

Leveraging New Space capabilities for Government

Satellite Communications and Hybrid Network Solutions

June 2024

Marlink Group

DIGITAL TECHNOLOGIES



Cloud & IT



Cyber Security



IIoT / OT

MANAGED NETWORKS



Satcoms (GEO, MEO, LEO)
& terrestrial (4G/5G, Wi-Fi, cloud)



SD-WAN Orchestration



Device Management

NETWORK EXPERTISE



Resilient Network Infrastructure



ICT Engineering Know-how

KEY REFERENCES



NORWEGIAN MINISTRY OF FOREIGN AFFAIRS



FDFA



Bundeswehr

STRONG SHAREHOLDERS

Strengthen our Digital Ambitions



SOLID FOUNDATIONS



1500 Employees



30 Countries



\$800 m Revenues

GLOBAL DELIVERY & OPERATIONS



24/7/365 multi-lingual
Global & Regional Support



Global Field Service
Global warehouses



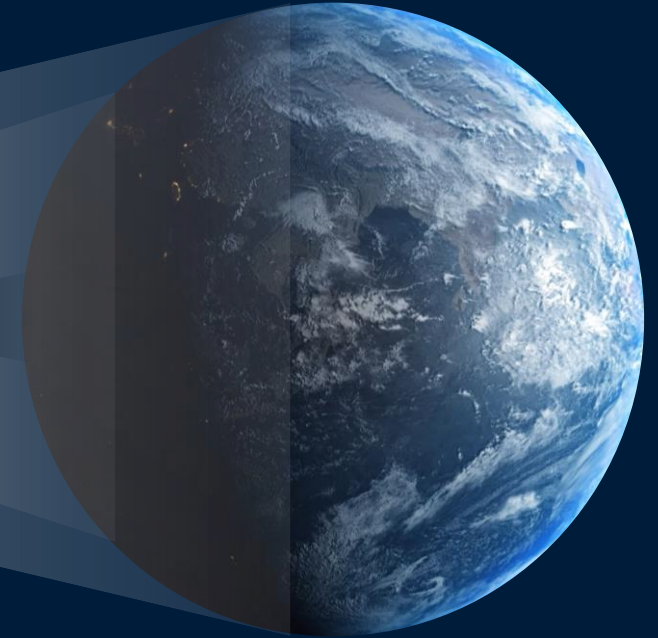
LEO by Marlink

Satellite orbits

GEO
36000 Km

MEO
5000-20000 Km

LEO
1200 - 500 Km



STARLINK

 **EUTELSAT** ONEWEB
EUTELSAT GROUP

 | project kuiper

 **TELEMAR**

 **MARLINK**

LEO by Marlink

A Marlink solution for land and sea

A low latency, high speed, resilient and end-to-end secure managed service designed for mission critical communication anywhere



Features

- ✓ LEO Latency: <70 milliseconds , Remote to Teleport
- ✓ High throughput: up to 350 Mbps
- ✓ Permanent or Volume Cap and data prioritized bandwidth
- ✓ Global coverage a true key advantage for borderless operations.
- ✓ Extensive range of fit-for-purpose and ruggedized hardware designed for all the most remote terrains.



Services included

- ✓ Activation and Suspension of Services
- ✓ Remote configuration and commissioning
- ✓ Dedicated Account Manager
- ✓ Tier 1 ENOC support from Marlink
- ✓ Remote login support for remote troubleshooting
- ✓ Unified customer portal & monitoring
- ✓ Consolidated billing and collection
- ✓ 12 months warranty handling
- ✓ Replacement stock in Marlink premises
- ✓ Priority access to experienced Field Engineers

LEO by Marlink

Tailored to fit both critical and casual communication needs

STARLINK



Crew Welfare



Maintain high troop and crew morale by keeping them connected with family, friends, and daily news through high-speed internet access.

- Standard encryption over public internet.
- MIR only
- No SLA
- Marlink can provide VPN backhauling as an option.

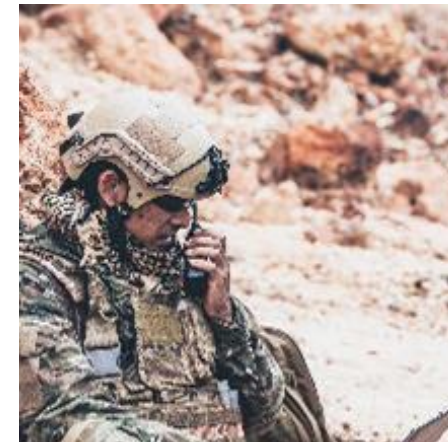


Use Cases

ONEWEB-EUTELSAT



Critical Communication



Deploy a secure and reliable communication for mission critical operations with committed information rate.

- End-to-end secure network through VPN backhauling.
- CIR available
- SLA available



Welfare services

Supporting soldier safety & well-being



Internet access

Low latency internet access for video calls and social media.

Separation of your workers' online activity from your corporate data.



Advanced IPTV

TV-as-a-service offering a fully managed welfare solution, with 150 channels of news, entertainment, and gaming services.



Video on Demand

With additional licensing your crew can access with the latest releases from Hollywood and other partners.



News & Magazines

Enable your team to access the latest news and updates from across the globe with 7000 newspapers from 120 countries.



User access

Manage access for all users on site - from your crew to third parties - and benefit from advanced security options.



Custom packages

Fully managed cost control options, including pre-paid vouchers or online card payments, with packages designed to fit your needs.



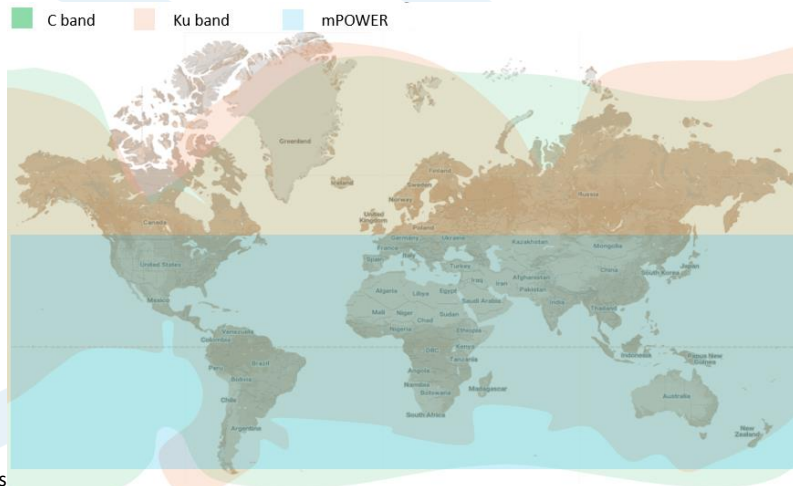
TELEMAR



MARLINK

Satcom Complementarity for Army / Navy

- Combined worldwide coverage
- CIR & MIR solutions
- Unlimited/limited data volume
- Redundancy & path diversity
- SD-WAN ready
- High adaptability & scalability
- Out of Band management



Satcoms	C/Ku-band VSAT	O3B mPower	Starlink	OneWeb	Inmarsat G2X	MSS
Orbit	GEO 36,000 km	MEO 8,000 km	LEO 550 km	LEO 1,200 km	GEO 36,000 km	GEO 36,000 km
Coverage	-70° / +70°	-50° / +50°	Global	Global	Global	Global
Frequency	C-band Ku-band	Ka-band	Ku-band	Ku-band	Ka-band	L-Band
Application	Mission-critical Welfare	Mission-critical Welfare	Welfare	Welfare	Mission-critical Welfare	Mission-critical
Monthly data volume	Unlimited	Unlimited	1 - 5 TB	Dual	Unlimited	Low
RTT ms	600 ms	180 ms	40 ms	70 ms	600 ms	600 ms
CIR Down/Up	125/25 Mbps	1 000/600 Mbps	n/a	12/6 Mbps	4/2 Mbps	704/352 Kbp
MIR Down/Up	125/25 Mbps	1 000/600 Mbps	220/25 Mbps	75/15 Mbps	8/4 Mbps	n/a
SLA Service Availability	99.90%	99.50%	n/a	99%	up to 99.50%	99,99%
On-demand BW	Y	N	N	N	N	n/a

- Combined worldwide coverage
- Latency-sensitive applications
- Jitter-sensitive applications
- Packet-loss sensitive applications
- Recreative traffic

Other component of the hybrid satcom networks

Satellite Phones & hotspots



Man Pack



L-band on the Pause / on the Move

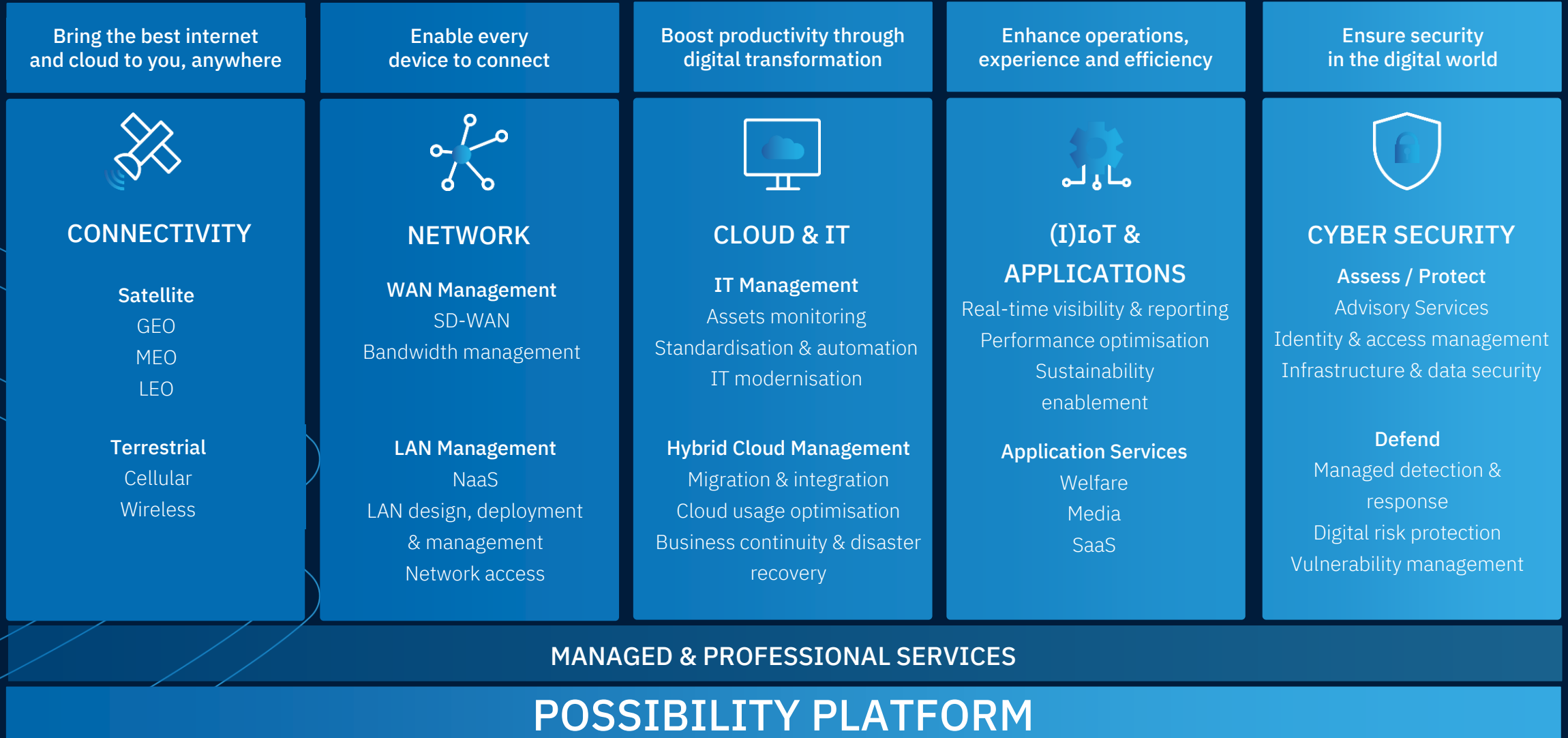


Ku/Ka on the Pause / on the Move



Possibility Suite

We design, deliver and operate end-to-end managed solutions through our POSSIBILITY PLATFORM, a unique suite of network solutions integrated with digital innovations to accelerate your digital capabilities.





Thank you!
Any questions?