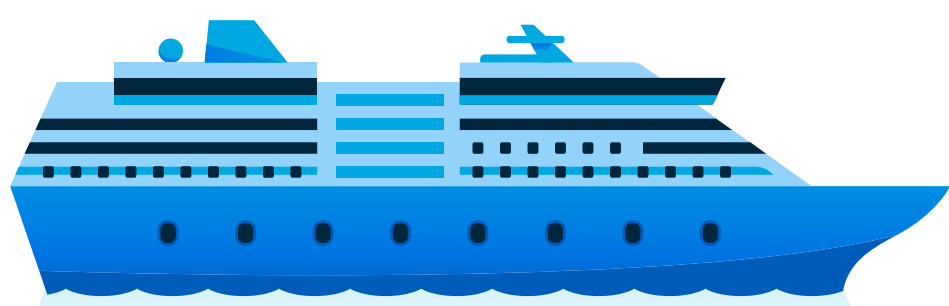


# MARITIME VSAT

Pushing the industry towards significant business modernization.

## WAVE OF GREATER BANDWIDTH REQUIREMENTS

Markets demanding higher throughput.



### CRUISE INDUSTRY

Demand for higher throughput rates primarily driven by an increase in the number of devices per passenger.

#### KEY APPLICATIONS

- Interactive guest services
- Entertainment and streaming video
- High-speed Internet
- Onboard wireless service



### OIL AND GAS

Skyrocketing throughput requirements needed to support bandwidth-intensive applications.

#### KEY APPLICATIONS

- Crew training
- System automation and cloud computing
- Seismic data transmission
- Live video monitoring and conferencing

## WAVE OF INCREASED MARKET ADOPTION

Markets primed for greater usage.

### COMMERCIAL SHIPPING

Better coverage, more affordable bandwidth and lower-cost equipment will drive increasing levels of adoption.

#### KEY APPLICATIONS

- Crew welfare
- Electronic charting and weather
- Remote IT services
- Electronic port and customs documentation

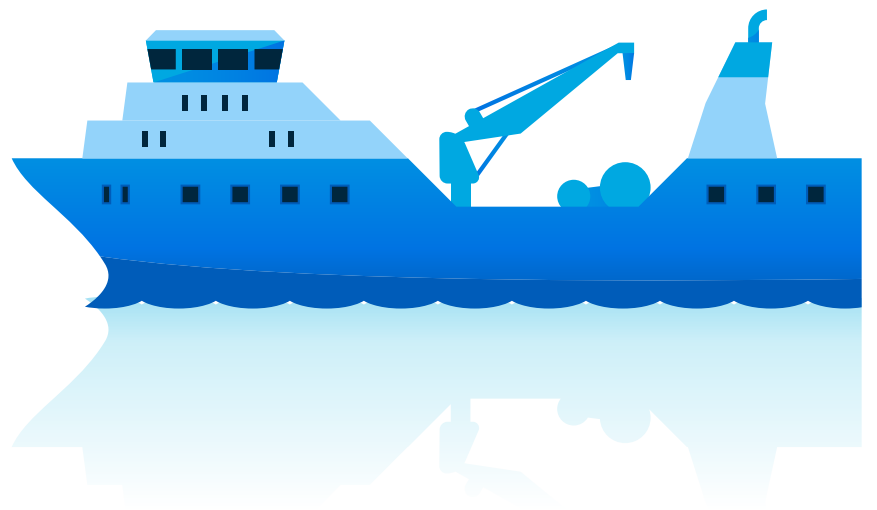


### FISHING INDUSTRY

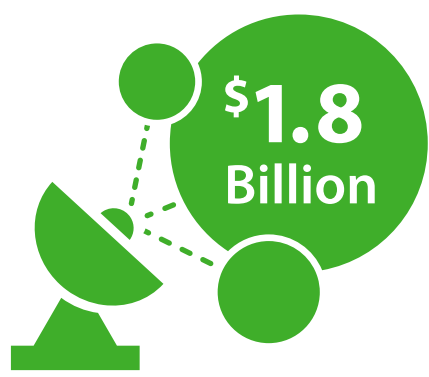
New applications designed to bring commerce on board will raise adoption level.

#### KEY APPLICATIONS

- Online sales of catches/auctions
- Regulatory reporting
- Vessel monitoring
- Telemedicine

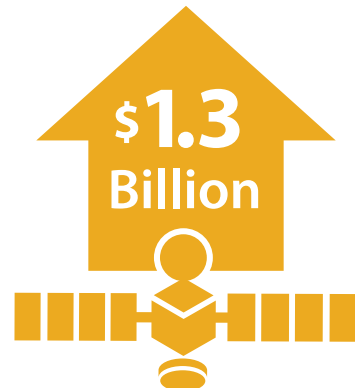


## OPPORTUNITY ON COURSE



#### TOTAL MARKET SIZE

VSAT Services across all segments will reach \$1.8 billion by 2018 (COMSYS)



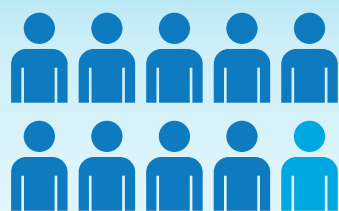
#### HTS VSAT REVENUES

HTS VSAT Revenues to eclipse \$1.3 billion by 2026 across GEO (\$1.1B) and non-GEO (\$0.2B) (NSR)



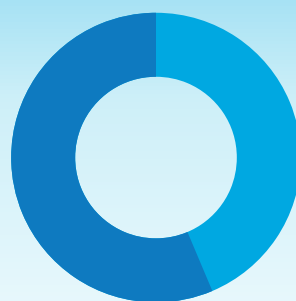
#### HTS VSAT BANDWIDTH

An additional 100 Gbps of HTS capacity will come online by 2026 (NSR)



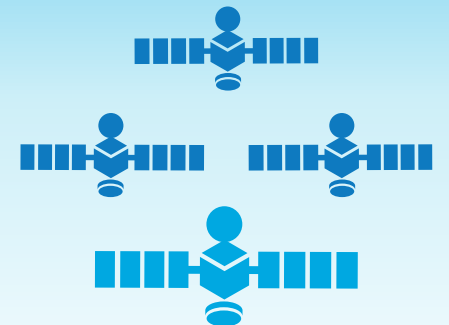
#### 9 OF THE TOP-10

maritime service providers by revenue use iDirect (NSR)



#### MORE THAN 50%

of all VSAT remotes deployed on vessels are made by iDirect (COMSYS)



Satellite operators Inmarsat, Intelsat, SES and Telenor launching HTS mobility services based on the iDirect platform