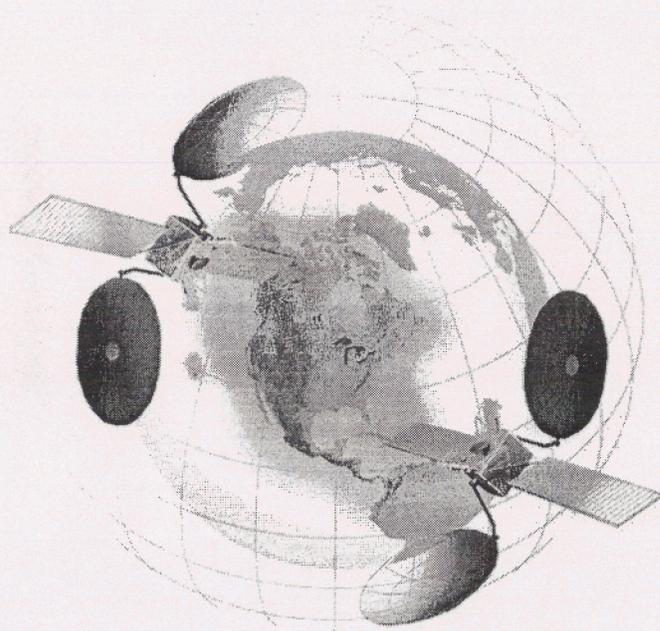


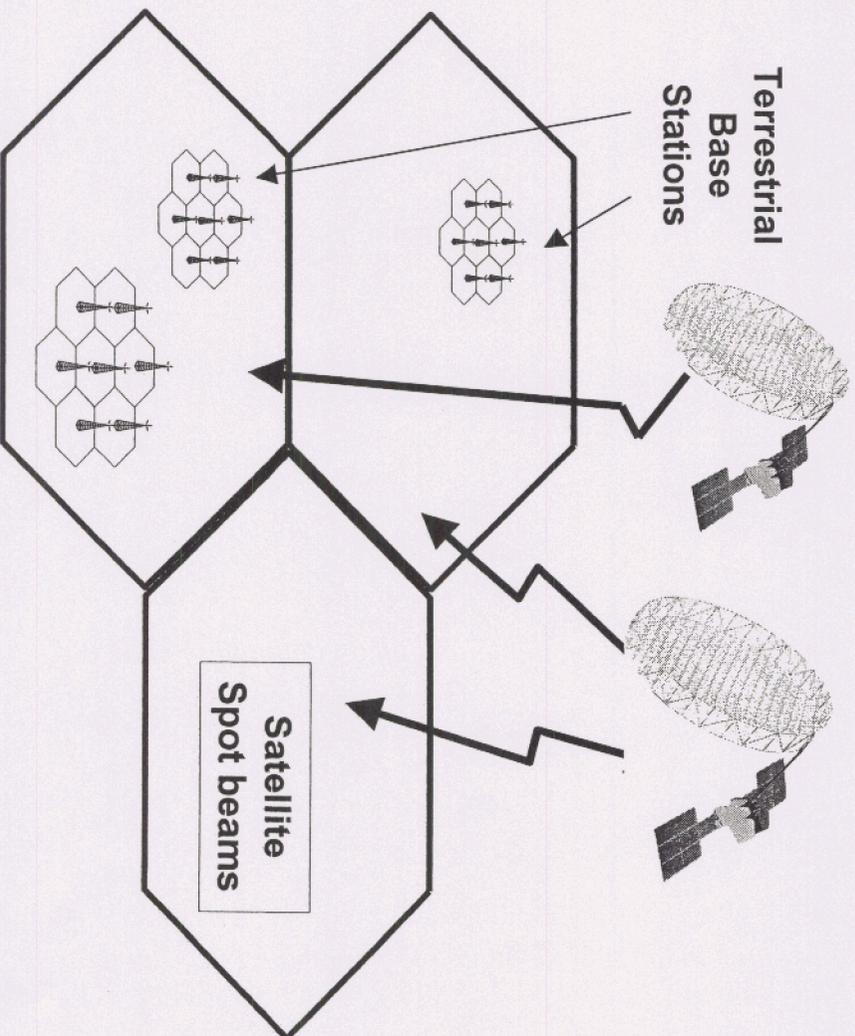
# Existing Satellite Business



- Two geostationary satellites
- North America-wide service
  - Voice, including push-to-talk
  - Packet Data
  - Dispatch
- Cash flow positive, over \$30M in annual revenue
- Over 100,000 end-users, including hundreds of public safety agencies

# Next Generation Vision

- Ubiquitous 3G wireless communications services throughout North America
- Low cost, lightweight handsets, indistinguishable from standard cellphones and PDAs
- Dramatically alters wireless services in rural areas



# Expected Demand Is Substantial

**Our next-generation functionality and applications insure strong demand**

Public Safety & Security	1.0 - 1.5 million customers
Consumer Voice/Streaming IP	5.0 - 10.0 million customers
Commercial Data/Enterprise Telematics	1.0 - 1.5 million customers
Consumer Telematics	3.5 - 5.0 million customers

**Our end-user pricing make this a mass market product**

- User equipment \$100-200
- Average monthly costs <\$50 per user

# Ready to Move Forward

- 1995 Launch of current system
- 2000 Critical concept and technology development (ongoing)
- 2001 Filing of initial application for replacement satellites and terrestrial authority
- 2002 File patent applications to protect key intellectual property (ongoing)  
Demonstration and procurement discussions with satellite, handset, and infrastructure manufacturers (ongoing)  
Agreement with US GPS Industry Council
- 2003 Develop vertical applications (ongoing)  
Issue RFLs to satellite and infrastructure vendors  
Begin discussions with anchor tenants, strategic partners and investors  
Begin work on interference cancellation techniques  
Analyze interference susceptibility of Inmarsat terminals
- [2004] Finalize specifications and financing, secure anchor tenants



Mobile Satellite Ventures

# Application and Petition for Reconsideration

## Gating factors

- Satellite service is operational; new satellites to be ordered after FCC action
- All user equipment will be enabled for full satellite service
- Proposed use of in-orbit spare satellites (unopposed) improves redundancy and reliability

## Requests for additional flexibility

- Necessary to provide service in smaller cities and reduce deployment expense
  - Ability to serve smaller cities is critical to existing and future customers
- No harmful interference to Inmarsat or its customers



Mobile Satellite Ventures

---

# Application and Petition for Reconsideration (cont.)

- Half of the waiver requests to which Inmarsat objects relate to a single issue: the susceptibility of Inmarsat terminals to MSV base station transmissions in urban areas
  - Since the Order, MSV has done substantial testing of Inmarsat terminals demonstrating they are more robust than Inmarsat claims
  - MSV's proposed threshold is consistent with existing standards
  - NTIA's conclusions support MSV's proposal
- MSV's proposal to use  $6\% \Delta T/T$  as an interference threshold is consistent with the ATC Order
  - Since the Order, MSV has developed and demonstrated the application of interference cancellation techniques that remove intra-system interference as a limiting factor for ATC deployment
  - Inmarsat would be subject to less interference than it is today if the FCC uses  $6\% \Delta T/T$  as the appropriate inter-system interference threshold

# Application and Petition for Reconsideration (cont.)

- Other requests are not waivers
  - Variations that are consistent with the baseline
    - > Deployment of 80% of ATC facilities in the United States
    - > Use of terminals with lower gain antennas
    - > Lifting of restrictions on non-co-channel operation
  - Technical corrections
    - > Interference reduction attributable to half-rate vocoder