



Data Services

Connecting you to what matters most.

November 2023

Agenda

- Telenor Group - at a glance
- Telenor Satellite – an overview
- THOR fleet at 1° West
- Data Services
 - Maritime services
 - Land services
- The Bridge - online customer portal



Telenor Group - at a glance

- Telenor Group is an international provider of tele, data and media communication services.
- Connecting the world has been Telenor's domain for 166 years, and we operate across Europe and Asia.
- We connect our 172 million customers in 9 markets worldwide to what matters most.
- Our 16 000 employees are committed to responsible business conduct and driven by the ambition of empowering societies.
- Telenor Group is one of the world's major mobile operators, with revenues of NOK 98.953 billion in 2022.
- Telenor Group is listed at Oslo Stock Exchange under the ticker TEL.

A photograph of a woman with dark curly hair, wearing a bright red coat and large white over-ear headphones. She is looking down at a smartphone in her hands. The background is a blurred outdoor scene with other people.

Connecting you to what matters most.
Empowering societies.

Telenor Satellite

- overview

- Leading European satellite operator and connectivity provider
- Premium satellite services from 1°West
- Business areas & coverage:
 - Data Services (EMEA)
 - Broadcasting (Europe)
 - Occasional Use (global)
- Teleport services (in Norway & Cyprus)
- Founded in 1986
- Revenue 2022: 916 MNOK
- Employees: 112



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



THOR fleet at 1°West



THOR 5

Launched: 2008
Orbital location: 0.75°W
Transponders: 15 FSS, 9 BSS
Coverage: Nordics, CEE
Operational state: active



THOR 7

Launched: 2015
Orbital location: 0.65°W
Transponders: 21 BSS, Ka payload
Coverage: Europe, Middle East
Operational state: active



THOR 6

Launched: 2009
Orbital location: 0.85°W
Transponders: 16 FSS, 20 BSS
Coverage: Nordics, CEE
Operational state: active



THOR 10-02 (IS 10-02)

Launched: 2004
Orbital location: 1.0°W
Transponders: 7 FSS
Coverage: Europe, Middle East
Operational state: active
Life-extension service: 2021 (MEV-2)

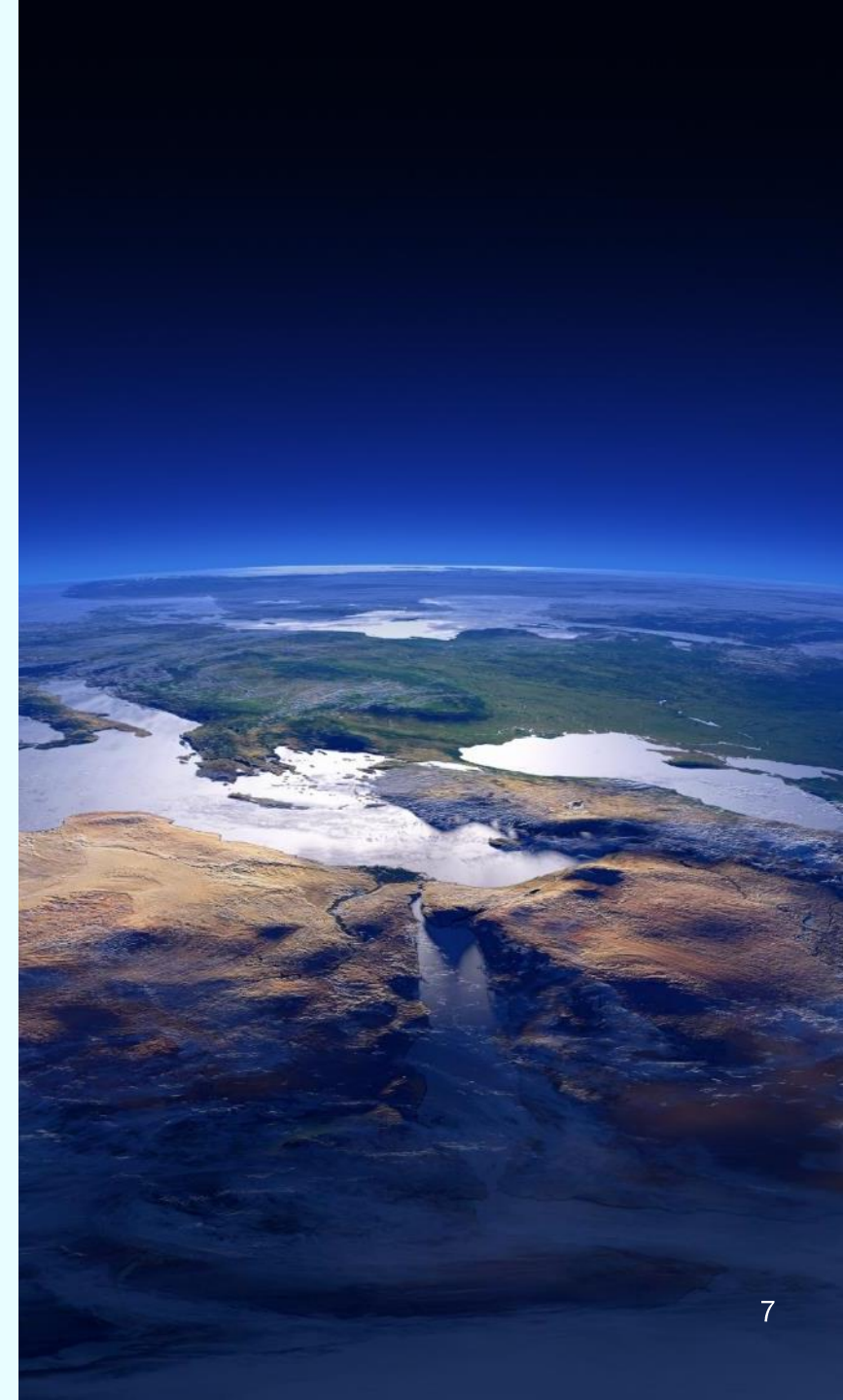


Data Services

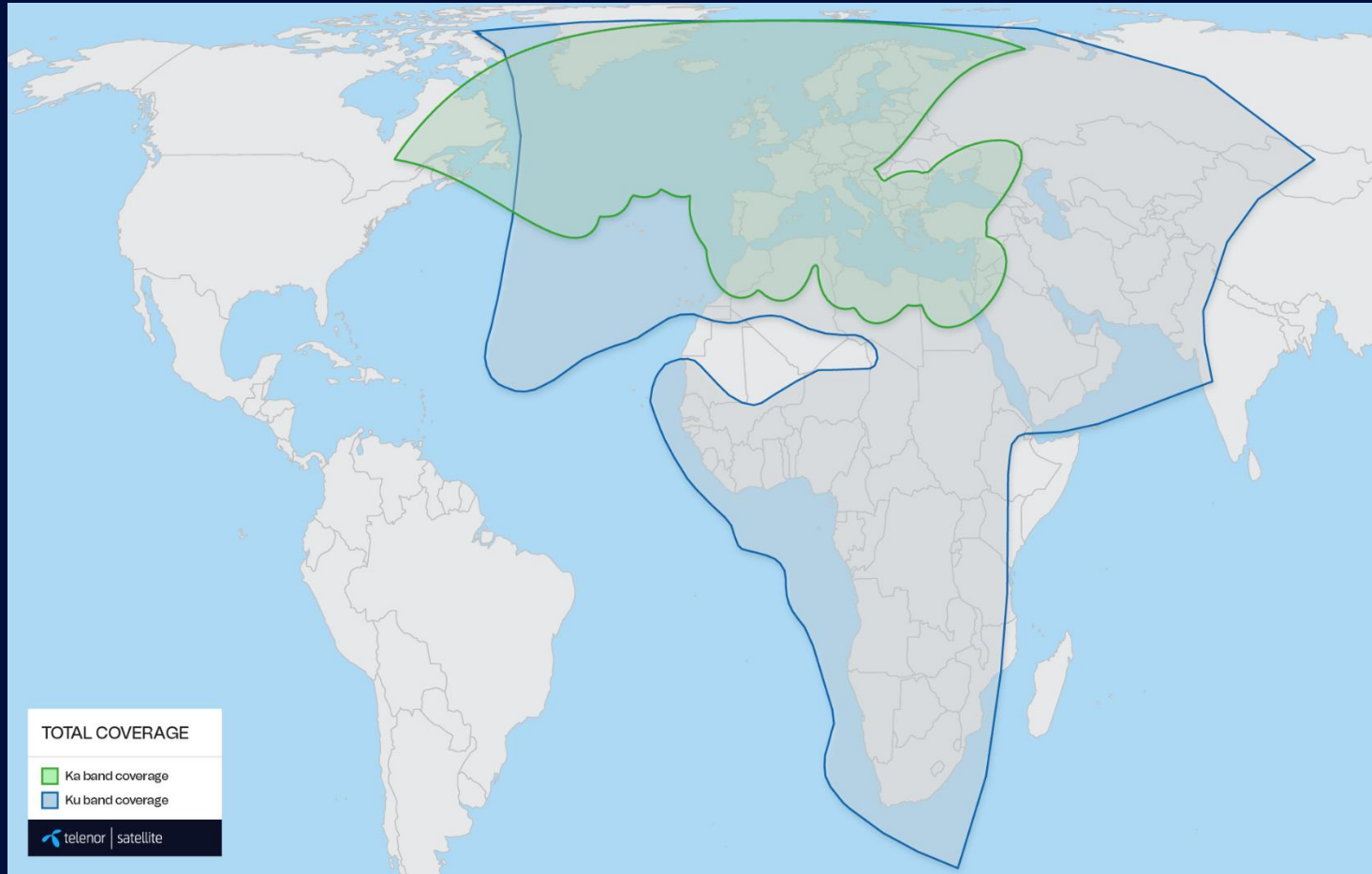


High-powered VSAT services on land and at sea

- Unique coverage from EMEA, up to 79°North
- Extended coverage over Atlantic
- 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



Our combined Ka and Ku coverage



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 35/6 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 subsidy and 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



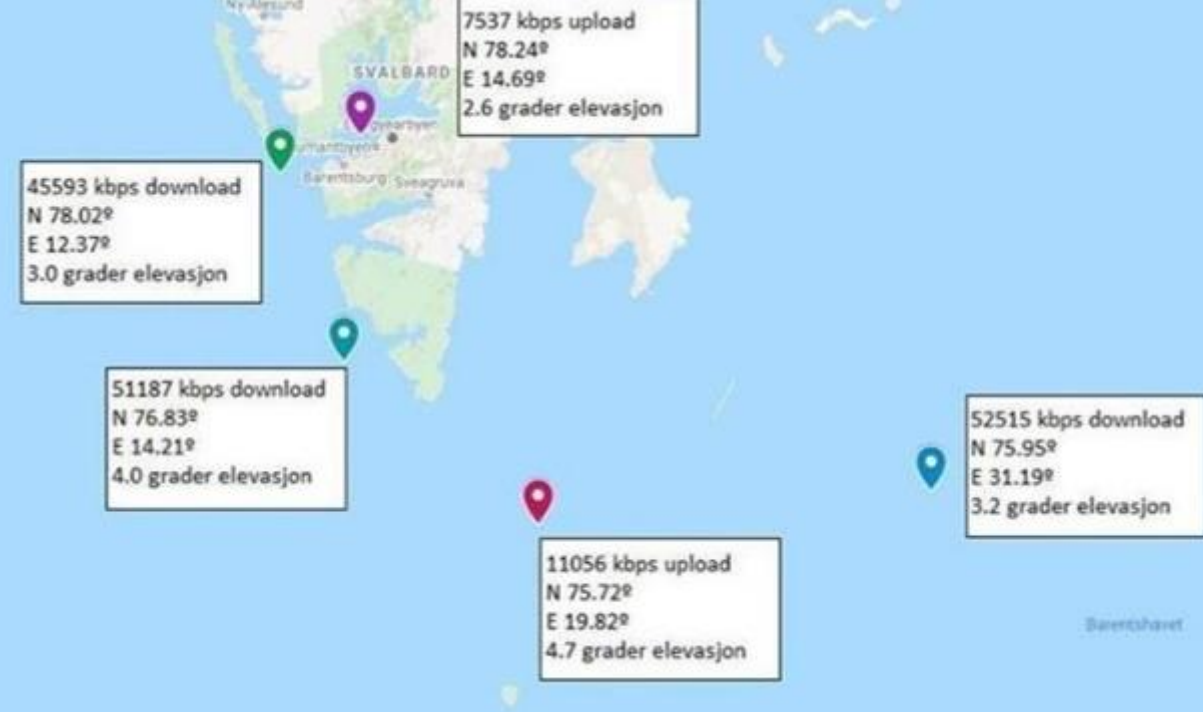
Additional services with Anker portfolio



- Antenna testing
- Terminal lock
- Professional services:
 - System Engineering
 - Advanced Configuration
- Managed XipLink™ (WAN optimisation)
- Public Static NAT

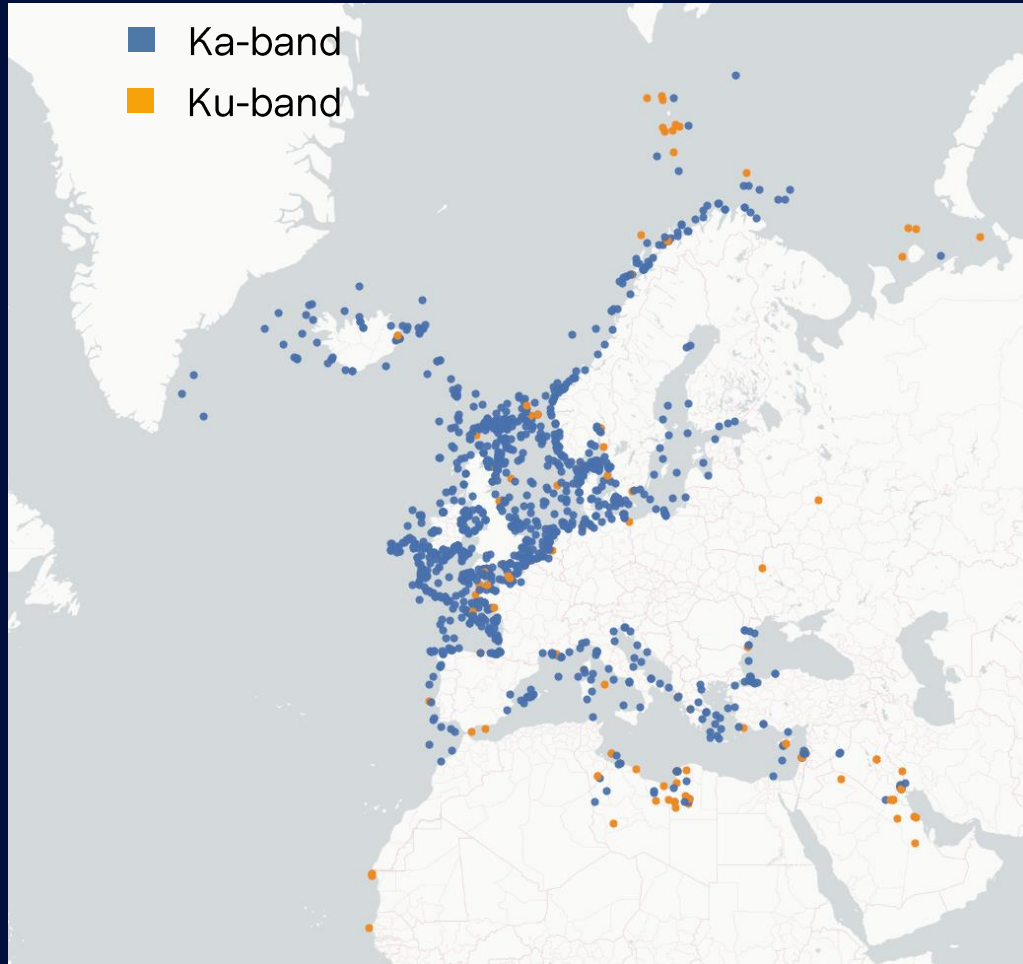


Providing extended reach farther North

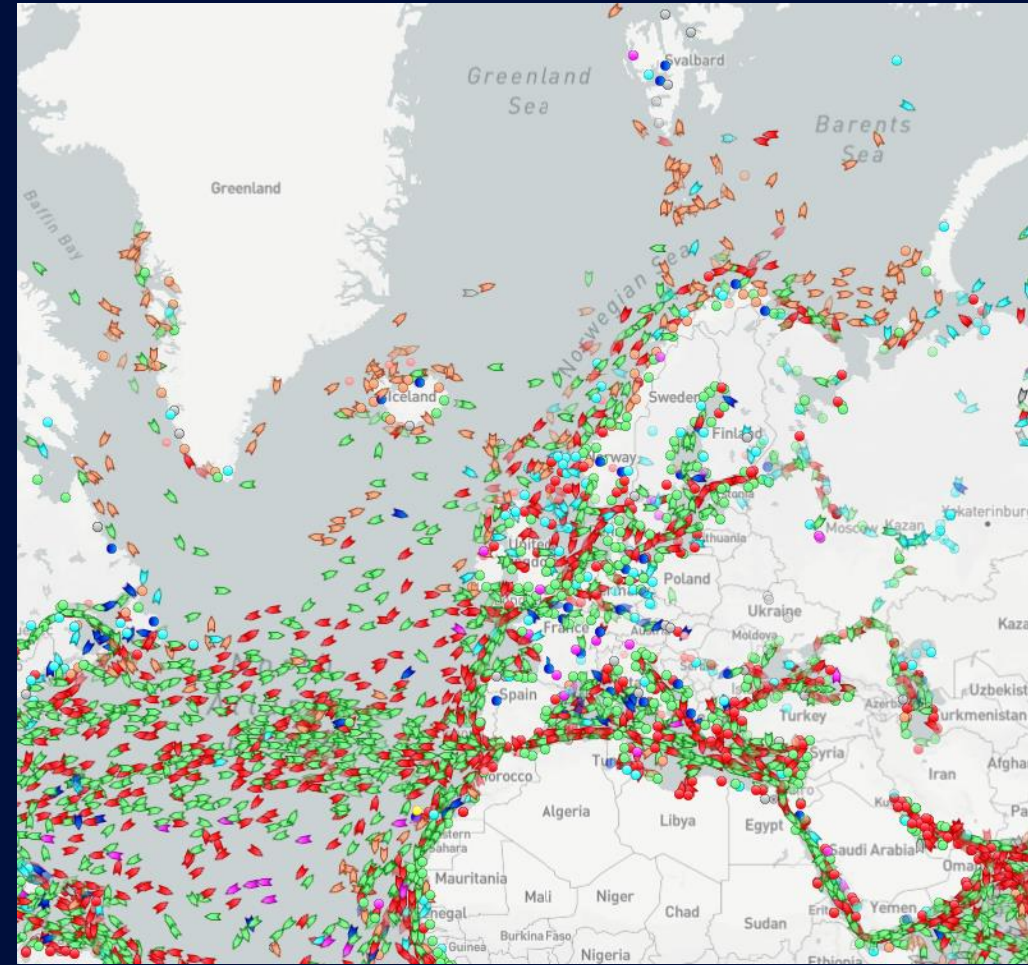


- Our services are dimensioned to work under the toughest conditions
- Purposed-built systems to account for low elevation and harsh weather conditions
- Anker Managed Services on Dialog® allow for:
 - 50+ Mbps download
 - 10+ Mbps upload with standard 1m antenna¹⁵

Serving close to 1900 maritime terminals



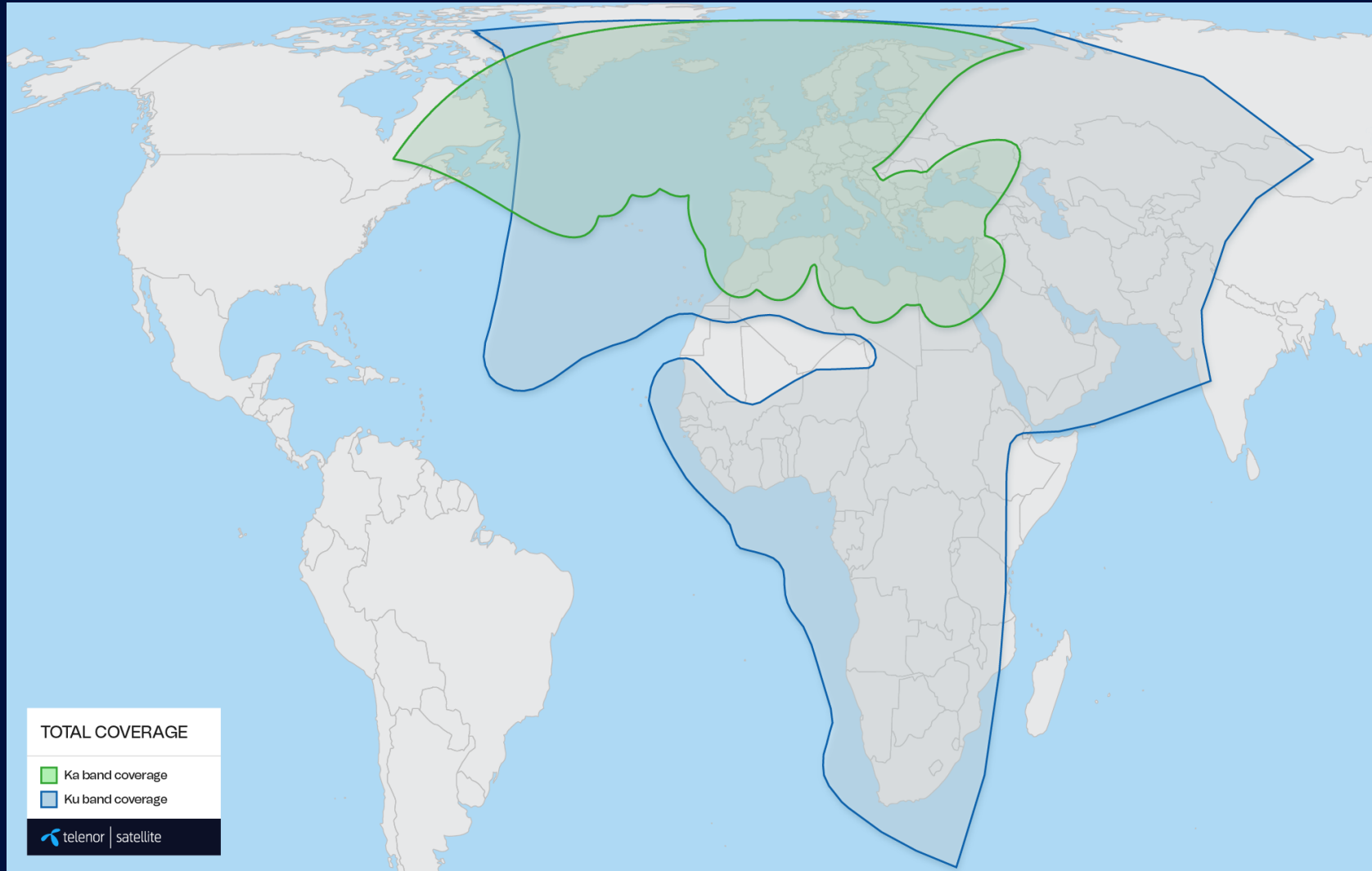
Telenor Satellite terminals, 2023



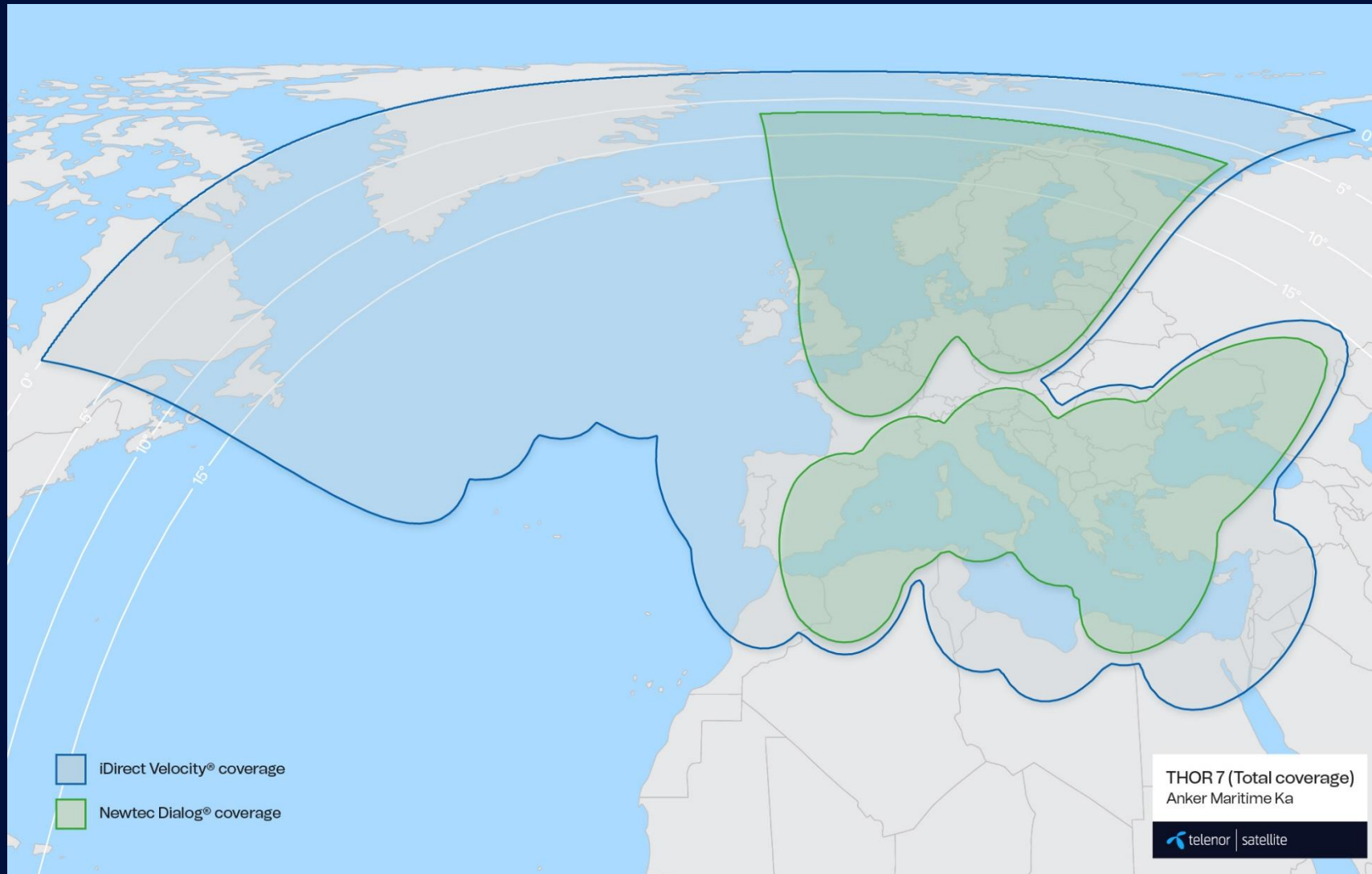
Marine Traffic all terminals, 2023



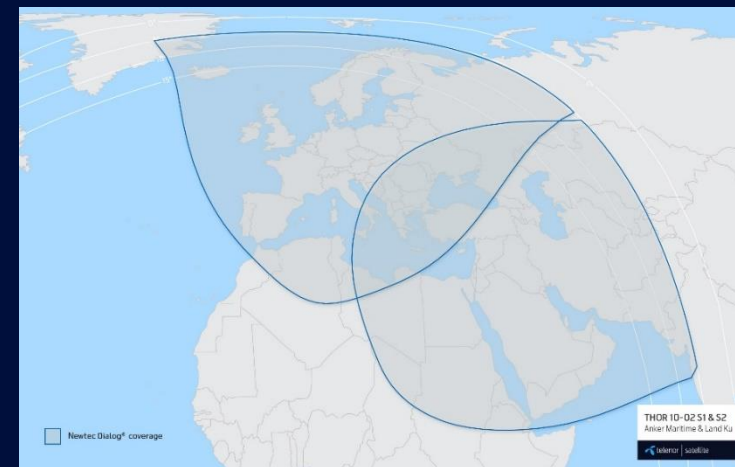
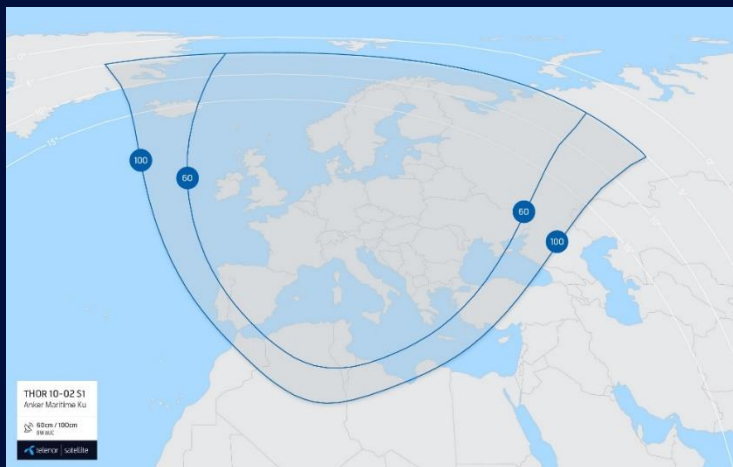
Our combined Ka & Ku coverage



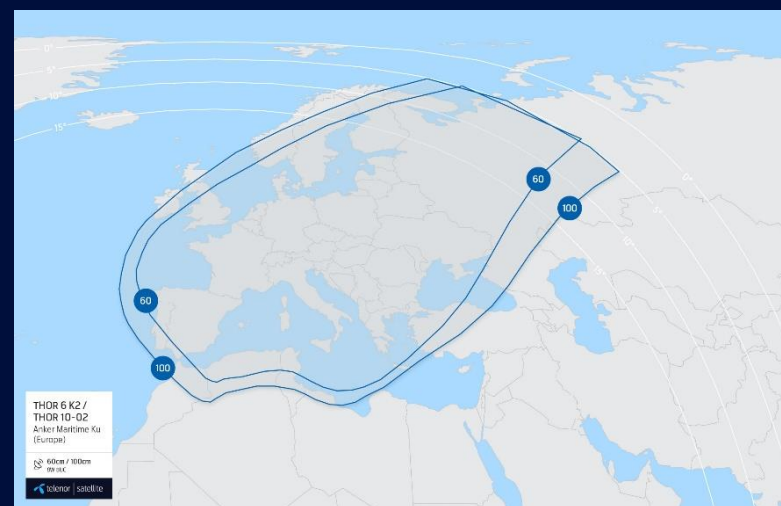
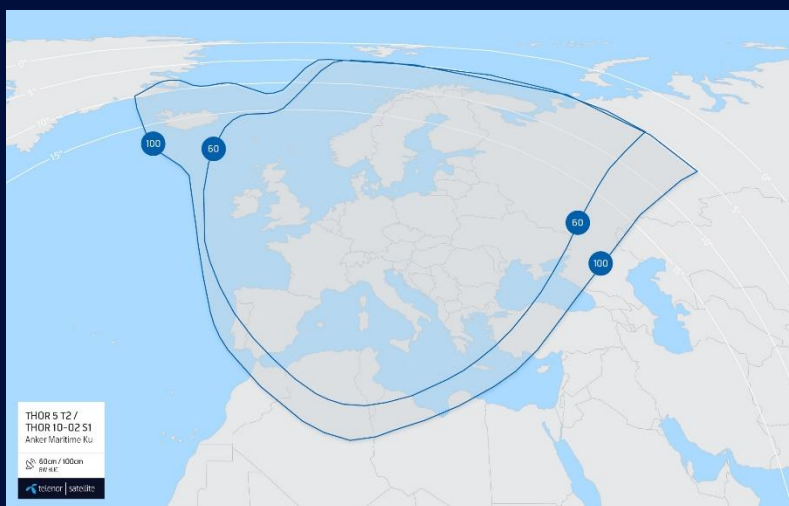
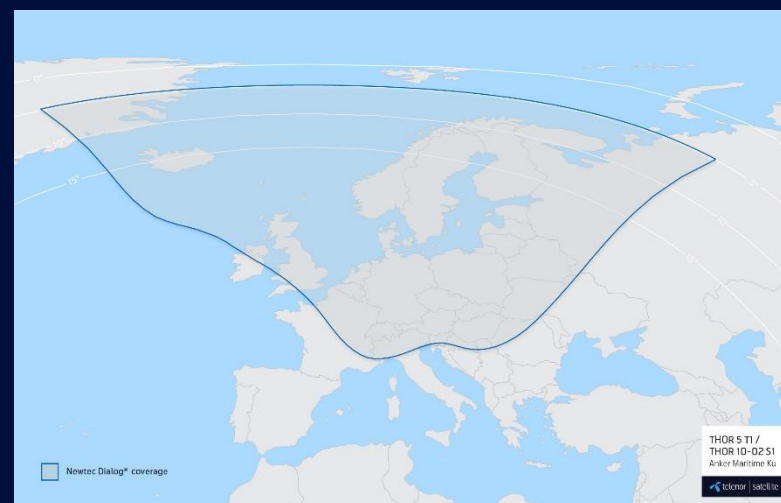
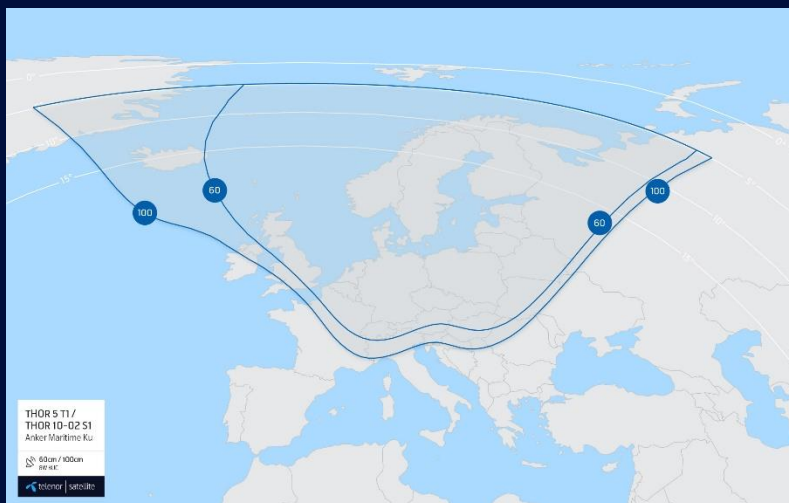
Maritime Ka-band coverage



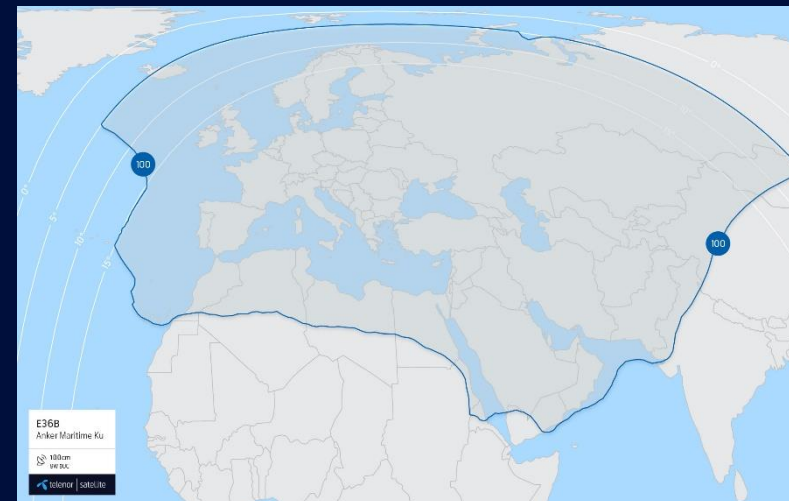
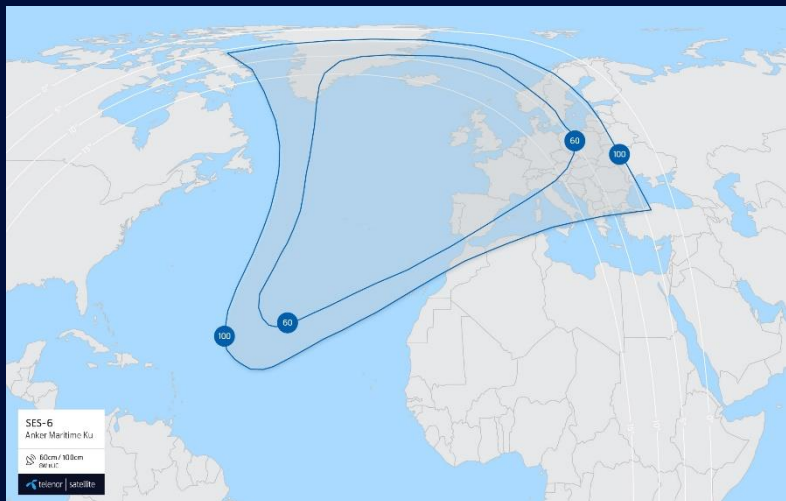
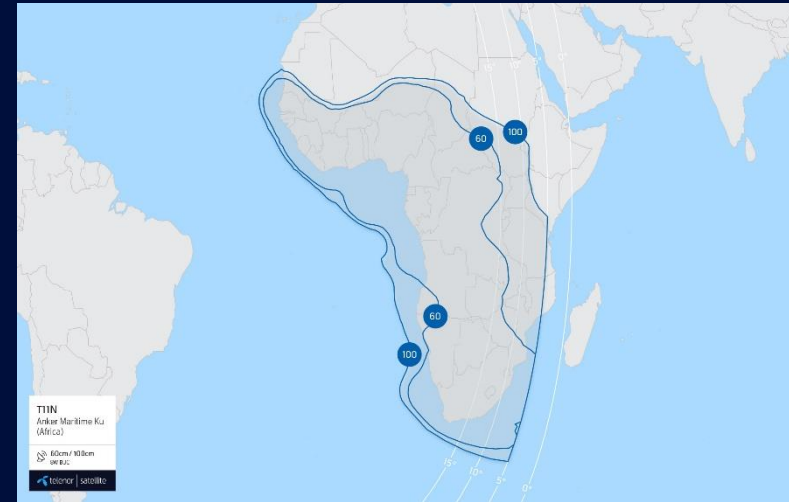
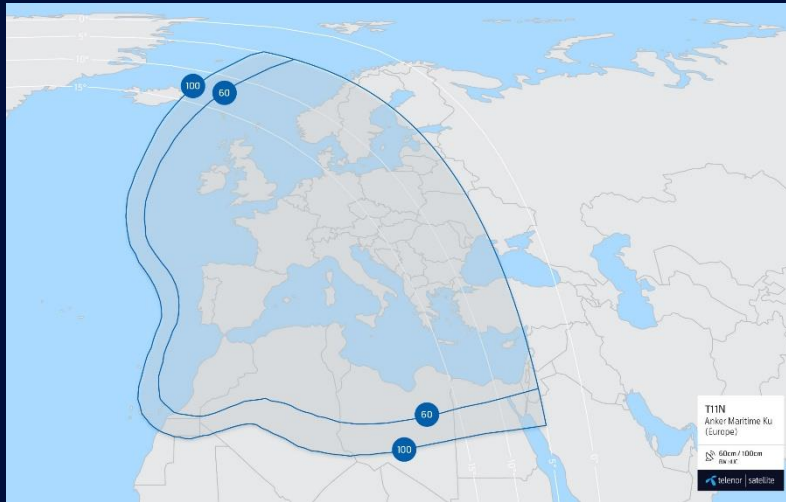
Maritime Ku-band coverage



Maritime Ku-band coverage



Maritime Ku-band coverage (external capacity)



Antenna compatibility & financing

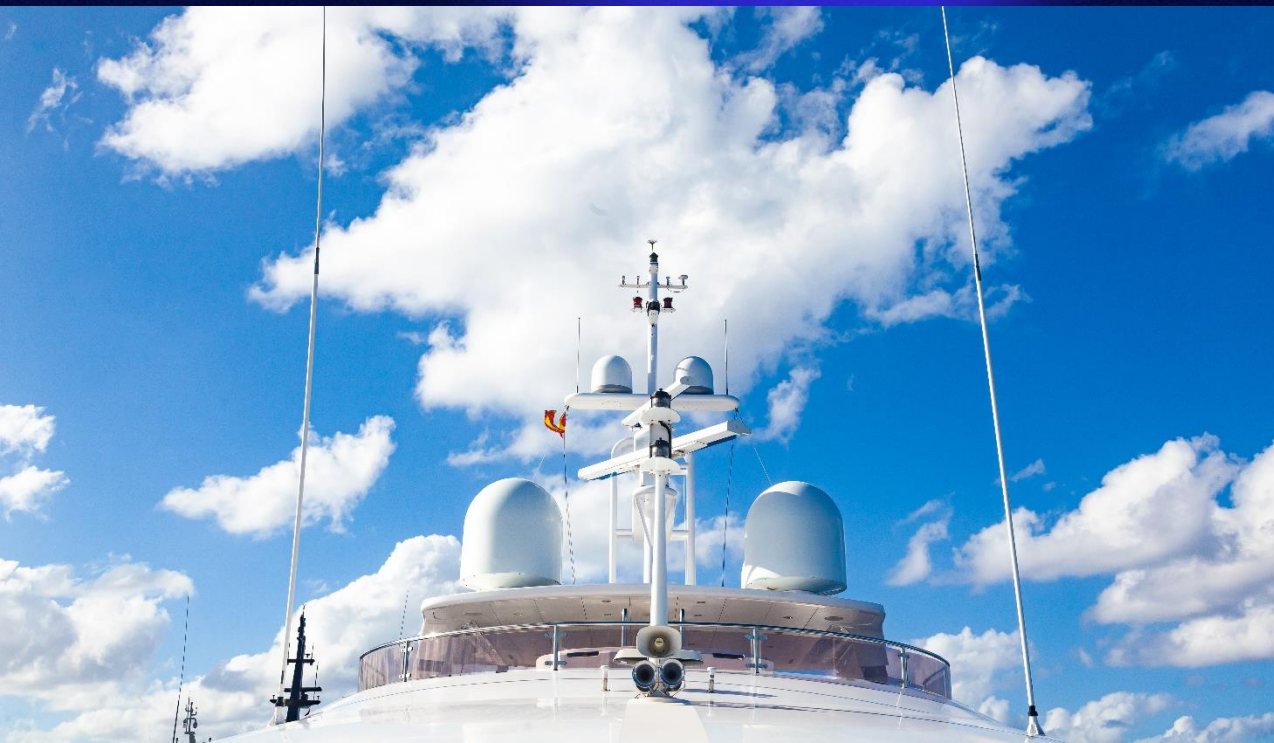


Antennas compatible with Anker Maritime Ka-band



Antenna Manufacturer	Antenna Model	Antenna Class
Cobham	SAILOR 600	small
Cobham	SAILOR 600 XTR	small
Cobham	SAILOR 900	large
Cobham	SAILOR 1000 XTR	large
Intellian	v60 Ka	small
Intellian	v60Ka Gen II	small
Intellian	v60Ka 2 (XCVR)	small
Intellian	v85NX Ka	large
Intellian	v100 Ka	large
Intellian	v100NX Ka	large
Intellian	v100NX Ka (XCVR)	large

Antennas compatible with Anker Maritime Ka-band



Antenna Manufacturer	Antenna Model	Antenna Class
Skytech	BB50KA	small
Skytech	BB75KA	small
JRC	JUE-60	small
EPAK	DSi9	small
KNS	KNS C5Ka	small
KNS	KNS Z5Ka	small
KNS	Z10MK4-KA	large
KNS	Z10MK4-Dual Band	large

Attractive antenna financing solution



- Antenna subsidy and financing solutions to optimise your cash flow and total cost of ownership
- Antennas are also available for direct purchase, if associated with an airtime agreement



“...The value that is being delivered is another step forward...usability, cost, ease of installation, size and weight of antennas - it all makes a big difference...”

Director, Anker Maritime Ka-band reseller

Land services

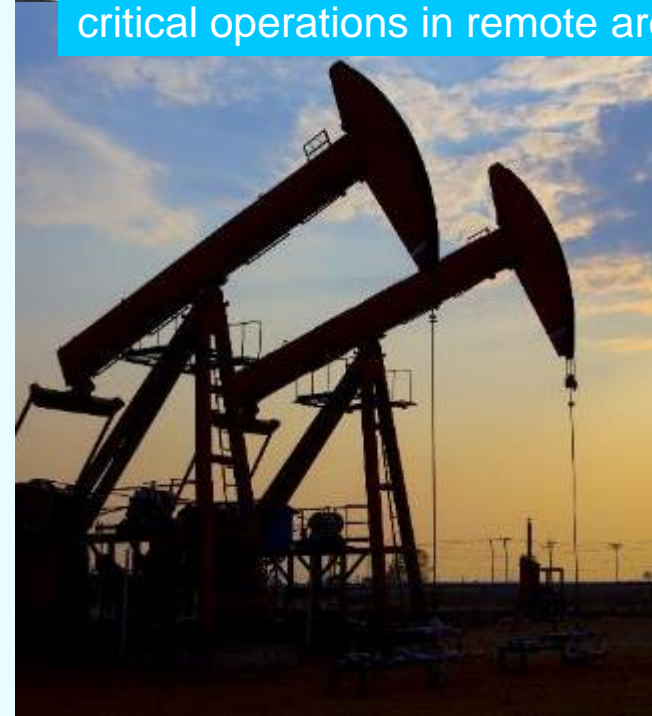


Expanding terrestrial networks across EMEA

- For voice carriers, large ISPs, government bodies, large corporations and small business
- Fixed & transportable solutions for land sectors:
 - Aid & emergency response
 - Community
 - Energy
 - Transport
 - Government
- Anker Managed Services
- VNO / Wholesale / Space segment
- SCPC / P-to-P links
- Teleport services
- Customer support 24/7/365



Reliable communication links for critical operations in remote areas.



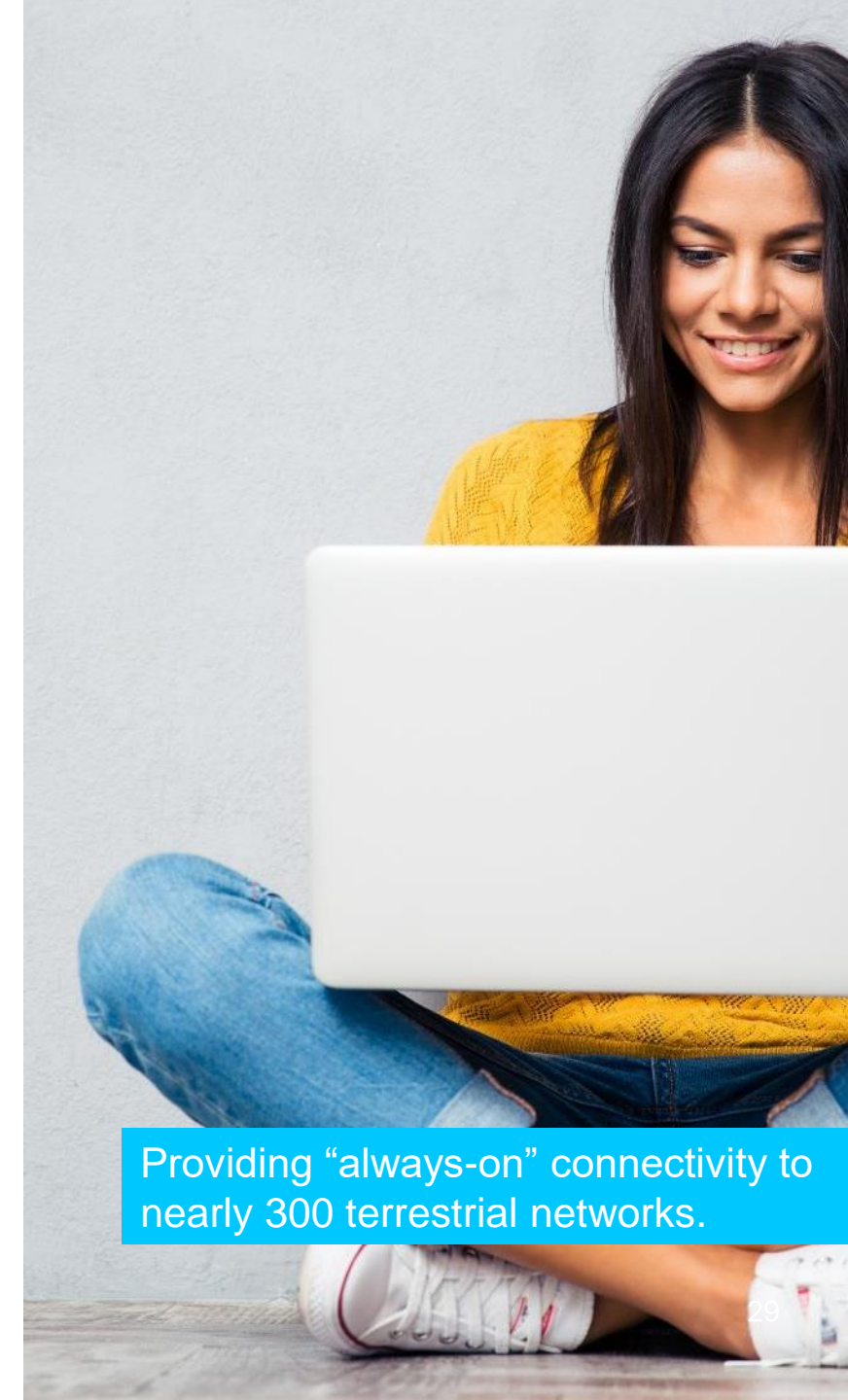
Anker Managed Services on Ka-band

- High Throughput Satellite (HTS) on Ka-band
 - High-performance spot-beam technology
 - Sophisticated rain fade mitigation techniques
- VSAT platforms: iDirect Evolution®
 - Wide range of service profiles, up to 25/3 Mbps
 - Fixed monthly rates with unlimited data
- Tailored SCPC and “Carrier in Carrier” solutions
- Flexible service terms with monthly service plans
- Tailored IP configurations
- Fixed and transportable antennas supported, ranging 50cm - 1,8m
- Dual and diverse internet backbone



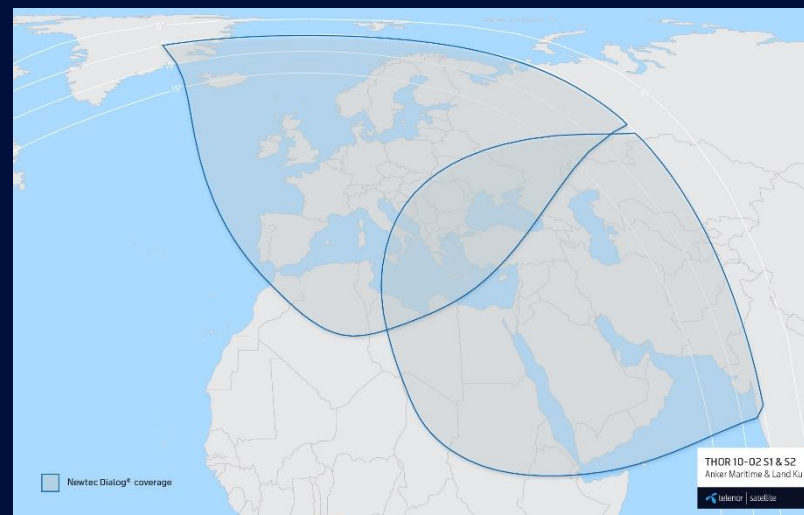
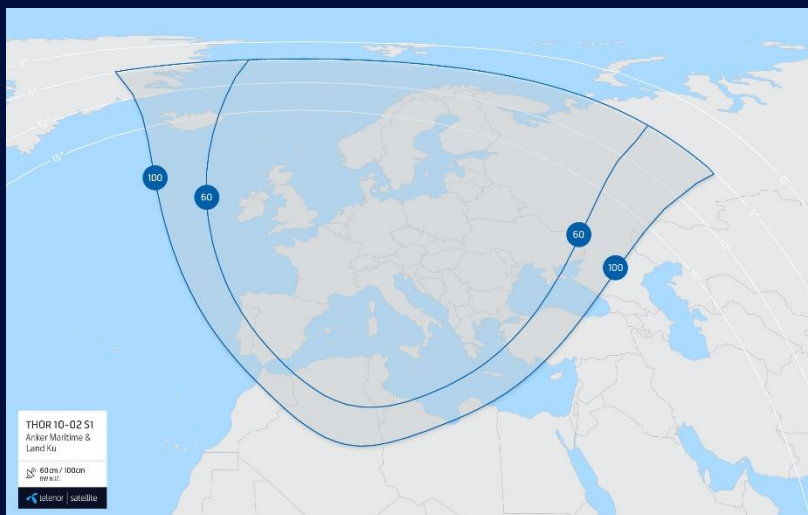
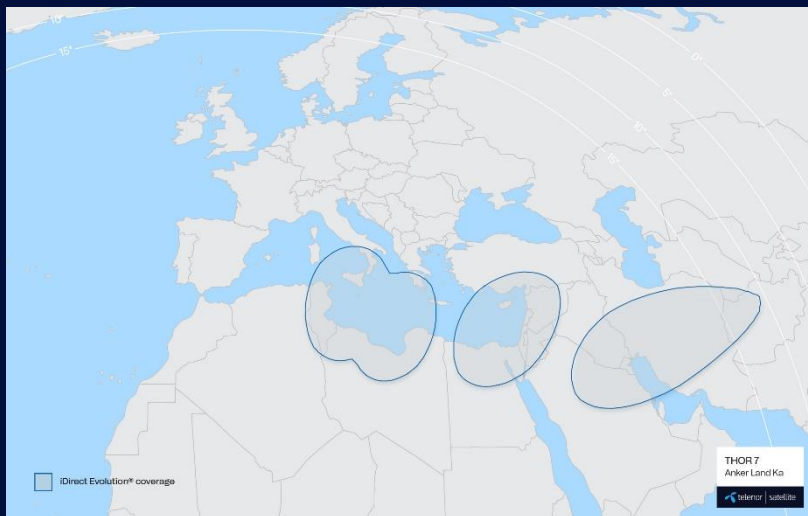
Anker Managed Services on Ku-band

- VSAT platforms: iDirect Evolution®, Newtec Dialog®
 - Wide range of service profiles, up to 75/10 Mbps
 - Fixed monthly rates with unlimited data
- Tailored SCPC and “Carrier in Carrier” solutions
- Flexible service terms with monthly service plans
- Tailored IP configurations
- Fixed and transportable antennas supported, from 50cm to 1,8m
- Dual and diverse internet backbone



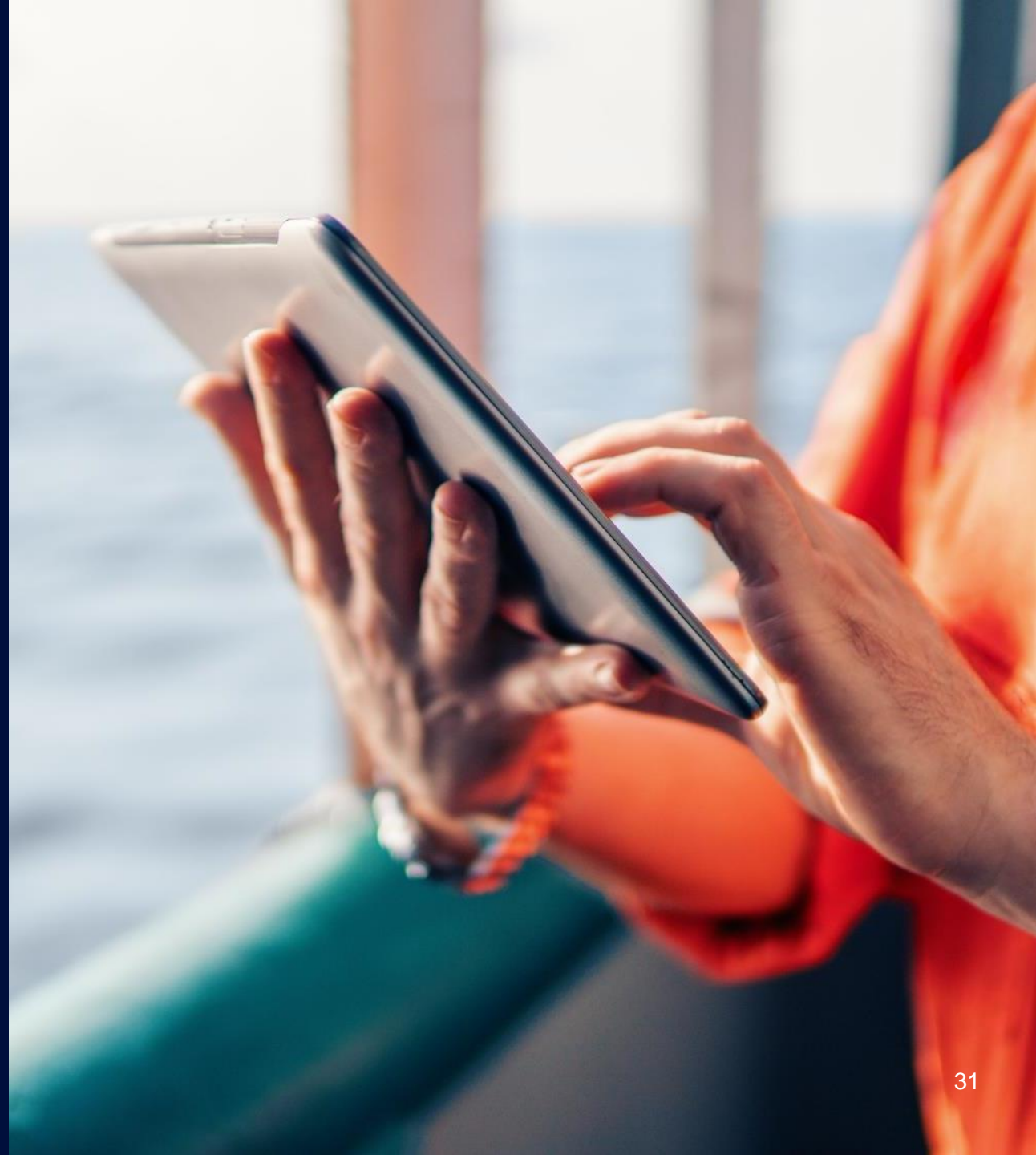
Providing “always-on” connectivity to nearly 300 terrestrial networks.

Land Ka & Ku-band coverage



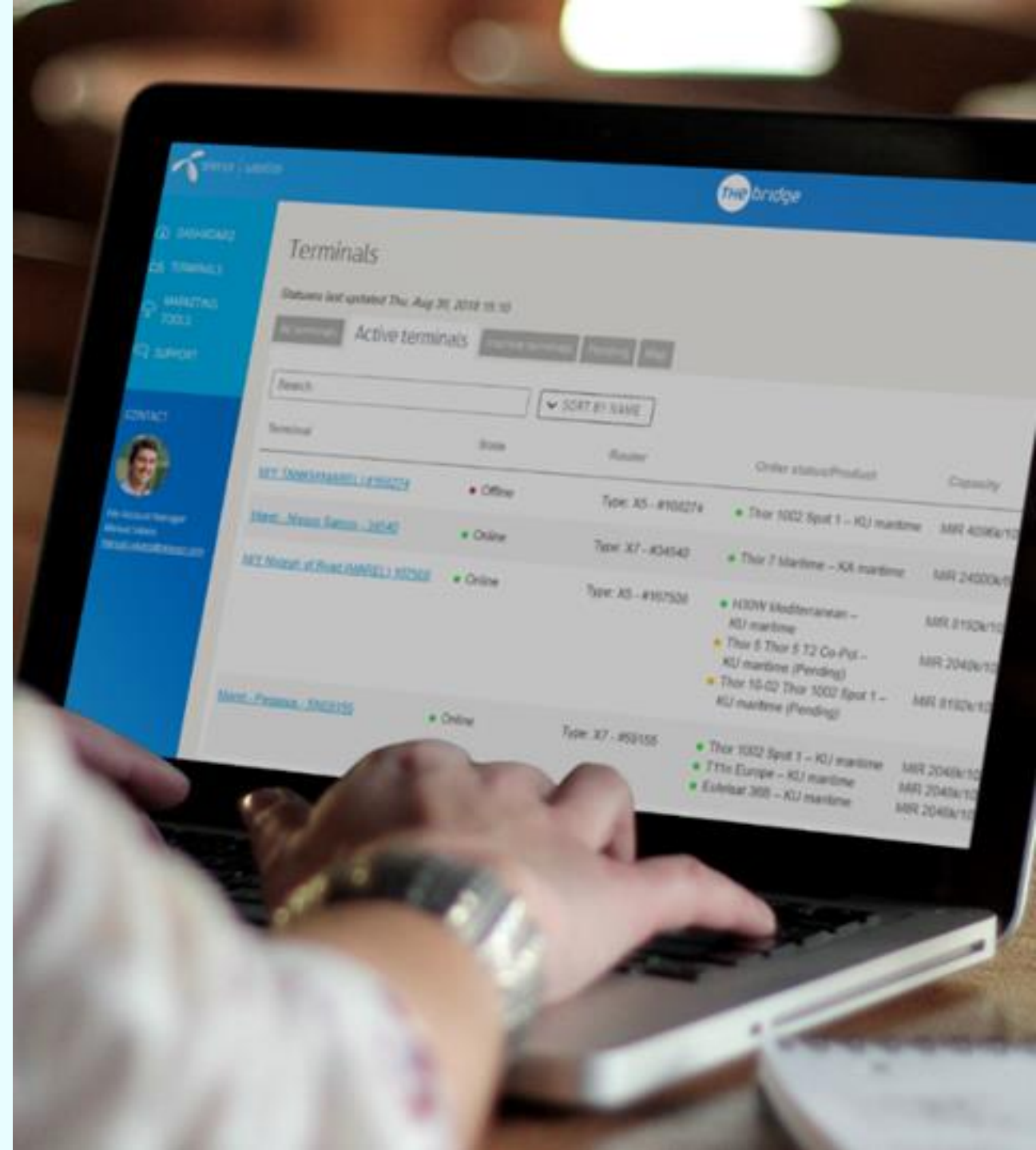
The Bridge

- online customer portal



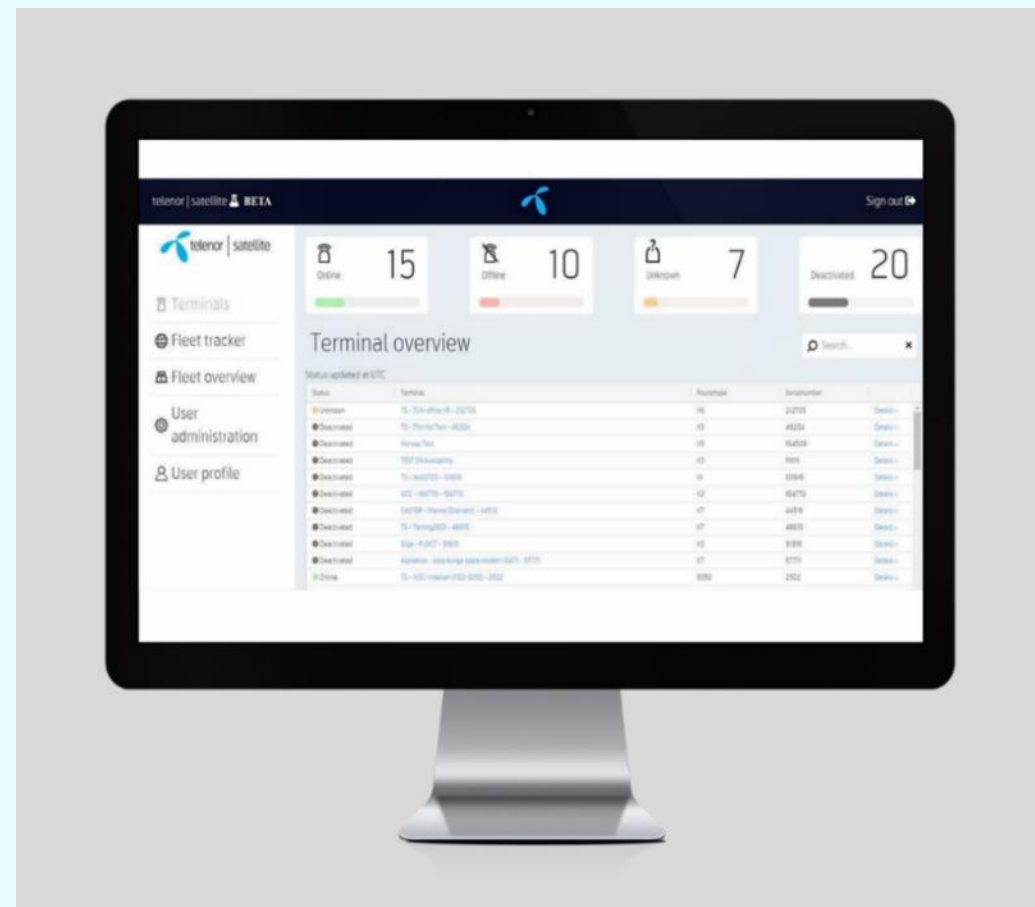
The Bridge

- 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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