

## Satellite M2M

- GSM/ GPRS/ EDGE
- Dual-Mode Satellite + GSM

- Commercial Transportation
- Fixed Asset

## M2M Intelligence

- Heavy Equipment
- Marine / Homeland Security

**ORBCOMM is a leading global satellite data communications company focused** on machine-to-machine (M2M) communications. Engineered for M2M, ORBCOMM offers reliable, low-cost connectivity to some of the world's most demanding users. ORBCOMM's low-cost and reliable two-way data communications products and services are used to track, monitor, and control mobile and fixed assets in several M2M markets, including: commercial transportation; heavy equipment; industrial fixed assets; and marine/homeland security.

### Satellite M2M Data Services

Using a global network of 29 low-earth orbit (LEO) satellites and accompanying ground infrastructure, ORBCOMM service is available virtually anywhere on Earth. ORBCOMM satellites can send and receive short messages, between six bytes and several kilobytes, in near real-time, allowing users to access critical information readily, often from areas beyond the geographic reach of terrestrial systems.

### GSM/GPRS M2M Data Services

ORBCOMM has partnered with tier 1 GSM carriers, creating partnerships that provide comprehensive network coverage and flexibility. ORBCOMM provides 24x7 technical support and extensive experience in wireless M2M to create extremely reliable and robust wireless services.

### Satellite Cellular Dual Mode M2M Data Services

ORBCOMM offers a range of data plans that combine GSM/GPRS/EDGE cellular wireless services with our LEO Satellite network, providing the most complete M2M network service.



**ORBCOMM** utilizes a cost-effective sales and marketing strategy of partnering with more than 150 resellers that provide expertise in specific industries. Customers from all around the world currently rely on ORBCOMM for a wide range of mobile and fixed site data applications

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## ►► Competitive Advantage

- Established global network and proven technology
- ORBCOMM's current satellite constellation provides a significant cost advantage over any potential new LEO satellite system competitor
- ORBCOMM is the sole commercial satellite operator licensed in the VHF spectrum
- Market lead in providing M2M data communications services that meet the coverage and cost requirements in the rapidly developing asset management and supply chain markets
- Key distribution and OEM customer relationships
- Reliable, low-cost subscriber communicators

## ►► Growth Strategy

The company's strategy is to leverage its business strengths and key competitive advantages to increase the number of subscriber communicators activated on its M2M data communications system, both in existing and new markets. ORBCOMM is focused on increasing its market share of customers with the potential for a high number of connections with lower usage applications. We intend to:

- Expand our low cost, multi-channel marketing and distribution network of resellers
- Expand our international markets
- Further reduce subscriber communicator costs
- Reduce network latency
- Introduce new features and services
- Provide comprehensive technical support, customer service and quality control.

## ►► Recent Highlights

- May 7, 2008: ORBCOMM Signs Next Generation Satellite Constellation Contract For 18 New Spacecraft. Sierra Nevada Corporation forms strategic team with key subcontractors Boeing, ITT and its wholly-owned subsidiary, MicroSat, to build ORBCOMM Generation 2 satellites.
- April 1, 2008: ORBCOMM Acquires Significant Stake In ORBCOMM Japan
- March 11, 2008: ORBCOMM and Wavecom Enter Into Joint Marketing Agreement
- January 7, 2008: Caterpillar Equipment Tracking and Management Systems To Be Standard on U.S., Canadian Machines in 2008. Most of its new core, mining and industrial machines. Beginning with wheeled hydraulic excavators and articulated trucks, the remaining machines will be phased in throughout 2008.

### MANAGEMENT:

Marc Eisenberg  
*Chief Executive Officer*

Robert Costantini  
*Chief Financial Officer*

John Stolte  
*Executive Vice President,  
Technology and Operations*

Christian Le Brun  
*Executive Vice President &  
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