

Hybrid Connectivity

Improving Efficiency & Reducing Downtime

March 27, 2025

COBHAM SATCOM

COBHAM SATCOM TODAY

Future-readiness at a glance

MARKET LEADER ACROSS MARITIME & LAND INDUSTRIES



Market Leading Position

37% growth in 2021

Leader in Radio & Satellite Communication Terminals & Earth Stations – for Land & Maritime Applications

Market Leader in Tracking & Pointing technology



Strong Foundation

4 strong Brands: SAILOR, Sea Tel, EXPLORER, TRACKER

70 years in Maritime – **40+ years** in Land

20 years of experience with LEO Solutions



Highly Trusted Solutions

66 countries chose Cobham SATCOM Solutions in 2021

20K+ Maritime VSAT syst.

280K+ Maritime L-Band syst.

400K+ Safety At Sea solutions

35K+ TVRO



30+ Ground Stations in 19 countries



100K+ COTP

15K+ COTM

CONNECTING THE FUTURE WITH KEY PARTNERSHIPS



Unmatched Global Reach

Highly investing in collaboration & innovation

500+ Distribution Partners

200+ Global Installation & Services Providers

4 Production Locations

3 Distribution Centers in 3 Continents

500+ Worldwide Employees

300+ R&D engineers



Exploring new Spaces & Constellations

Taking Satellite Communication to a new level

amazon | project kuiper

Globalstar

eutelsa

yahsat
اليه سات

Viasat

TELESAT

iridium

OneWeb

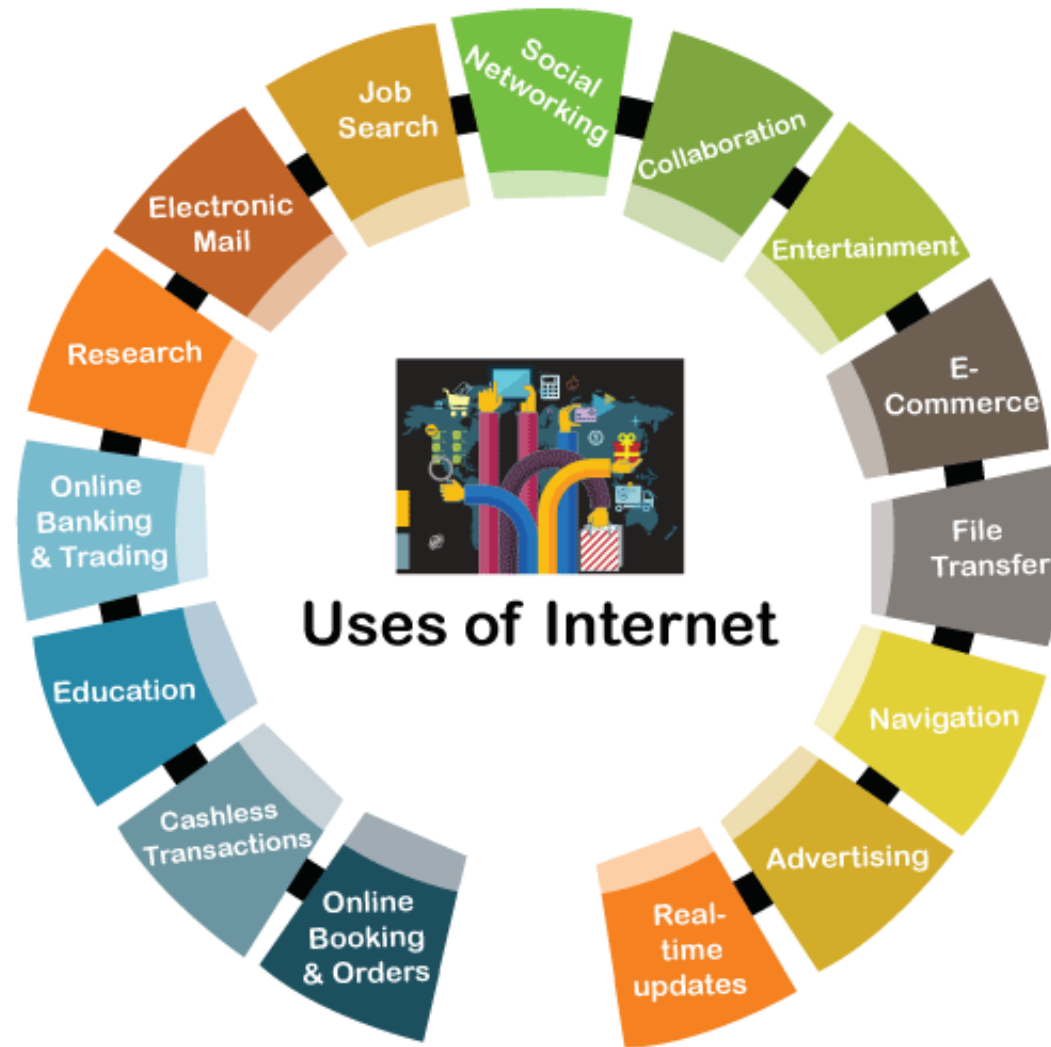
inmarsat

HUGHES
NETWORK SYSTEMS

SES
your satellite company

Intelsat

Connectivity Drivers



Maritime Connectivity Drivers

1. Distress & Safety

- Navigational Aids & reporting

2. Operational Applications

- Cargo logistics & monitoring
- Route planning & fuel optimisation
- Administrative communication

3. Crew Welfare & Entertainment

- Digital habits that we all now possess
- To attract crew, connectivity is essential

DATA, DATA and more DATA

Complex digital
ecosystems

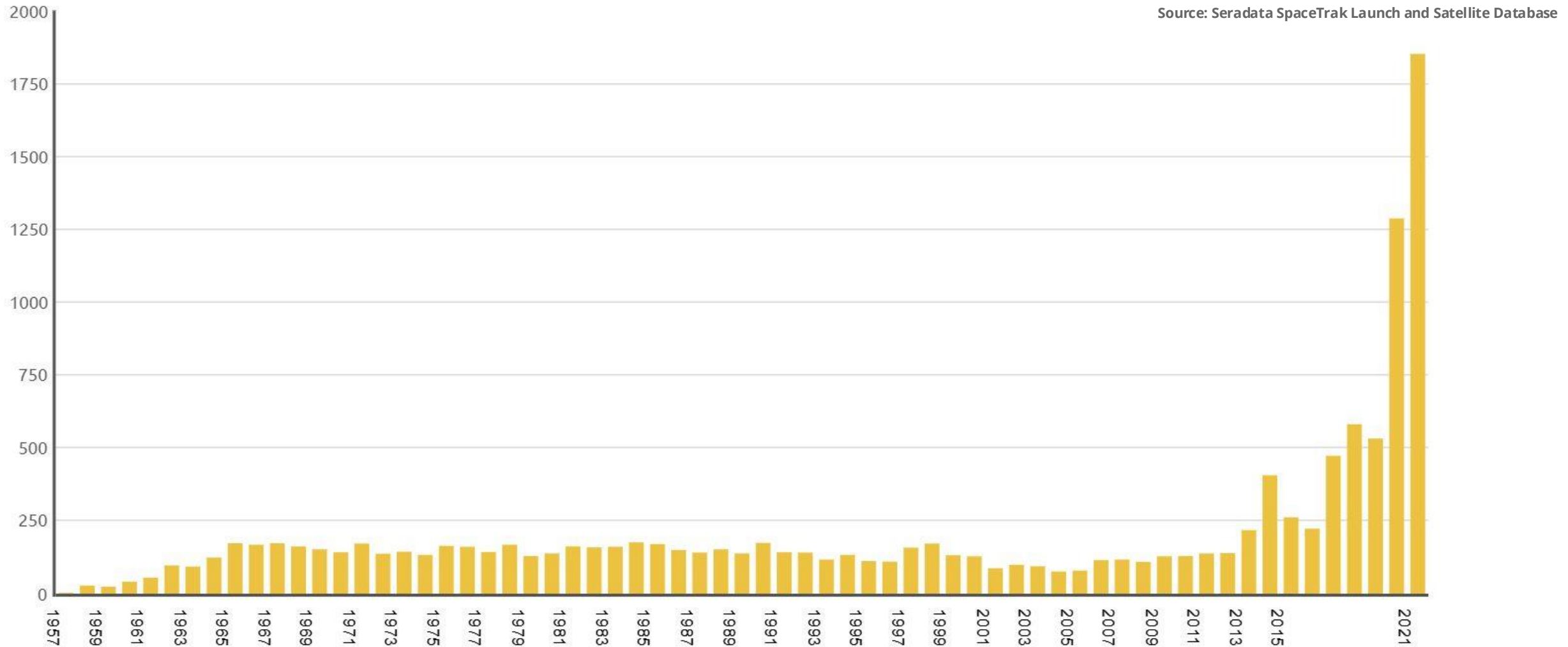
The modern ship can
generate 20GB of on-
board data per day

IoT protocols

Modern Day Seafarers
demand shoreside like
connectivity



What's next?



Increased Capacity, Increased Value

Some major constellations – Ku, Ka, C, X-, L-bands

Viasat
inmarsat



SES



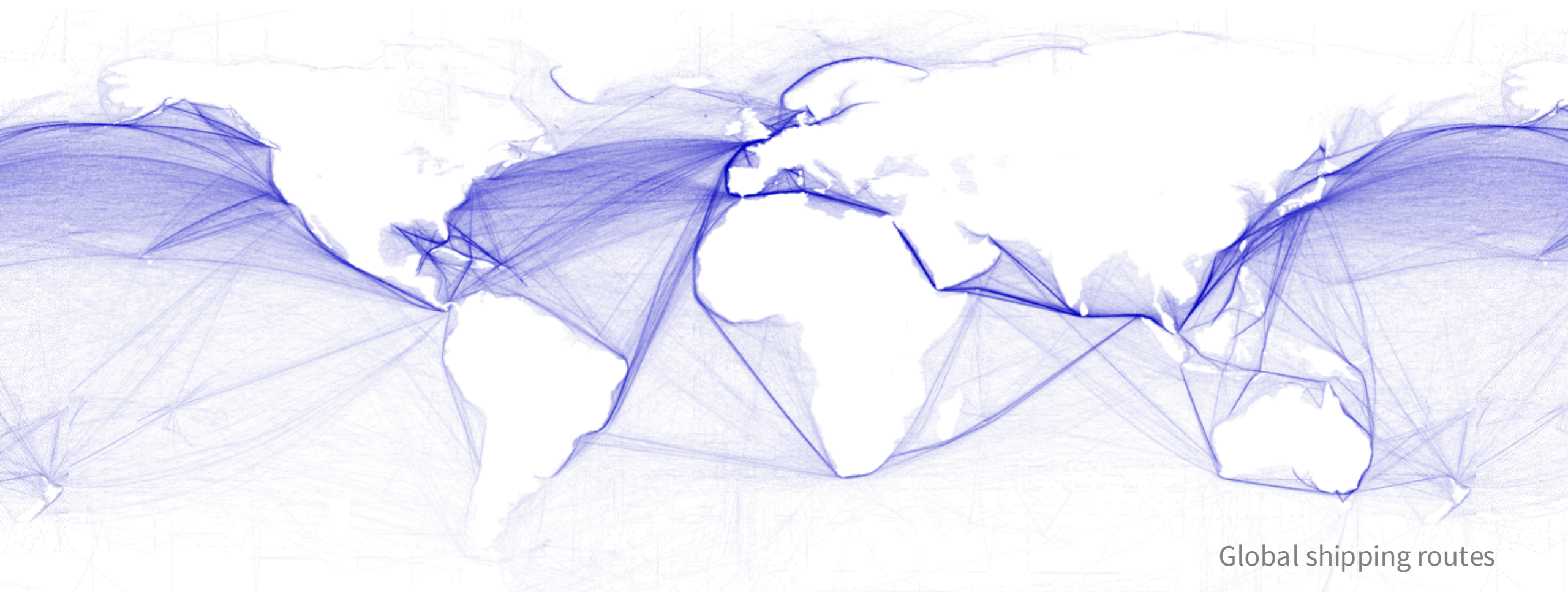
Not all about Satellite

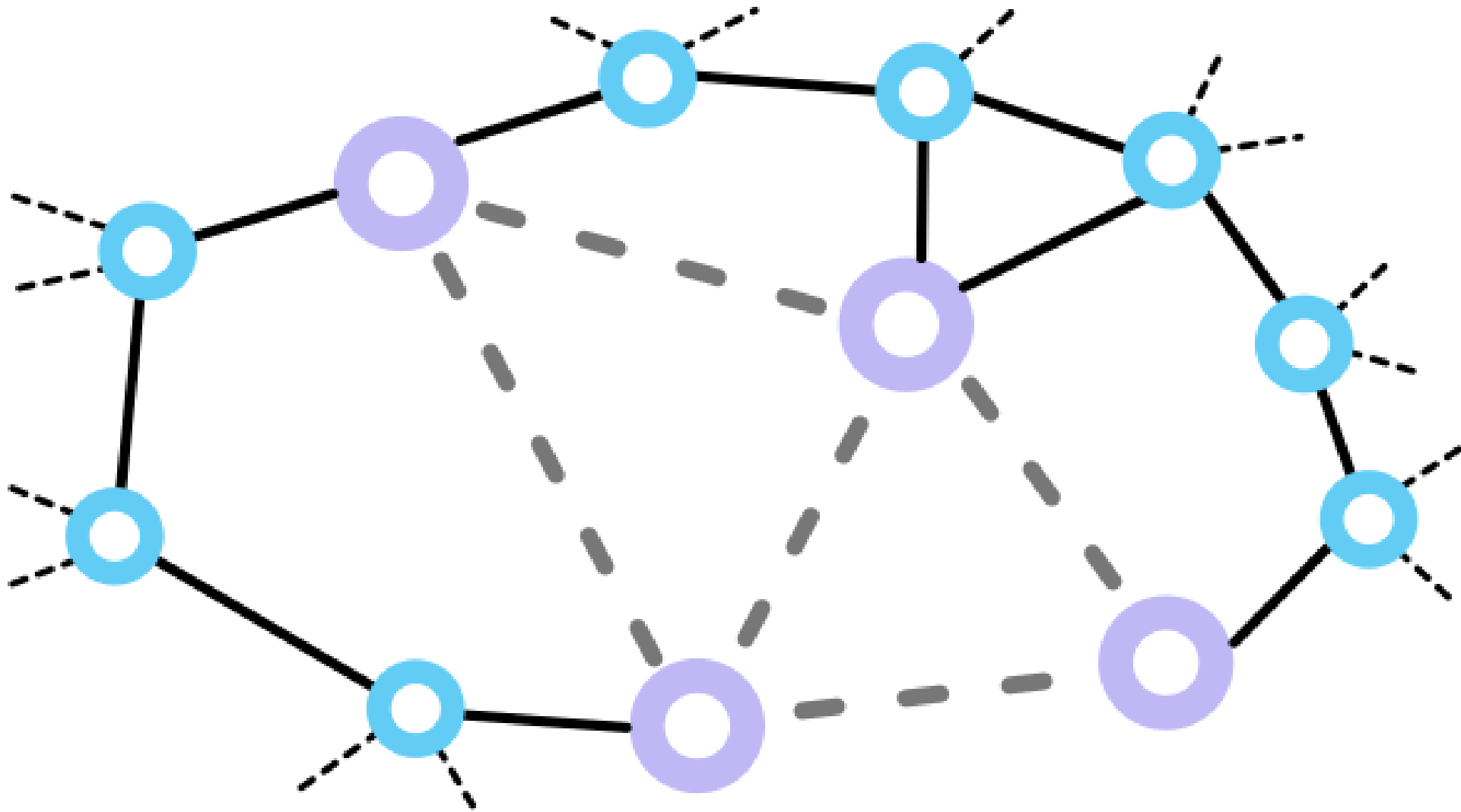


Multi-layer networks on-board, new satellite constellations, LTE near-shore

(a lot!) More bandwidth, more throughput

Lower latency with LTE, LEO and MEO





Multi-layer networks to approach 100% up-time

Combine VSAT and cellular services

Multiple networks on-board help with enhanced network availability

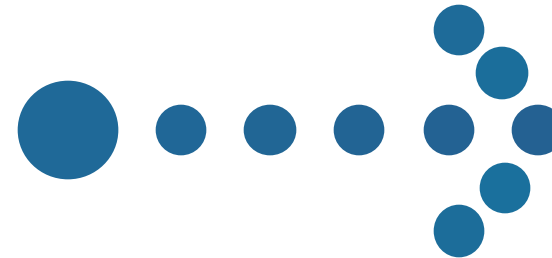
Satellite A



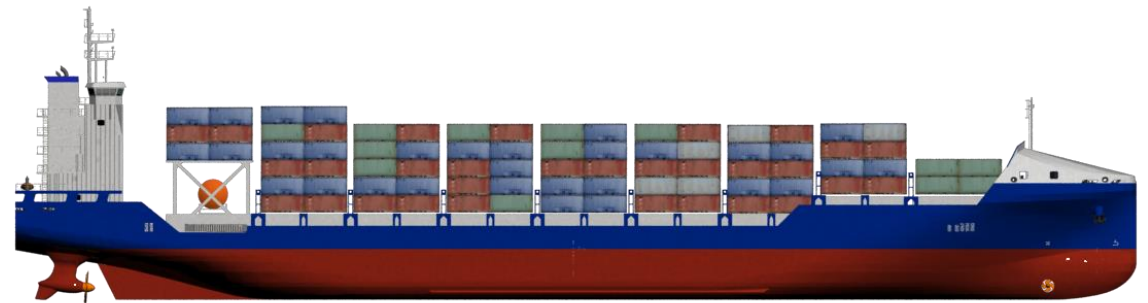
Port Wi-fi



Cellular



Up Time



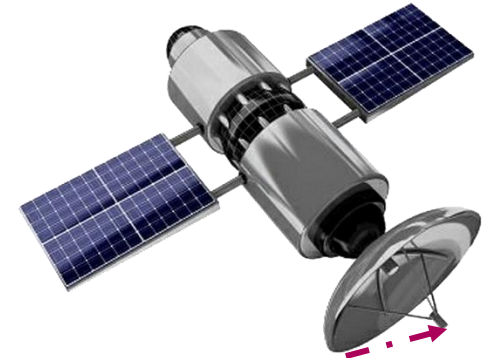
Supporting multi-layer communications



Sea Tel 1500 Ku/Ka supporting multi-layer communications



Satellite network
LEO,MEO,GEO



Satellite network
LEO,MEO,GEO



Sea Tel 1500 Ku/Ka

Sea Tel 2400 Triband supporting multi-layer communications



Satellite network
LEO, MEO, GEO
KU, KA, C-band

Sea Tel 2400 Triband

Why hybrid?

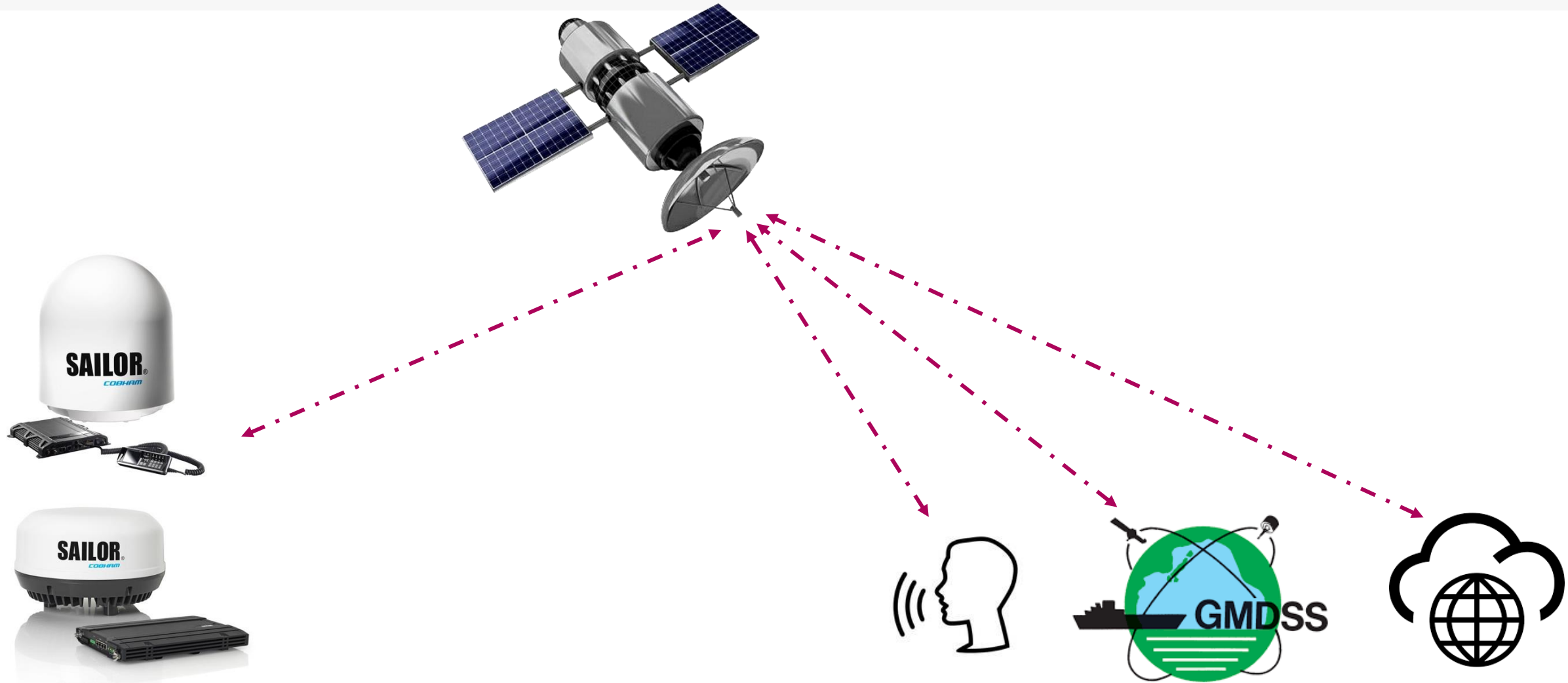
- Choose the right communications bearer based on:
 - Location
 - Data type
 - Critical/Non-critical
 - Cost/Bandwidth/availability/Latency
- Networks reserved for critical applications
- Use high capacity when available
- Full Communications redundancy

We are ready for the new constellations and multi-layer networks



SAILOR[®] and **Sea Tel**
COBHAM *COBHAM*
are ready.

GMDSS



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How to keep creating value for the end-users

Multi-layer networks

DRAFT RevA01
Aug. 31, 2022

