



Future proofing service deliverables to meet growing market demands for connectivity.

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Digital Ship, Athens. May 4, 2022.

Telenor Satellite - overview

- Leading European satellite operator and connectivity provider
- Premium satellite services from 1°West
- Coverage: EMEA and the Caribbean
- Business areas:
 - Broadcasting
 - Occasional Use
 - Data Services
- Teleport services (in Norway & Cyprus)
- Founded in 1986
- Only sell through resellers



We serve over 18 million homes, nearly 1 800 vessels and close to 300 land terminals.

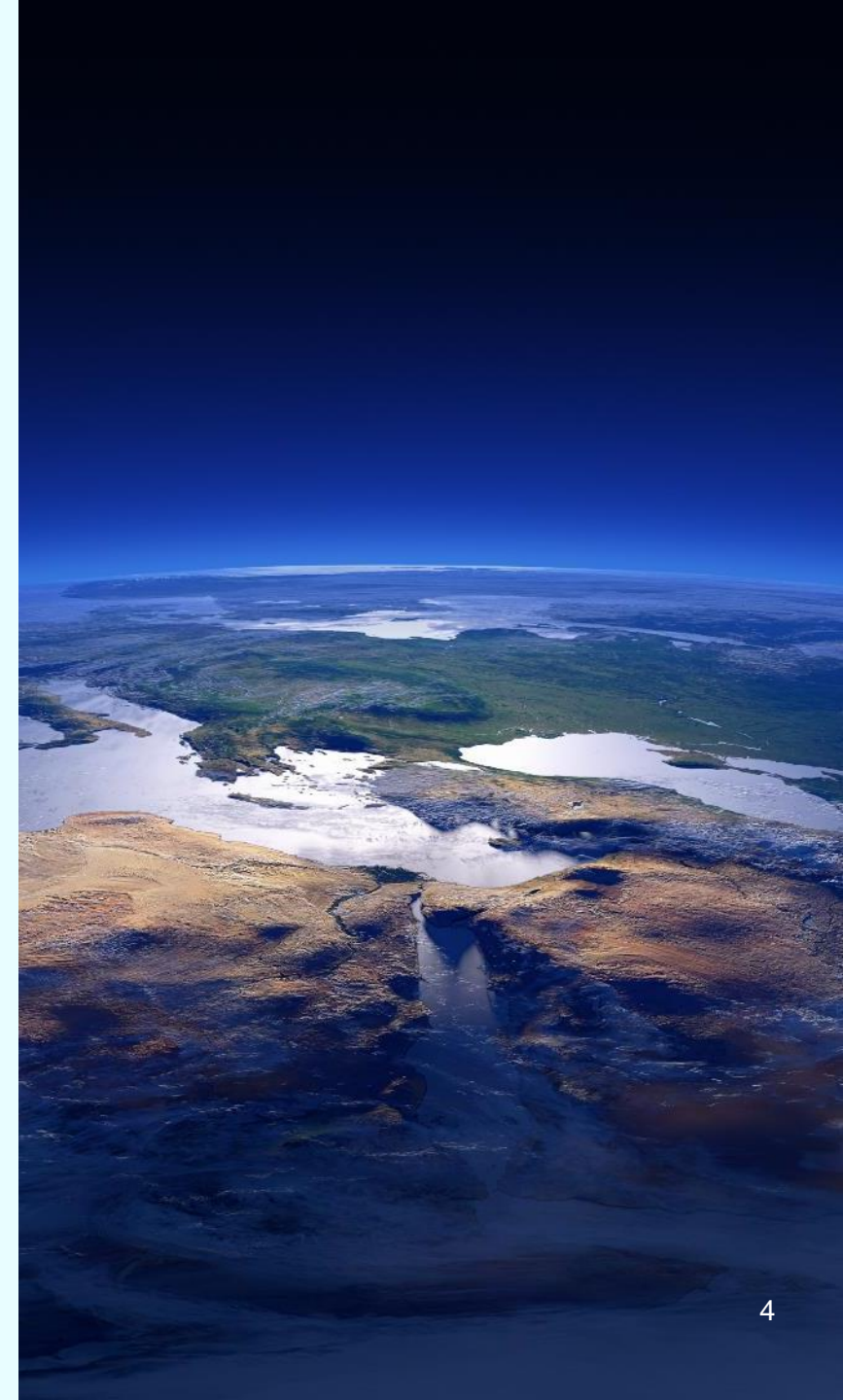


Data Services



High-powered VSAT services on land and at sea

- Unique coverage from EMEA, up to 79°North
- Extended coverage over Atlantic and the Caribbean
- Anker Managed Services (Ku- and Ka-band) for
 - Maritime mobility & fixed installations
 - Land-based fixed & transportable solutions
- SCPC / P-to-P links
- VNO / Wholesale / Space segment
- Teleport services
- Customer support 24/7/365



Maritime services



Any vessel, always connected.



- High-powered maritime VSAT for all sectors and vessel types:
 - Offshore O&G and Renewables
 - Merchant Shipping
 - Commercial Fishing
 - Passenger Cruise & Ferry
 - Leisure & Yachting

Anker Managed Services



Speed

- High-quality connection
- Up to 125/25 Mbps profiles
- Guaranteed CIR with burstable MIR
- Fixed monthly rate



Quota

- Volume plans 5–200GB
- Notifications for reached 50% and 90% of quota limit
- Top-up packages available
- Predictable monthly costs



Custom

- Full flexibility
- Suitable to meet any requirement
- Symmetric / asymmetric profiles
- Wide selection of contention rates
- Fixed monthly rates
- Custom rate-based service profiles



Anker Managed Services on Ka-band

- High Throughput Satellite (HTS)
 - High-powered spot-beam technology
 - Seamless handover for continuous connectivity
 - Sophisticated rain fade mitigation techniques
- Symmetric / asymmetric profiles
- VSAT platforms: iDirect Velocity® and Newtec Dialog®
 - Service profiles up to 150/50 Mbps 1:1
 - Fixed monthly rates with unlimited data (or)
 - Affordable, flexible pre-paid data packages
- Flexible service terms allow for:
 - increased profiles for vessels during peak periods
 - short-term tailored contracts
- Lay-up periods
- Tailored IP configurations
- Supported antennas range from 55cm to 1.5m
- Dual antenna solution
- Antenna financing solutions
- One-touch commissioning



Anker Managed Services on Ku-band

- VSAT platforms: iDirect Evolution® & Newtec Dialog®
 - Service profiles up to 100/20 Mbps 1:1
 - Fixed monthly rates with unlimited data
- Tailored SCPC and “Carrier in Carrier” solutions
- Flexible service terms allow for:
 - Increased profiles for vessels during peak periods
 - Short-term tailored contracts
- Lay-up periods

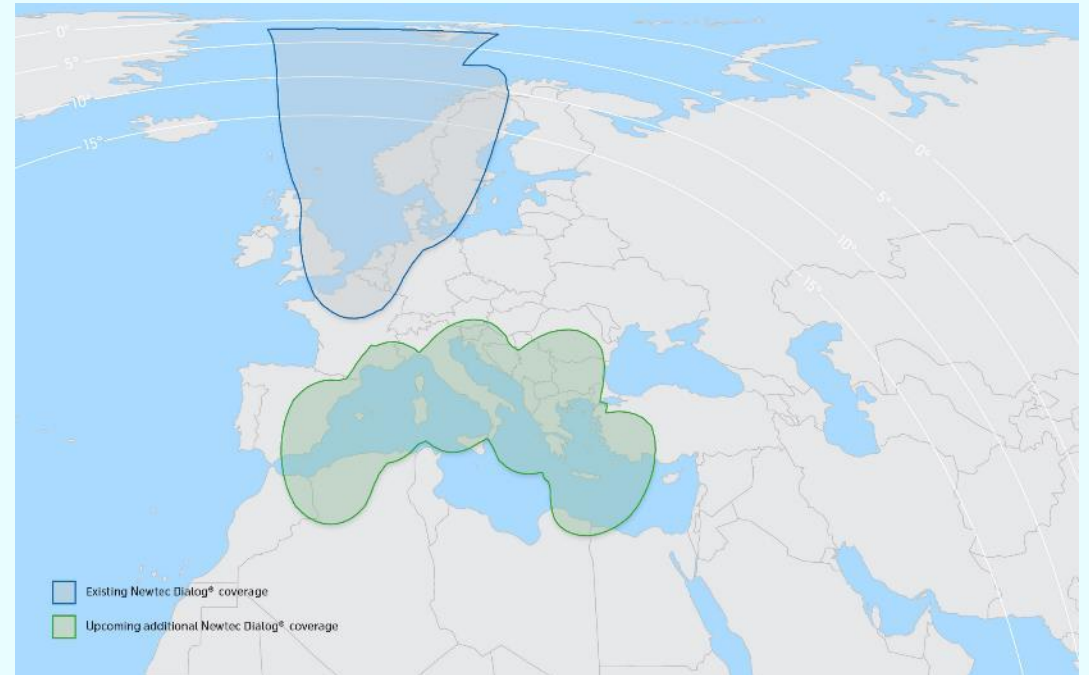
- Tailored IP configurations
- Secondary beam for extended coverage or mast blockage
- Supported antennas range from 60cm to 2.4m
- Dual antenna solution



New improved Ka coverage for high throughput services in the Mediterranean

- VSAT platforms: Newtec Dialog®
 - Service profiles from 2/0.5 1:4 to 125/25 Mbps 1:1
 - Fixed monthly rates with unlimited data
 - Ideally suited for Ferry and Cruise which experience a high number of individual sessions that can be difficult to manage.
 - Coverage over main Med shipping routes
 - Can be combined with Xiplink™ WAN optimization solution, if required
- Flexible service terms allow for:
 - Increased profiles for vessels during peak periods
 - Short-term tailored contracts
- Lay-up periods

Anker Ka Newtec Dialog® coverage



Estimated to be available early Q3



New improved Ku coverage throughout Europe and Middle East

- VSAT platforms: Newtec Dialog®
 - Service profiles from 2/0.5 1:4 to 75/10 Mbps 1:1
 - Fixed monthly rates with unlimited data
 - Ideally suited for Ferry and Cruise, Yachting and Oil and Gas vessels.
 - Coverage can be combined with Xiplink™ WAN optimization solution if required
- Flexible service terms allow for:
 - Increased profiles for vessels during peak periods
 - Short-term tailored contracts
- Lay-up periods



Anker Ku Newtec Dialog® coverage map

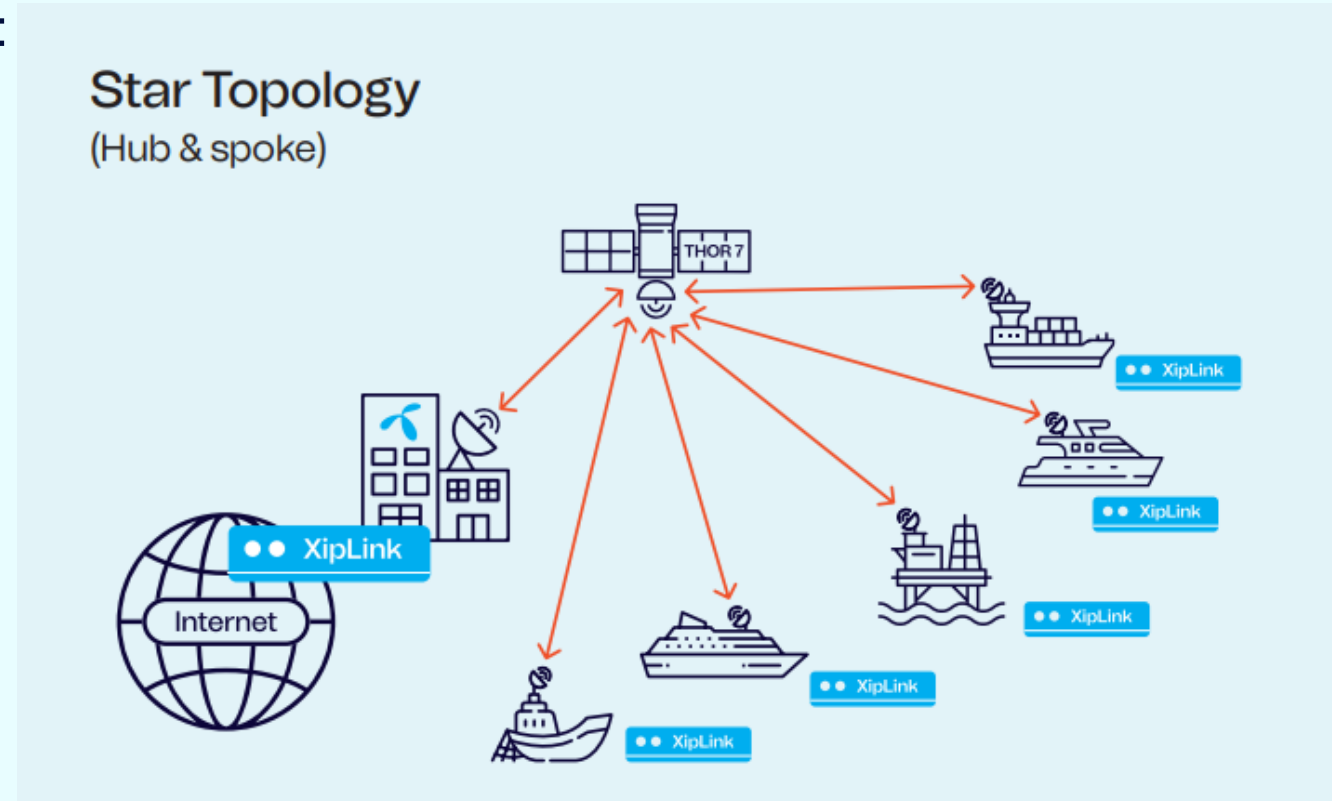


Spot 2 estimated to be available early Q3

Xiplink™ WAN Optimisation solution available with Anker Managed Services

Advantages of adding Xiplink™ to your service:

- TCP acceleration (no. of sessions)
- QoS shaping
- Data compression and caching
- Link balancing and bonding
- Increased throughput
- Maximum wireless performance
- Improved QoE for end users



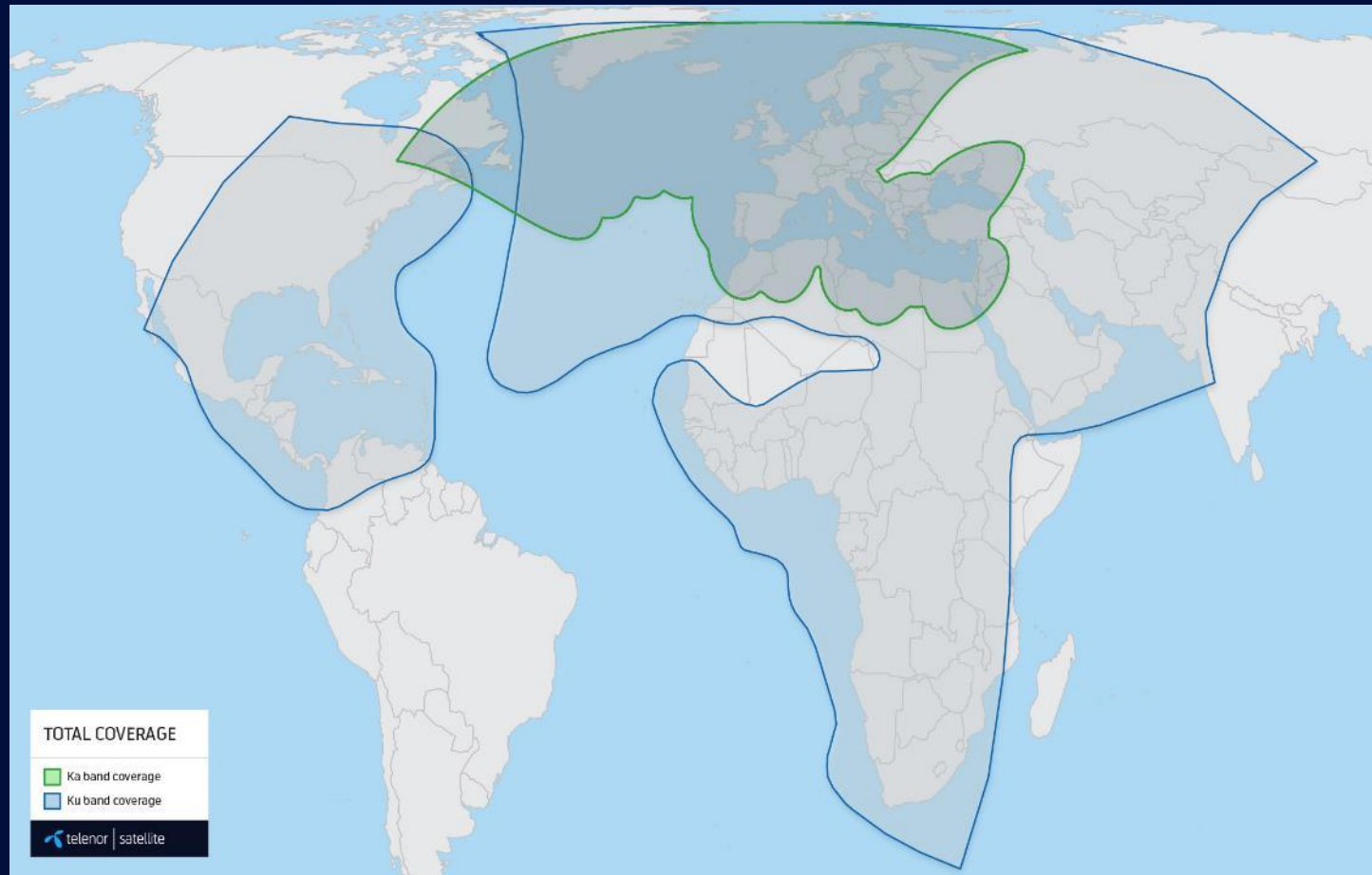
Additional services with Anker portfolio



- Antenna testing
- Terminal lock
- Professional services:
 - System Engineering
 - Advanced Configuration such as BGP, individual VLANs
 - Custom QoS Settings
- Managed XipLink™ (WAN optimisation)
- Public Static NAT



Our combined Ka & Ku coverage



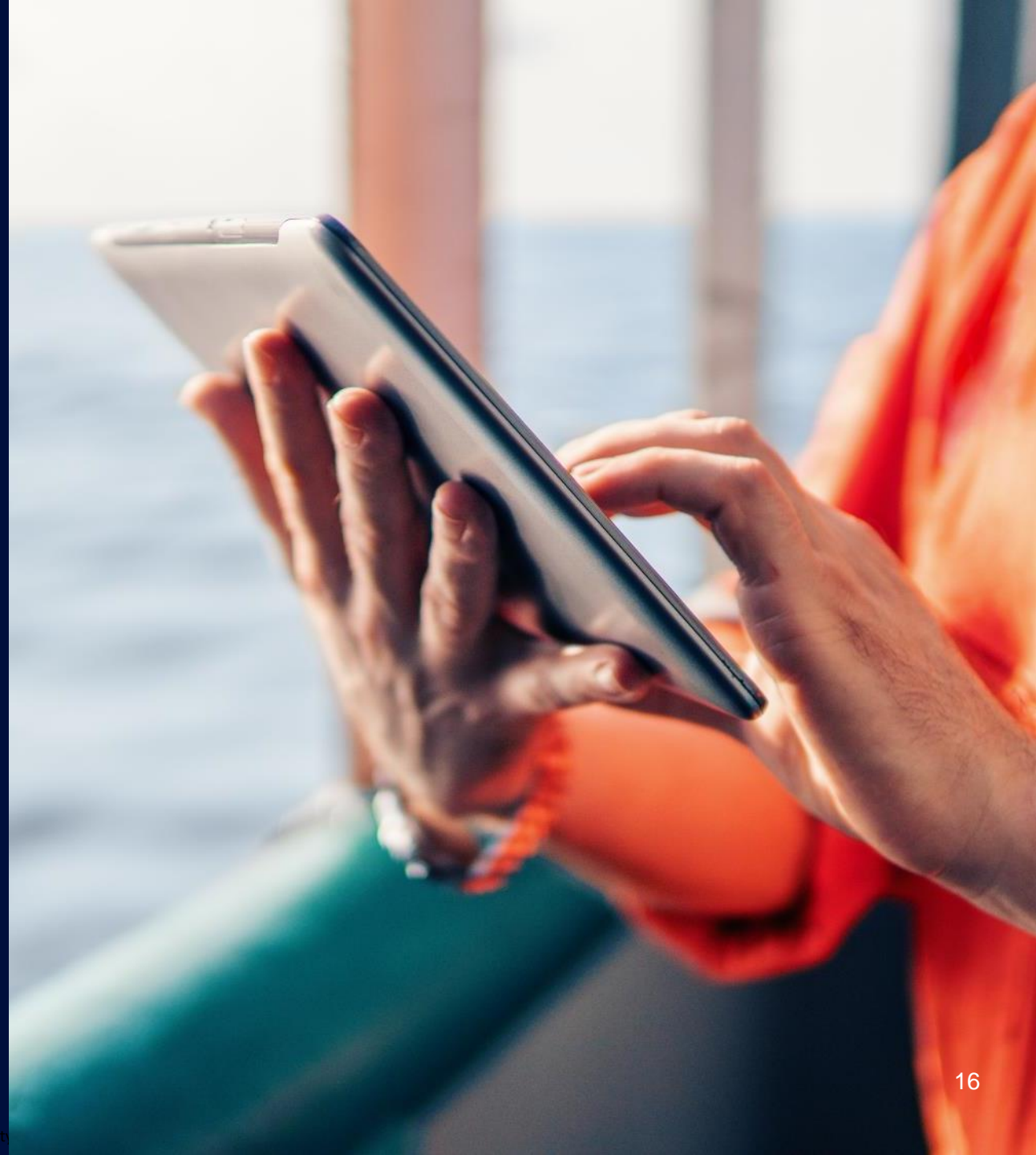
Attractive antenna financing / purchase solutions



- Antenna financing solution to optimise your cash flow and total cost of ownership
- Antennas are also available for direct purchase, if associated with an airtime agreement
- Get a Free antenna if you commit to 2 years of airtime and the value of the first 12 months of airtime exceeds the antenna sales price.
- *(Only applies to Ka antennas and conversion kits)*

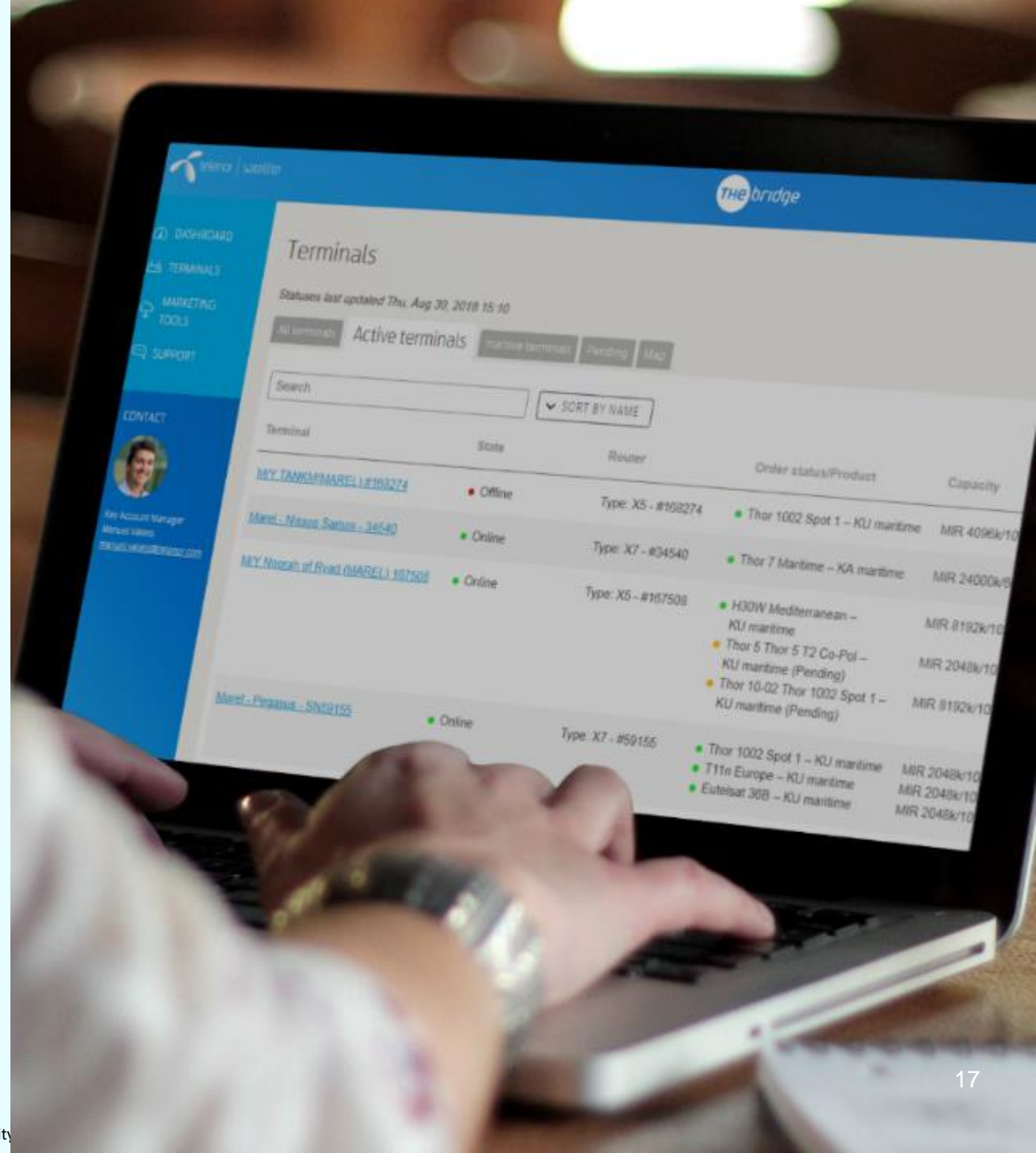
The Bridge

- online customer portal



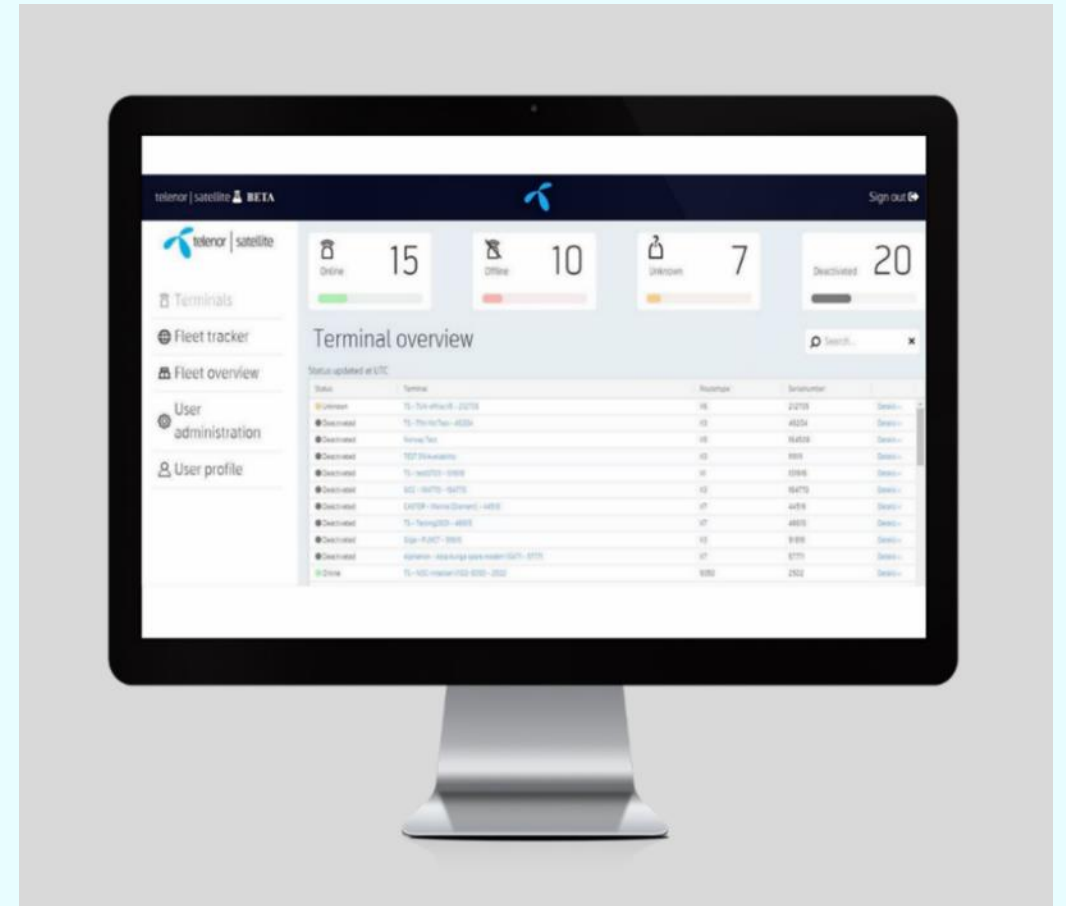
The Bridge

- Reseller self-service online tool to manage your Anker Managed Services
- Order, change or terminate services
- Price calculator
- Latest offers, news and events
- Marketing assets
- User support tools
- Additional features:
 - Vessel tracking & Terminal status
 - Satellite signal & Data usage



miniBridge

- End-user vessel monitoring portal
- Retrieve vessel data for selected fleets
- Data consumption analysis
- On-board data usage monitoring
- Weather forecasting
- Location tracking





Thank you.

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