Sales Introduction
SAILOR Fleet One

The most important thing we build is trust

COBHAM

Thrane & Thrane A/S trading as Cobham SATCOM
Registered No: 65 72 46 18 Registered Address: Lundtoftegaardsvej 93 D, 2800 Kgs., Lyngby, Denmark

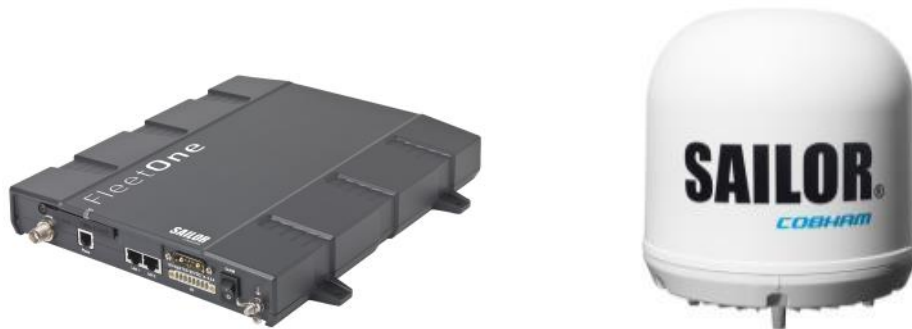**www.cobham.com**

1 Within reach

SAILOR Fleet One is the ideal communication solution for yachts, motorboats and small fishing vessels. Enabling leisure sailors and fishermen to stay in contact with family, friends and business partners outside of mobile telephone coverage. Based on the well-proven SAILOR platform, SAILOR Fleet One offers a cost effective hardware solution and together with tailored airtime options, a satellite communication solution within reach of all.

2 The solution

SAILOR Fleet One is a maritime broadband system, providing simultaneous high-speed data and voice communication via satellite, using Inmarsat BGAN (Broadband Global Area Network).
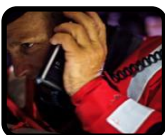
SAILOR Fleet one is entry level satellite communication equipment based on well-proven hardware and network technology.

The system consists of a terminal and a stabilised maritime antenna.

Used with a phone or computer the SAILOR Fleet One gives you access to:
- Internet browsing
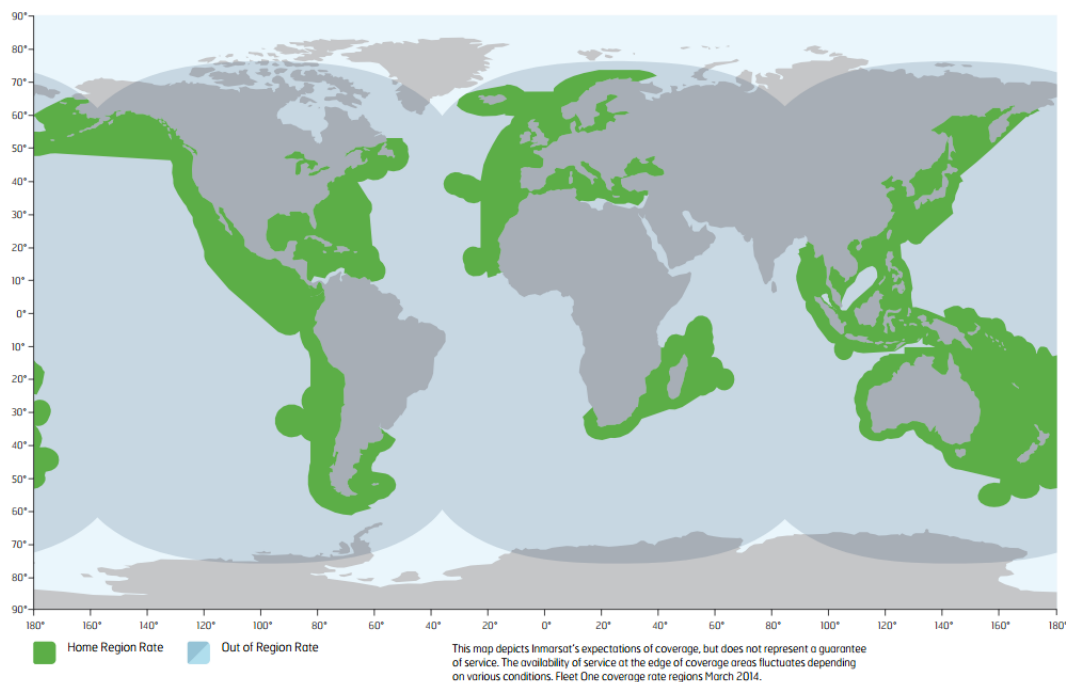- E-mail
- Phone services

100 Kbps
- Internet access
- Ideal for e-mail, social media and weather updates

1 Voice line
- Communication beyond the horizon
- Safety service (505)

Fleet One SIM card
- Flexible and cost effective airtime options
- Tailored for leisure and fishery markets

3 Fleet One Coverage

Fleet One is a global service, however, the specific Fleet One tariff is only available in selected geographies (green areas on coverage map below). Roaming outside the Fleet One home region areas will have an impact on airtime prices. Please consult Inmarsat Airtime providers for information with regards to airtime prices and specific coverage.

The special Fleet One tariff will apply to traffic originating within the Fleet one service area. Meaning, e.g. leisure sailors will be able to use the Fleet One tariff in the Mediteranean during summer and the Caribbean during winter with the same subscription. However, when crossing the Atlantic users will be outside a home region and roaming costs will apply.

Please note that a Fleet One SIM can only be used with a Fleet One terminal.

Home Region Rate   Out of Region Rate

This map depicts Inmarsat's expectations of coverage, but does not represent a guarantee of service. The availability of service at the edge of coverage areas fluctuates depending on various conditions. Fleet One coverage rate regions March 2014.

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The mobile satellite company™

4 Who are the customers?

The SAILOR Fleet One is ideal for yachts, motorboats and small fishing vessels and would be the natural upgrade for users that are currently using an Inmarsat Mini-M terminal or have a need for a low-cost, easy to install hardware solution.

Leisure:
- Stay in contact with family and friends
- Safety with the 505-service
- Tracking
- Accessing weather data and port information
- Seasonal usage
- Remote Office.

Fishing:
- Safety
- Data Collection and catch reporting
- Accessing weather data
- Tracking.

Unique selling points:
- Building on the proven SAILOR Platform with more than 35,000 FleetBroadband terminals in the market
- Small, lightweight and compact solution for easy and simple user installation
- Built-in PABX. SIP server for easy connection of additional IP handsets and smart phone SIP clients
- Control Data connection via handset or I/O pins
- Built-in tracking
- Worldwide SAILOR support network.

5 Fleet One Vs FleetBroadband

Even though appearances might be the same, SAILOR Fleet One and SAILOR 150 FleetBroadband are two different products and it is not possible to interchange hardware components. A Fleet One SIM card and subscriptions is required, FleetBroadband SIM cards are not usable.

Besides network services, there are other product differentiation parameters.

Services:
- Designated coverage areas
- No support for streaming services
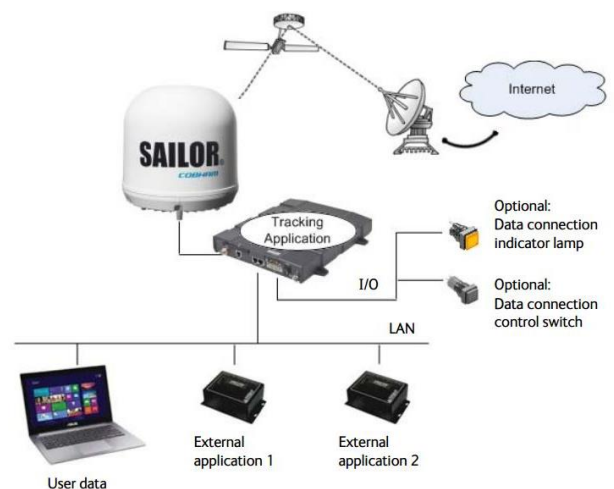- No support for ISDN and 3.1kHz audio services
- Limited to 100 Kbps.

Features Omitted from Fleet One:
- Remote management
- Remote activation
- Link monitoring
- Multi-voice
- Non-SOLAS Voice Distress Alarm Panel
- Port Forwarding.

Data connection types:
There are different types of data connections from/to the SAILOR Fleet One.

- A user data connection for connecting your computer or other device to the Internet.
- A connection for tracking your SAILOR Fleet One, for sending distance or interval reports from the SAILOR Fleet One to a tracking server.
- Two external data connections for use with 3rd party external equipment such as devices for fishery reporting etc.

Data connection control:
The SAILOR Fleet One offers a new feature that will allow the user to control and monitor the data connection. Via the I/O interface the user can connect a switch and an indicator that controls and show the status of the terminal data connection.

6 The SAILOR Fleet One

The SAILOR Fleet One is based on the SAILOR FleetBroadband hardware platform, with more than 35,000 terminals in the market.

The SAILOR Fleet One system includes two main hardware components:
SAILOR Fleet One antenna
SAILOR Fleet One terminal

SAILOR Fleet One antenna
The SAILOR Fleet One system uses the SAILOR Fleet One antenna, which is a small size maritime 2-axis stabilised antenna.
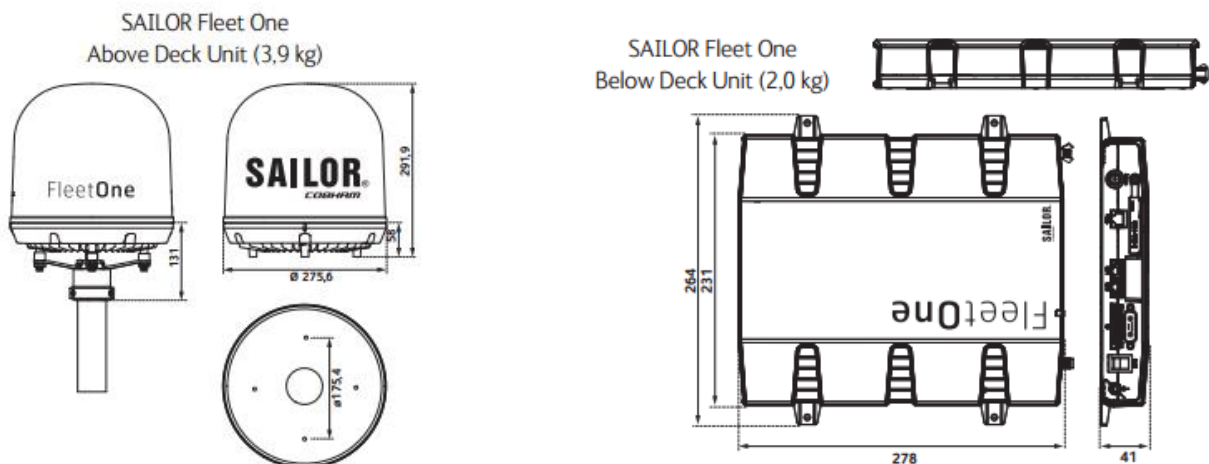
SAILOR Fleet One terminal
The SAILOR Fleet One terminal is the controlling unit in the SAILOR Fleet One system. It contains all user interfaces and a power LED indicator, and stores configuration data

Outline Drawings and Installation
SAILOR Fleet One is easy and cost-effective to install, so professional and recreational users can be up and running within just a few hours. You'll have everything you need to get started in the box and because the system is based on standard IP services and a clear user interface, connecting your computer or phone system is simple.
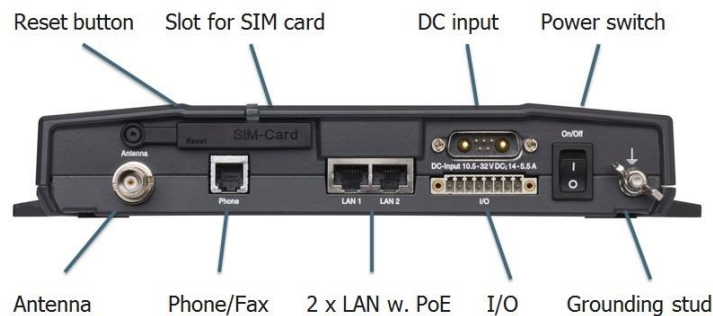

Product features
The SAILOR Fleet One system offers the following features and interfaces:
- Simultaneous voice and data communication over Satellite
- Data capabilities, single or multi-user, up to: 100 kbps
- Standard Voice (4 kbps)
- Built-in SIP server for easy connection of external IP Phones

- 2 LAN (Local Area Network) ports with PoE (Power over Ethernet) for connecting computers, e-hubs, IP handsets, WLAN access point etc.
- 1 Standard Phone port
- 1 multi-purpose I/O connector with 5 configurable inputs/outputs
- 1 SIM slot for your Fleet One SIM card
- Built-in DHCP/NAT router
- Built-in web interface for managing phone book, messages and calls, and configuration
- Input power: 10.5 - 32 V DC (11.5 A - 4 A)
- CE certified
- ATC resilient
- Supports Inmarsat's extended L-band services, Inmarsat-XL.

7 Service and Support

The new uniform warranty terms, effective as of May 5th 2014, will also be applicable for the SAILOR Fleet One. SAILOR Fleet One will carry a 24 months warranty (parts and labour) from date of sale/installation, up to 6 months from ship date.
In addition extended warranty packages as well as service packages with additional coverage will be available.

Spare parts are available in the eShop.

8 What is in the Box

The SAILOR Fleet One comes in two different versions. One with IP Handset included and one without.

403744A-00581 SAILOR Fleet One
403744A-00591 SAILOR Fleet One w/o IP Handset

- SAILOR Fleet One terminal
- SAILOR Fleet One antenna
- DC power cable (1 m)
- Antenna cable (10 m)
- Ethernet cable (2 m)
- Manual and quick guides

9 Approvals

Fleet One is currently not a part of the SOLAS requirements and therefore does not need MED (Wheelmark) type approval.

SAILOR Fleet One has obtained Inmarsat Type approval and the hardware has RTT&E, FCC and CE marking and several national approvals including China, Japan, Brazil, Russia, Ukraine and Canada.

The list of different approvals can be found on our extranet. Please contact us if you need additional approvals that cannot be found in the list.