data• Handsets• Iridium AxcessPoint• Accessories	Maritime / Aviation <ul style="list-style-type: none">• Iridium OpenPort®• Iridium Pilot®• Regulatory	New Services <ul style="list-style-type: none">• Global Data Broadcast• Iridium Push-To-Talk
Josh Miner	Brian Pemberton	Dan Tillet
Ian Itz	Leigh Henry	Michael Smith
M2M <ul style="list-style-type: none">• Iridium SBD Modules• Iridium LBT• Iridium SBD/RUDICS	Billing / Partner Integration <ul style="list-style-type: none">• Billing Migrations• Iridium SPNet Improvements	Pricing and Analytics <ul style="list-style-type: none">• Equipment• Service• Prepaid/Postpaid



Product and Service Growth Catalysts



Portfolio Strategy



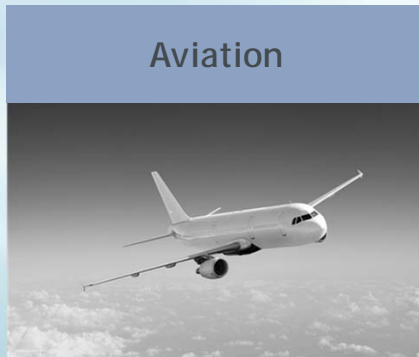
Land Mobile



M2M



Maritime



Aviation



Broadcast Services



Portfolio Strategy

Iridium Portfolio:

2008

Handsets
Voice/Data Transceivers
SBD Modules



Government
Land Mobile
M2M
Maritime
Aviation

Iridium Proprietary and Confidential

© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Portfolio Strategy

Iridium Portfolio:

Today

Handsets
Voice/Data Transceivers
SBD Modules
Chipsets
Iridium OpenPort®



Government
Land Mobile
M2M
Maritime
Aviation

Iridium Proprietary and Confidential

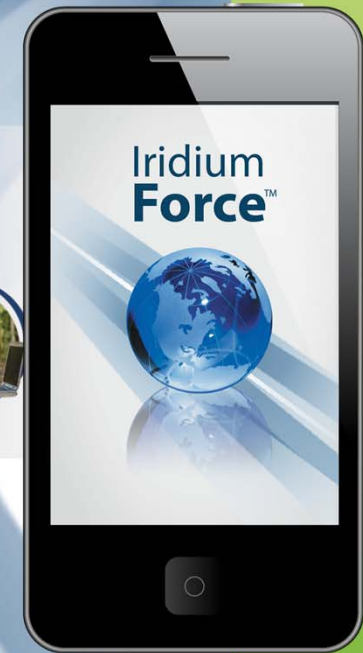
© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Iridium Force®

Extended and enhanced personal communications to people and organizations everywhere

- Beyond satellite phones
- Simplifying connections
- Driving innovation
- Location-aware



Product and Service Growth Catalysts



Portfolio Strategy



Land Mobile



M2M

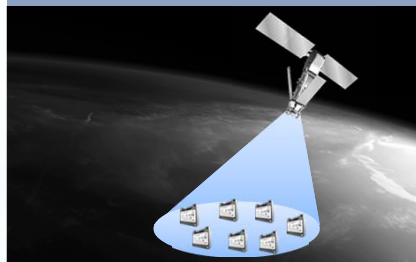
Maritime



Aviation



Broadcast Services



Land Mobile

Iridium Extreme®

- Durability to match the environment
- Location and emergency services
- Improving customer loyalty
- Higher service revenues
- Exceeding our expectations



Iridium Proprietary and Confidential

© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Land Mobile

Location-Based Services Platform

We Provided:

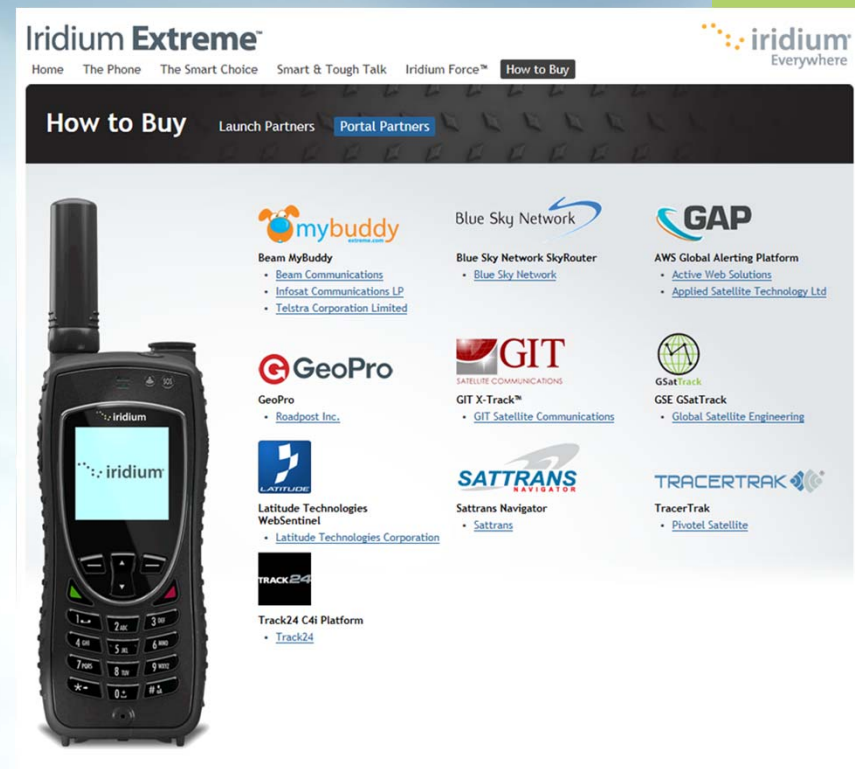
- Open development platform
- No licensing fee

You delivered:

- 10 workforce management portals
- Customer loyalty
- Higher monthly revenue

Launched in 2012:

- Pay-Go Rate Plan
- High-Use Plan



Land Mobile

Iridium AxcessPoint

We provided:

- An inexpensive accessory
- Wi-Fi connection for enabled devices

You delivered:

- Thousand of units sold
- Incremental profit

Launched in 2012:

- Iridium Mail and Web for Android

Launching in 2013:

- Firmware and cable for Iridium 9505A



Application Support and Expansion

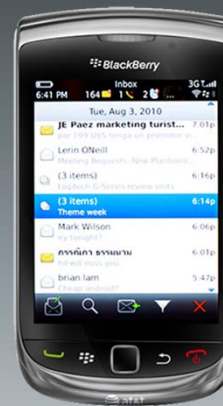
The Vision

- Data everywhere
- Endless possibilities
- Critical user interactions

Launching in 2013:

- Application developers program
- Iridium.com “marketplace”
- Quick/easy application certification

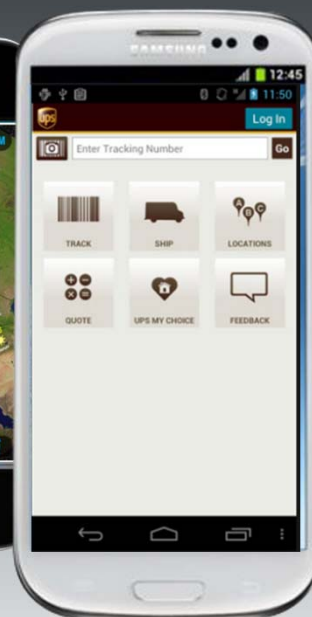
Foundation Generic Enterprise



Email



Weather



Work Force

Land Mobile

Iridium NEXT Handset

Capabilities

- Higher quality voice
- Faster data speeds (9.6 - 64kbps)
- Packet data

Qualified Partner Interactions

- Handset ODM partner
- LBS developers
- Application developers
- Docking station manufacturers



Product and Service Growth Catalysts



Portfolio Strategy



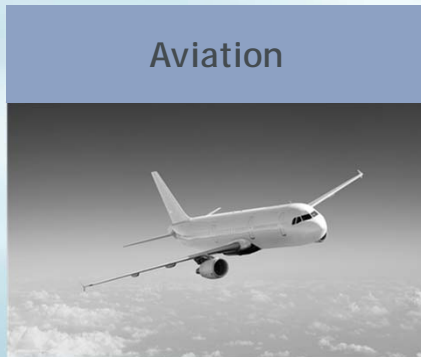
Land Mobile



M2M



Maritime



Aviation



Broadcast Services



M2M

Iridium M2M

We Provided:

- Smaller size and weight
- Chipsets

You Delivered:

- Fastest growing line of business
- Market expansion and penetration

Future Plans:

- Extend to broadband class of terminals
- Make it easier for you to do business with Iridium



Low



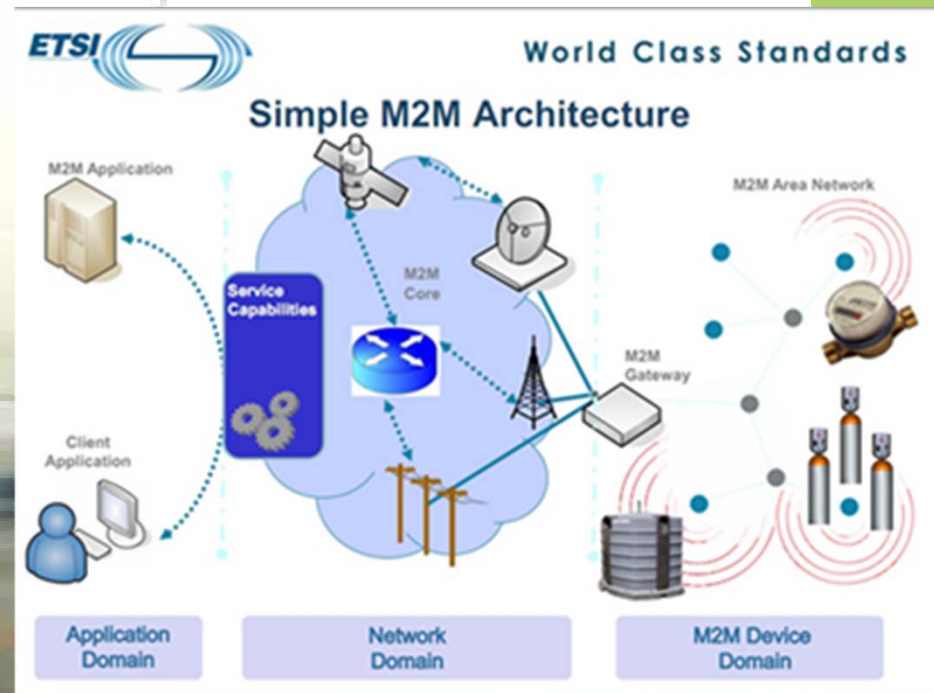
Mid

*Data
Rates*

M2M

Easier and Less Expensive Integration

- Watch terrestrial wireless standards
- Standard interfaces
 - Device
 - Network
- Simple command language

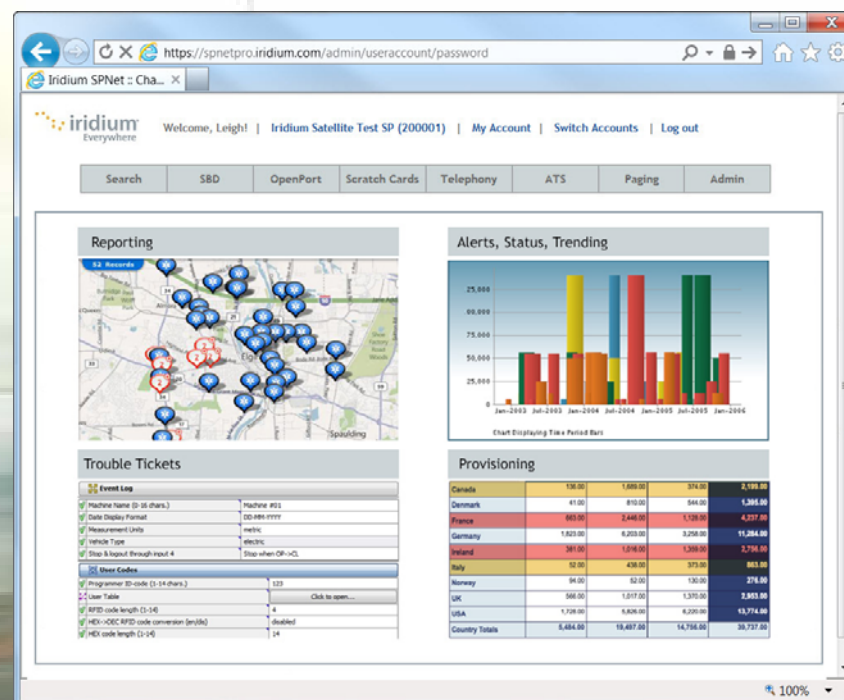


M2M

Customer Device Management Portal

Partner Self Service:

- Provisioning
- Reporting
- Trouble ticket tools
- Alerts, status, trending



M2M

Iridium NEXT VAM's/VAR's

Capabilities

- Faster data speeds
- End-to-end IP network

Planned partner interactions

- Understand customer segments
- Antenna developers
- Developer kits
 - Modules/transceivers
 - Reference design and chipsets

Timing of interactions

- Q2 2013 - Q2 2014



Product and Service Growth Catalysts



Portfolio Strategy



Land Mobile



M2M

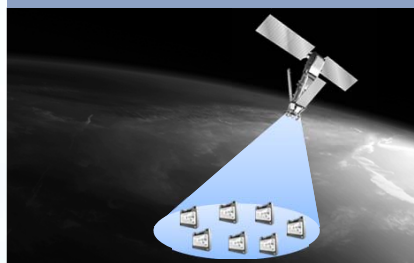
Maritime



Aviation



Broadcast Services



A large blue and white ship is shown from a side-on perspective, moving through dark, choppy water. The ship has multiple masts and antennas. The sky is filled with dramatic, orange and blue clouds, suggesting a sunset or sunrise. The overall scene conveys a sense of global connectivity and maritime operations.

Maritime

Iridium OpenPort® Broadband Service

We Provided:

- Industry-leading price points
- Nearly-guaranteed data speeds
- Global coverage

Launched in 2012:

- Call quality enhancements
- Performance enhancing proxy (PEP)

Maritime

Iridium Pilot

We provided:

- Re-engineered and built for durability
- Backed by 5-year warranty
- VSAT companion service package

You Delivered:

- Record sales



Product and Service Growth Catalysts



Portfolio Strategy



Land Mobile



M2M

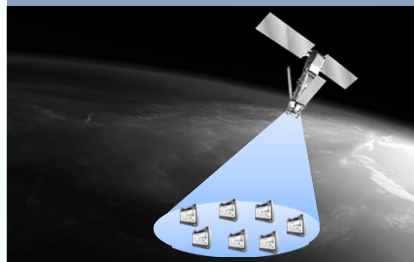
Maritime



Aviation



Broadcast Services



Aviation

FAA approvals

- CPDLC / FANS
- Air Traffic Safety (ATS) Voice

Smaller antennas and device form factors

- Lower cost
- Easier installation



Aviation

Iridium NEXT Broadband Capabilities

- Faster data speeds
- End-to-End packet data

Planned Partner Interactions

- Qualified technology/manufacturing partners
 - *Maritime, Aviation, Land Mobile*
- Specialized antenna and packaging

Timing of Interactions

- Q2 2013



Product and Service Growth Catalysts



Portfolio Strategy



Land Mobile



M2M

Maritime



Aviation



Broadcast Services

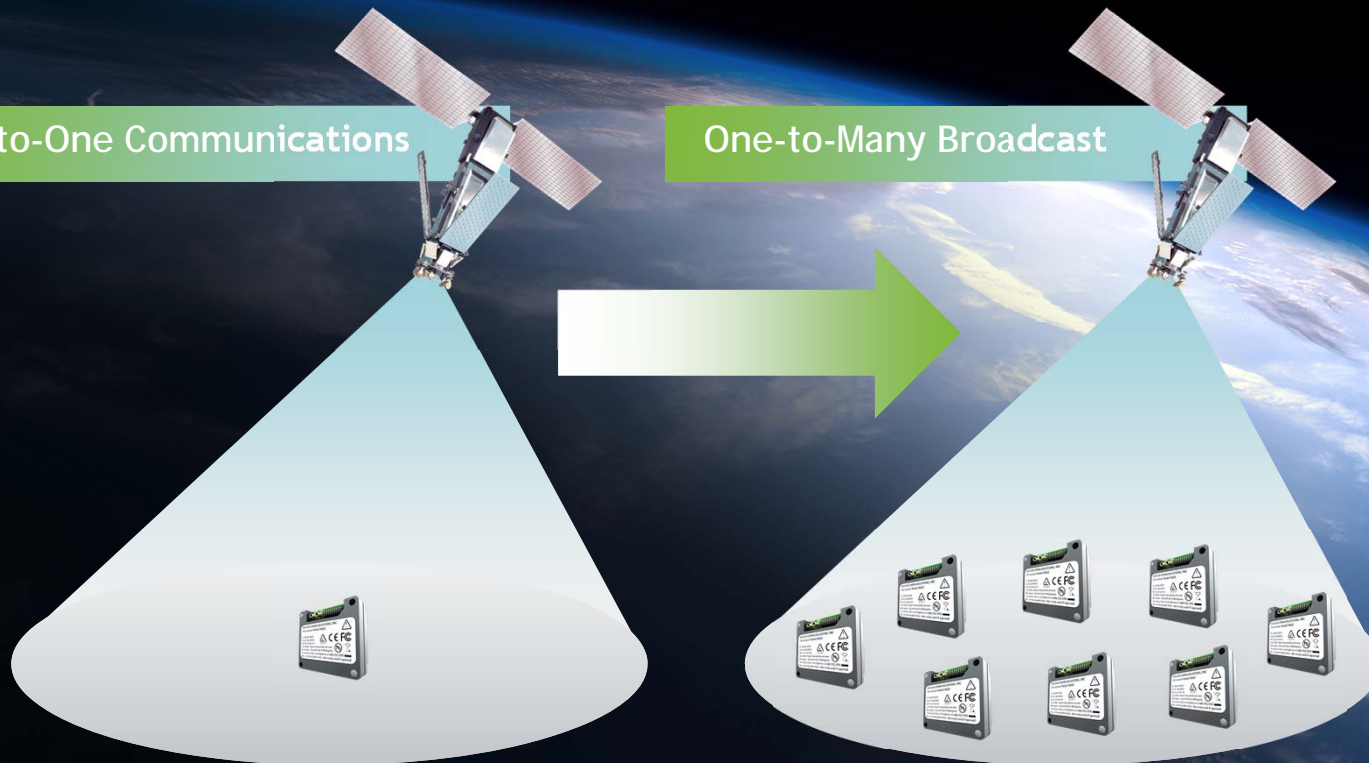


Broadcast Services

Broadcast Changes the Paradigm

One-to-One Communications

One-to-Many Broadcast



Iridium Proprietary and Confidential

© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Global Data Broadcast

Differentiated service

- 100's to millions of devices
- In building coverage

Go-to-market options

- On-demand
- Dedicated bandwidth



Broadcast Services

Global Data Broadcast - Solution Concepts

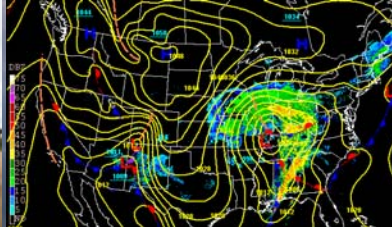
Emergency Alert Systems



Group Messaging



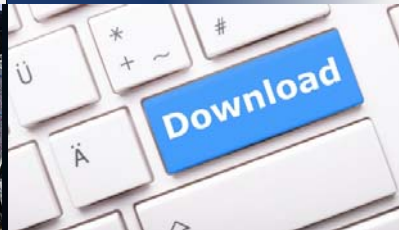
Information Services



Tracking, Logistics, Control Management



Large Data Downloads



Iridium Proprietary and Confidential

© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Broadcast Services

Iridium PTT Update

Maintaining synergy with
US DoD DTCS project

Differentiated service

- Affordable mobile PTT
- Interoperability with other PTT services



Iridium Proprietary and Confidential

© 2013 Iridium Satellite LLC

 **iridium**
Everywhere

Broadcast Services

Iridium PTT Update

Accomplishments

- Customer research
- Requirements for service and devices
- USG approvals to develop and distribute

Major Iridium and Partner effort

- Device manufactures
- Provisioning/Billing integration
- Group management tool



Iridium Products and Services: An Innovation Engine



The information and statements in this presentation are Iridium Proprietary and Confidential Information and, consistent with your agreement with Iridium, you may not disclose them to others. This information is also subject to change without notice. Statements made in and during this presentation are not warranties, and IRIIDIUM EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, except as expressly set forth in the product's Limited Warranty and the Iridium Product Sales Terms and Conditions that are part of your agreement with Iridium. See www.iridium.com for further details.

© 2013 Iridium Satellite LLC