

In This Issue:

For The Record



PROACTIVE CUSTOMER CARE

Featured Story:



2007: WHAT A YEAR FOR IRIDIUM!

Viewpoint:



COMMERCIAL AIRLINES REACH NEW HEIGHTS

Iridium Innovations:



FASTWAVE CHATCHES A WAVE WITH IRIDIUM

Profiles In Success:



INCREASE RELIABILITY WHILE SAVING COSTS

Down To Business:



IRIDIUM TAPS MAJOR NEW MARKET

See and Be Seen:



EVENTS, HEADLINES, IRIDIUM AT THE MOVIES

For The Record:

JOHN RODDY ON PROACTIVE CUSTOMER CARE



Iridium is focused on quality – from the quality of our service as exhibited in the Network Quality Guarantee Program to the quality of our partners who leapfrog the competition with a growing portfolio of innovative and powerful Iridium-certified solutions.

To that end, I joined Iridium three months ago with a mission to build on the quality and efficiency of our committed team of Tier 2 Support Specialists to create an industry-leading and proactive customer care organization. Today, I am pleased to

report on some of the initial changes we have recently implemented that are helping us reach our goal of delivering the highest quality support to all of our customers.

Our customer care organization is fully staffed with a team of professionals – experts at solving your Tier 2 voice and data support needs. Further strengthening the organization, we recently consolidated the voice and data customer care specialists into one group and are in the process of providing extensive cross-training. As a result, we will have a more knowledgeable team of specialists ready to answer Service Provider calls and emails more efficiently, which will translate into faster response times for the Iridium end user. This consolidated customer care center allows us to share best practices across the entire team and build synergies so that we can provide a more consistent, efficient, high-quality support experience each and every time a Service Provider contacts us.

Customer service tools such as voice response systems and call centers only go so far. Personal contact with our customers gives us much more insight into solving our customers' business issues. Therefore, we've put new programs in place that bring Service Providers and Iridium management together to ensure we're proactively addressing both Service Provider and end user support needs. For example, we are working directly with Service Providers on a regular basis to review their call statistics. Collectively, we identify areas that are going well and areas that need improvement. These meetings allow Iridium to gain a better understanding of the customer's business and further enable improved problem definition, which is a key step in the resolution process. These meetings also give Service Providers the opportunity to request additional tools, training or documentation, and provide Iridium with other recommendations that will assist in improving the overall customer experience. By working in partnership

with our Service Providers, we create a win-win-win situation for Iridium, our Service Providers, and the end users. Iridium improves the level of customer service we offer to our Service Providers, who in turn can deliver more efficient, higher quality service to their end users. And, ultimately, end-user customers have a higher satisfaction rate because more of their issues are resolved within the first call.

The Iridium Maritime Analysis Program (iMAP) is an example of another program we have recently started to proactively address customer care. This program is focused on improving the quality of service to end-user customers in the maritime industry. By tracking call performance of specific fleets and working with their Service Providers, we can identify areas in which customers could experience better performance. With permission from the Service Provider, we contact the customer to provide targeted support that will help them get the most out of their Iridium-based solutions. The initial response to iMAP has been very positive.

I am pleased with the progress we've made to date to build an industry-leading and proactive customer care organization. But this is just the beginning. In 2008 you can expect additional programs and offerings from our customer care organization as we continuously seek new ways to deliver on our mission.

We believe that improving customer service is a collaborative process. Your feedback and assistance are essential to our success. We welcome your comments and insights, and look forward to the opportunity to work closely with you to improve overall customer care going forward. Please feel free to contact me directly at john.rodgy@iridium.com or contact our director of customer care, Steve Engelschall, at steve.engelschall@iridium.com to share your thoughts with us.

Best Regards,

John Roddy
Executive Vice President,
Ground Operations and Product Development
Iridium Satellite LLC

Feature Story:

2007: WHAT A YEAR FOR IRIIDIUM AND ITS PARTNERS!



Iridium kicked off 2007 with significant industry news as it officially launched and unveiled plans for its NEXT initiative, an intensive, multi-year design and development program for Iridium's next generation satellite constellation. And that was just the beginning...

Iridium and its partners introduced a fleet of new solutions that leverage new software and hardware upgrades to achieve expanded data and voice capabilities. An innovative Network Quality Guarantee Program and Test Your Satellite Phone Week raised the bar for the level of service and performance customers should expect from their mobile satellite service providers. And, the company continued to expand its ecosystem with many new partners joining the Iridium family this year.

"This has been a watershed year for Iridium," said Matt Desch, CEO and chairman of Iridium Satellite. "Thanks to the strong support of our growing partner ecosystem, superior performance and reliability of the Iridium network, exciting new applications and programs, and the launch of NEXT, Iridium has gained market share, revenue and a strong leadership position in the industry."

In a recent year-end perception study conducted by Ketchum Public Relations, customers, partners and analysts lauded Iridium's service offering, business vision and execution, and the fact that the company has exceeded financial expectations.

According to this same study, Iridium had the most positive rating compared to its peers (Globalstar, Inmarsat, ORBCOMM and Thuraya) and emerged as the clear leader in the general category of performance with highest marks for reliability/network performance and total coverage area/footprint.

These perceptions are confirmed by third-party testing. Earlier this year, Frost & Sullivan, an independent research and consulting firm, released an analysis which compared Iridium to Globalstar. In tests, analysts found that more than 99 percent of calls placed through the Iridium handset were successfully connected, compared to 51 percent of calls from the Globalstar handset. Our customers experienced this performance as well, leading to high demand for new Iridium phones and incredible growth in network usage.

Leveraging this position, Iridium announced a new Network Quality Guarantee Program for new end-user customers with a promise of 100 percent satisfaction with Iridium service. The "Iridium Network Quality Guarantee" promises credits and free subscription fees if the Iridium network failed to complete properly



initiated voice calls from customers' new Iridium handsets. Not a single customer exercised the guarantee in 2007!



Continuing its commitment to innovation and its customers, Iridium launched its NEXT initiative, the start of an intensive, multi-year design and development program for Iridium's next generation satellite constellation. NEXT will provide the company's growing customer base new and enhanced services, and will ensure that this network remains the largest and most reliable commercial satellite constellation in the world. Iridium has quickly made significant progress toward the development and launch of NEXT. The company is working hand in hand with some of the largest names in the industry to define the technology and market potential for NEXT, it has garnered strong interest from early anchor customers, and the preliminary business model indicates that Iridium has the size and growth to finance the development and buildout.

At the same time, Iridium continues to invest in its existing infrastructure with a new ground station in Norway. And, at the 2007 Iridium Partners Conference held in Vancouver in mid-September, Iridium unveiled the first in a series of new solutions that leverage the power of the existing constellation to offer expanded bandwidth service—a new maritime voice and data service that taps the world's first global high speed network specifically engineered for the marine market.

The Iridium Partners Conference was a tremendous success with a record number of partners from every

corner of the globe coming together, not only to hear about the latest developments from Iridium, but to share their insights and new solutions they are bringing to market.

"Our partners have been the lifeblood of Iridium," said Desch. "Together we have built the industry's leading global mobile communications service and have earned a reputation for quality that is unmatched. We are grateful for the ongoing support and feedback they provide. Our success would not be possible without our strong partner network, unparalleled in the industry."

The core value Iridium's partners provide has also been underscored in the media. In a July 27, 2007 Computerworld article, "Defying Naysayers, Iridium Satellite Finds a Business Model," Max Engel, an analyst with Frost & Sullivan in Palo Alto, Calif. said, "What the new management did when they bought it [Iridium] was it took the assets that originally cost billions, but were now freed of those expectations. They then asked, 'what can we do with this' and enlisted many partners to create a more workable business model.... They redesigned their business to suit their assets instead of creating an asset to do business."

The momentum and support culminated in a record-breaking summer with unprecedented worldwide growth in both subscribers and airtime. In the most recent third quarter, Iridium added a combined total of 22,000 net subscribers compared to 9,000 and 7,000 during the same period in 2006 and 2005 respectively. In August alone the company added 8,150 total subscribers – the most ever in a single month.

Regionally, the company has seen a tremendous upswing in North American traffic following an aggressive new pricing plan and churn from other satellite communications Service Providers. Canadian traffic alone in the most recent quarter nearly doubled, increasing 80 percent year-over-year. Likewise, traffic in the U.S. surged by 77 percent, while traffic in Asia grew by nearly 48 percent over the same period last year.

And in Australia, Iridium continues to win thousands of customers who were previously served by competing mobile satellite service providers.

Iridium has realized strong growth across a variety of industry sectors. Patti Reali, a research analyst with Stamford, Conn.-based Gartner Group shared her perspective in the Computerworld article referenced above saying Iridium has, "done a good job marketing their satellite data products" and "has real momentum when it comes to other vertical markets."

For example, in the most recent quarter, Iridium reported strong growth in the aeronautical sector with the number of subscribers up 59 percent from this time last year. The company also reported continued strong growth in the machine-to-machine (M2M) market, with an increase of 216 percent in Short Burst Data (SBD) service revenues over last year. Automatic tracking is the primary driver of this dramatic growth. The company estimates that it has more than 20,000 asset tracking devices currently deployed around the world. And in the maritime sector the number of subscribers increased 18 percent over last year.



Satellite communications are becoming increasingly important when doing business in the global economy, but Iridium has also maintained careful attention to the role Iridium satellite phones play as a tool to help save lives. The company started the lifeline recognition program to highlight the organizations and individuals who have used their Iridium phones to help them in life and death situations. Featured stories include:

- The National Center for Missing & Exploited Children (NCMEC) counts on Iridium phones and service to play an important role in their efforts to assist in the most serious child abduction and sexual exploitation cases.
- Ken Barnes attempted to sail around the world non-stop but was capsized off the coast of Chile and was saved thanks to his Iridium phone.
- Robert Anderson was part of a trekking expedition to Mt. Everest that relied on the phone to orchestrate a helicopter rescue of a seriously injured hiker.

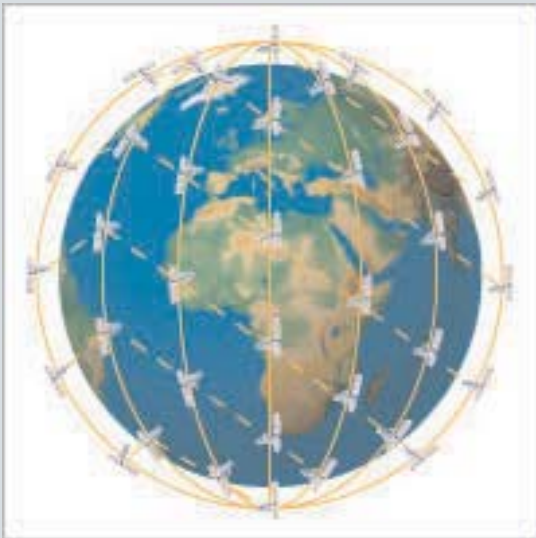
Further highlighting the live-saving value satellite phones provide, on May 21, Iridium launched its first annual Test Your Satellite Phone Week. Timed to coincide with the U.S. National Weather Service's National Hurricane Preparedness Week, Iridium's goal was to raise more awareness of what first responders and commanders can do to better prepare for disasters and increase their satellite phone user knowledge. Emergency preparedness expert, Kim Fuller, Director of Communications at James Lee Witt Associates, helped Iridium spread the word about this important initiative.



And when it comes to the government in general, and the U.S. Department of Defense (DoD) in particular, Iridium technology continues to play a vital role in their mission-critical operations. Every day, soldiers in harm's way rely on Iridium handsets to provide reliable, assured connectivity for time-sensitive and life-saving applications. And, innovative uses of Iridium data products enable tracking and identification of equipment and people around the world. It is not an

overstatement to say that Iridium-based solutions save lives and are key components in the war on terror. This sentiment is perhaps best expressed in a conversation John Campbell, Iridium's Executive Vice President for Government Affairs, had with two young U.S. Navy SEALs a few months ago who said, "We absolutely do not go on an operation without our Iridium phone. It's our last line of communication."

Summing up the year, Desch comments, "Last year at this time I told our partners how excited I am to be at the helm as we unleash the full potential of our unique global network to become the world's most robust, pervasive and fully-integrated global communications network. At this point I cannot understate how gratifying this year has been and how much I look forward to working with our partners to build on this success in 2008. This is only the beginning."



The Power of Partnership

Iridium attributes much of its success to its thriving partner ecosystem. Likewise, Iridium partners have voiced their support for the company this year. We're pleased to share a few of their recent comments.

Cameron Fraser, co-founder and chief technology officer, WebTech Wireless, recently stated: "In a nutshell, Iridium meets our technical requirements for message length, design, coverage and reliability. At the same time, Iridium is a market leader with a sound financial basis and a solid roadmap for the future that includes next generation

products and services. We're comfortable working with Iridium because we know that our customers will be able to count on our Iridium-based solutions for many years of service."

According to Paul Anderson, president of Blue Oceans Satellite Systems, "Under some of the most remote and difficult conditions, we found that only Iridium delivers the service quality necessary to offer Vessel Monitoring Systems in all Canadian waters."

Stephen Means, ARINC's Vice President of Aviation Solutions, adds: "The key here is that Iridium is a very cost effective, highly reliable communication network that is going to have appeal to anyone in aviation. Frankly that's why ARINC is very pleased to work with Iridium. Iridium provides a strong value proposition and a highly reliable, high quality service, and that is going to continue to be a very interesting and compelling story as the types of applications grow."

And, Dr. Ngoc Hoang, president of NAL Research, stated: "... We find that the applications for Iridium's global coverage and two-way data transmission capabilities are virtually limitless. From long-term and short-term weather prediction to implementing actual 'hurricane hunter' units that are sent into a hurricane's eye to track and monitor storm development, the information can be used for a range of public safety purposes."

IN THE HOLIDAY SPIRIT

In keeping with the true spirit of giving during the holiday season, Iridium has decided this year to make a donation to charity in lieu of sending paper holiday cards to our partners and business associates. Iridium partners will receive an eCard letting them know that a donation in their name has been sent to charity.

Based on feedback from our employees, our two charities of choice this year are: The International Relief Teams (www.irteams.org) and The Blewitt Foundation (www.theblewittfoundation.org).

We couldn't think of a better way to express our thanks this season than to help worthy organizations serve others in need.



Viewpoint:

COMMERCIAL AIRLINES REACH NEW HEIGHTS



El Al, the national airline of Israel and a leading provider of international travel, is at the forefront of using satellite services for in-flight communications. The airline currently has Iridium mobile satellite communications systems installed in its fleet of B747-

200s, B767s, and is in the process of installing the system in all B747-400s. El Al works with Iridium partners, Gilat Satcom, Ltd., an Iridium Global Service Provider, and Sky Connect, a Value Added Manufacturer, for all its satellite communications needs. Together, these three organizations have been among the pioneers to deliver Iridium-based communications solutions to the commercial airline industry.

We recently spoke with Captain Tzafirir Nesher, a 13-year veteran of the airline, to discuss the challenges and opportunities for cockpit and passenger communications. The Captain brings a unique perspective to the discussion—as a result of previous training as a mechanical engineer, he also served as a technical consultant to El Al and assisted in the implementation of Iridium satellite phones for in-flight communications.

Q. What are some of the challenges airlines face when trying to provide cockpit and passenger communications options?

A. VHF sets constitute the backbone of airborne communication, providing reliable and audible communication in a large number of frequencies. Due

to their limited transmission range, these sets are adequate for communication with the control units but are unsuitable for communication with entities that are farther away. When transmission ranges extend further, the crew needs to supplement communications with High Frequency Single Side Band (HF/SSB) systems. These transmitters enable world-wide communication but they can be complicated and problematic to use. Different frequencies are used for day and night, atmospheric disturbances can interfere with and even prevent communications, and transmissions can become incomprehensible since many users can talk at the same time over the same frequency. These complications can make an emergency situation even more challenging. For example, when aircraft crew and the airline command center are discussing the decision to divert to another airport due to bad weather, technical malfunctions or passenger illness, they need to know they can count on a reliable, clear and timely communications system.

Satellite phones simplified the calling process, but presented new challenges. Complex installations requiring supplemental type certificate (STC) approval, hardware and service reliability, and cost were all important factors that needed to be addressed.

Q. Describe how Iridium satellite services address these challenges and what are the benefits?

A. We began using Iridium satellite phones in the cockpit in 2003 and they have brought about a revolution and a radical change in this situation. Now, the command center and other entities are a simple phone call away from any aircraft where the satellite phone is installed. Installation is fairly simple when compared to other satellite communications solutions. And, we have found the hardware and the service extremely reliable – we rarely experience a problem connecting and have very few dropped calls. In addition, because the service is reasonably priced and convenient, I'm more inclined to use my Iridium

satellite phone than other communications solutions available on the aircraft.

Q. Why have you selected Iridium as your mobile satellite communications provider versus other players in the market?

A. As I mentioned before, there are several benefits to using Iridium. However, when we looked at other satellite offerings, our main reason for choosing Iridium is because it is the only satellite service that lets us connect wherever we are. We fly all over the world and there simply is no other solution that offers the coverage and reliable service of Iridium.

Q. Does El Al use Iridium just for voice communications or will data communications also be offered?

A. At this time, El Al uses Iridium primarily for voice communications between our aircraft and headquarters, dispatch and fleet management. But we are beginning to explore data communications options. For example, today we place a call to get the latest weather information. In the future we are considering using data communications instead to receive this information.

Q. So far we've focused on cockpit communications but I understand you also offer Iridium satellite services for passengers. How does the offering work and what kinds of fees can passengers expect?

A. We started offering Iridium satellite phones for passenger use in 2005. Passengers can buy a prepaid card in standard amounts (5 minutes, 10 minutes, etc.) from the duty-free cart on the airplane while in flight. Typical rates are \$1.60 per minute. The plane is equipped with one to three phones and the flight attendant will bring the phone to the passenger for use. In fact, in our fleet of B747-400s we will have four simultaneous voice channels—one dedicated to the cockpit and three for passenger use. We find that most passengers use the service if we have a delay or

weather problem to coordinate with their family or friends planning to meet them at the airport.

Q. What are the considerations when it comes to passenger safety?

A. The Iridium satellite phones play an important role when it comes to passenger safety. For example, if a passenger feels ill, I can place a call and consult with medical experts immediately. With this expert advice instantly available, I have the information I need to decide if I need to divert or not. If I do then I can quickly make the arrangements, again, making a simple call with the Iridium phone.

Q. What do you think the future will bring when it comes to advances in passenger communications on commercial airlines?

A. As passengers become aware that satellite phones are available and work extremely well at an affordable price, they will start to rely on them more and more. Further down the road, I believe that everyone will be able to use their cell phones while in flight. And internet access will soon be available as well.

Q. Do you see this as a competitive advantage for El Al?

A. Yes, I do. At El Al we are always looking for ways to improve passenger service. I don't think that any other airline has Iridium satellite in the cockpit and for passengers – El Al is first. For some passengers, the ability to be connected is critical and they decide to fly El Al, in part, because of that.

Iridium Innovations:

FASTWAVE CATCHES A WAVE WITH IRIIDIUM



Fastwave Communications is an Iridium Value Added Manufacturer based in Perth, Western Australia. Fastwave provides Iridium-based solutions to meet the highly demanding requirements of the oceanographic and meteorological sectors. The company specializes in providing integrated, end-to-end solutions for monitoring, controlling and tracking remote equipment and infrastructure anywhere in the world.

Fastwave's solutions enable clients to take full advantage of Iridium global, near real-time, two-way data transfer from fixed or mobile equipment, onshore or offshore. Fastwave offers secure, web-enabled access to the data for the monitoring, control and tracking of remote sensors and equipment.

When asked why they selected Iridium as the communications foundation for their solutions, Nick Daws, marketing director, Fastwave said, "Based on our research, we believe that Iridium is the system of choice for oceanographic and meteorological applications because it offers true global coverage, transmits data in near real-time, is more power efficient, has a compact design which is ideal for mobile applications, and is extremely reliable."

Recently, Fastwave announced that it is working with the Australian National Facility for Ocean Gliders to provide Iridium-based satellite telemetry services. This organization is implementing a program funded by the Australian Government to deploy a fleet of advanced robotic ocean gliders for oceanographic research. The program will have a fleet of gliders operating across Australia starting in

January 2008 and will be in operation almost continuously until June 2011.

Ocean gliders are autonomous underwater vehicles which move vertically and horizontally by adjusting their volume-to-weight ratio using a pair of fixed wings to steer to depths of up to 2000 meters. As the ocean glider moves slowly through the water, data is collected by on-board sensors. The small, free-swimming gliders can gather conductivity-temperature-depth (CTD) data from the ocean for months at a time. When the glider is at the surface, it fixes its position via GPS and relays the near real-time data collected via the Iridium satellite system to a shore station. The glider can also receive new commands such as to change course or gather data at different intervals.

The data is used by oceanographers to monitor the dynamics of ocean currents in order to enhance climate modeling and forecasting. Research vessels or moored instruments traditionally collected oceanographic measurements. However, the new ocean gliders can gather this data at a fraction of the cost. In addition, they can survey along a designated route, profile at a fixed location, and be commanded to alter their sampling strategies throughout a mission, providing far more flexibility than previously possible. They can also be used for long term water quality monitoring, dredge plume monitoring and waste water outfall monitoring.

According to Daws, "As we began to explore the application of telemetry services for ocean gliders, we



Ocean gliders are small, free-swimming vehicles that can steer to depths of up to 2000 meters.

quickly realized that an Iridium-based satellite system was the ideal solution. Data could be transmitted back to the researchers in near real-time, rather than having to wait for it to be collected weeks or months later. This capability significantly enhances the value of the data for more accurate modeling and forecasting.”

Fastwave also supports ocean glider programs that the Australian Defence Science and Technology Organisation (DSTO), and the first Australian commercial operator of ocean gliders, AUV Pty Ltd., are conducting.

In another example of the use of the Iridium system as an enabling technology for oceanographic and marine environmental data gathering, Fastwave recently received a contract from Australia’s largest oil and gas company, Woodside Energy Limited, to design and construct twelve sub sea water quality monitoring sensors equipped with the Iridium short-burst data (SBD) telemetry system. The autonomous sensors, located in shallow water near remote coral reefs, will transmit logged data every thirty minutes via surface buoys to environmental data collection centers for further analysis. This eliminates the need for the laborious and costly process of sending boats and divers out to collect samples on a daily basis.

In the meteorological arena, Fastwave designs and delivers Iridium-based portable, mobile automatic weather stations for transmitting real-time meteorological data in bushfire fighting campaigns. The mobile weather stations are mounted on a folding tripod and fit into a rugged box which also contains a folding solar panel to charge the batteries. The solar panel enables the unit to operate on a stand-alone basis indefinitely. The unit fits easily into the back of a vehicle and can be hand-carried to a remote location and set up in minutes by non-technical personnel, sending real-time wind, temperature and barometric information to the fire control center. These units are used extensively across Australia during the bushfire season, and have proven to be an invaluable aid for monitoring and predicting the rapid movement of bush fire fronts.

Kevin Parkyn, senior meteorologist, Severe Weather Section, Australian Bureau of Meteorology comments, “Mobile weather stations are an essential emergency

management resource, capable of providing a consistent set of weather observations, which are used in operational decision making to improve safety and effectiveness of fire fighting activities. During the recent wildfires over southeastern Australia, which burned one million hectares over a two-month period, several mobile weather stations were deployed. These stations provided weather observations at ten-minute intervals in SBD format over the Iridium satellite network, providing a reliable and cost-



Fastwave’s Iridium-based mobile automatic weather station.

effective means of receiving weather information from the fire ground.”

The two-way capability of the Iridium SBD service enables the reporting interval to be changed as the severity of the fire changes.

Fastwave’s clients for meteorological solutions include the Australian Bureau of Meteorology, the Commonwealth Scientific and Industrial Research Organisation (CSIRO), Australian Country Fire Services, Australian Defence Force, the University of Western Australia, and many Australian and international commercial organizations in the mining, energy, utilities, transport, environmental and maritime sectors.



The Iridium Difference

Fastwave selected Iridium as its satellite system of choice for ocean glider telemetry services because only Iridium:

- Offers true global coverage, which is particularly important for the extensive oceanographic research being conducted in the southern and Antarctic Oceans.
- Provides near real-time data, unlike other systems which have latency of several hours.
- Offers the power efficiency required for battery-powered gliders. With Iridium, there is always a satellite in view when the glider surfaces to transmit or receive data, whereas with other systems there may not be and the glider has to keep transmitting until one comes into view, wasting valuable battery power.
- Provides an ideal design for mobile applications. The Iridium equipment is compact enough to fit in the gliders, and the omni-directional antennas work efficiently despite wave movement.
- Has the reliability required to support expensive ocean gliders out in the middle of the ocean.

Profiles in Success:

JAMEF INCREASES RELIABILITY WHILE SAVING COSTS WITH OMNILINK AND IRIDIUM



For nearly 45 years, Jamef has been providing road and air transportation services in the South and Southeast regions of Brazil. Headquartered in the state of Minas Gerais, the company has more than nine branches around the country, 58 franchises, a total of 2,500 employees and a fleet of more than 560 vehicles.

The ability to track and trace its fleet of vehicles is essential to optimizing its business operations. At any given time, Jamef managers need to know the location and progress of their vehicles for scheduling, dispatch and maintenance planning, customer service, and package and driver safety. Approximately four years ago, the company came to the decision to replace its previous satellite-based tracking system. Due to gaps in coverage and unreliable data links, the previous system was inefficient and couldn't support the up-to-the-minute information that Jamef required.

Jamef decided to search for a solution that could support both the cost-effectiveness of cellular when in range of terrestrial wireless networks, and the broad coverage of satellite networks for a reliable, cost-effective tracking option. Jamef turned to OmniLink, an Iridium Value-Added Reseller that provides comprehensive, real-time satellite tracking systems for the trucking industry, to help them in their search.



"We decided to work with OmniLink because they took the time to understand our needs and our market, and were committed to helping us find the best solution to meet our goals," said Pedro Maniscalco,

operations director, Jamef. "After extensive analysis of several solutions, we selected OmniLink's Iridium-based solution. Simply put, the Iridium satellite network offered the best coverage and the best cost-benefit."

OmniLink's Iridium-based solution incorporates Iridium's short-burst data modem to offer seamless coverage for long-haul distances while supporting GPRS/GSM when in range of cellular communications networks.



Maniscalco adds, "With Iridium, we no longer experience the gaps in coverage in critical areas as we did in the past—the coverage is truly comprehensive. This creates tremendous efficiencies because we can communicate with our drivers instantly and track vehicles in real-time. In addition, because the system is compact and easy to operate, implementation and training of our employees was very easy."

The Jamef fleet conducts more than 10,000 pick-up and delivery trips per year. With the OmniLink system, not only can Jamef track these trips for its own internal planning

purposes, but can communicate accurate delivery information to its clients as well. Through the use of the logistics information and risk management data, the company has seen a significant increase in fleet productivity. In addition, the company has realized a 16 percent reduction in communications costs from the previous year.

The OmniLink system is currently installed in more than 400 company vehicles and is expected to be installed across the entire fleet by the end of 2008. Based on the success of this initial system, Jamef is working with OmniLink to implement a range of additional logistics management and telemetry projects in the coming year.

For more information on Jamef visit: www.jamef.com.br

To learn more about OmniLink and their solutions visit: www.OmniLink.com.br

Down To Business:

IRIDIUM TAPS MAJOR NEW MARKET WITH INTERNATIONAL APPROVAL TO OFFER SATELLITE AIR TRAFFIC SAFETY SERVICES



The International Civil Aviation Organization (ICAO) Council approved standards and recommended practices (SARPs) that will permit Iridium Satellite to provide Aeronautical Mobile Satellite (Route) Services (AMS(R)S) for commercial aircraft on transoceanic flights.

"The ICAO AMS(R)S approval opens a significant new market for Iridium in the international commercial aviation sector," said Greg Ewert, executive vice president, Iridium Satellite. "Iridium's dramatic double-digit growth in the aeronautical marketplace over the last few years has been largely driven by the business jet and helicopter sectors. The ICAO decision means that member states can now approve Iridium satellite equipment to meet the international requirements for redundant communications when flying over ocean regions. As a result, we expect to see rapid adoption among long-haul commercial carriers in the coming year."

Iridium is the only mobile satellite service that provides ubiquitous, gap-free, reliable coverage over Polar Regions, which are used by aircraft on international flights. Iridium's lightweight, low-drag aeronautical satellite terminals are less costly to install and maintain than those needed for geostationary satellite systems.

Ewert noted that a growing number of air carriers have installed Iridium satellite terminals for cockpit communications, especially on high-latitude flights. "The ICAO approval means they can also have the Iridium systems certified by member states for air safety communications."

NOTE: In the March, 2007 issue of *iridiumeverywhere*, Stephen Means, ARINC's Vice President of Aviation Solutions, shared his views on the impact AMS(R)S approval would have on ARINC, Iridium and the industry at large.



Iridium at the Center of Earth Observation Discussions

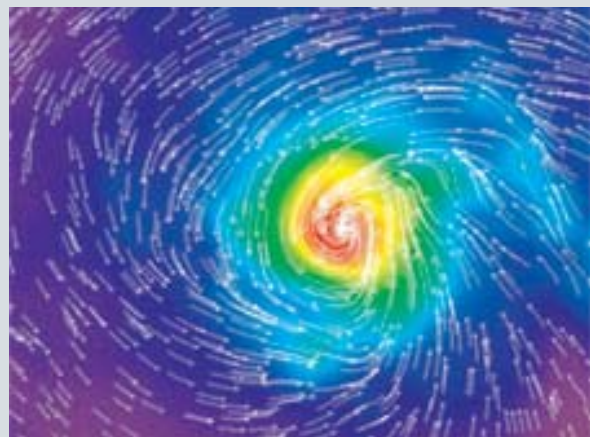
Early in 2007, Iridium and the Group on Earth Observations, or GEO, began interesting discussions on hosting earth observation sensors on NEXT, Iridium's initiative for a next generation satellite constellation. GEO members immediately saw this as a unique opportunity to bring powerful new capabilities to organizations and countries worldwide.

GEO is an organization that was formed by the G8 to foster international collaboration essential for exploiting the growing potential of earth observations to support decision making in an increasingly complex and environmentally stressed world. GEO is a voluntary partnership of governments and international organizations. It provides a framework within which these partners can develop new projects and coordinate their strategies and investments. As of November 2007, GEO's members include 72 governments and the European Commission. In addition, 46 intergovernmental, international, and regional organizations with a mandate in earth observation or related issues have been recognized as participating organizations. GEO strives to coordinate earth observations around the world,



eliminating duplication of effort and providing standard data formats so that participating organizations can reap the benefits of a more cost-effective and efficient way to gather and share information.

"The timing for NEXT puts us in an ideal position to be the satellite network provider for a truly exciting and important new mission," said Don Thoma, executive vice president of corporate development for Iridium. "NEXT opens new opportunities for Iridium and organizations around the world to add secondary payloads, or additional sensors, to our satellites at the time of launch. With these sensors, organizations will be able to gather a broad range of data, such as earth observation data in the case of GEO."



Iridium's discussions with GEO reflect growing global interest in placing environmental sensors on Iridium's next-generation satellite fleet. These supplemental payloads offer an efficient and relatively inexpensive way to get widespread coverage for scientific and weather-monitoring purposes without the cost of building, launching and operating a new satellite fleet dedicated just to those uses. Earth observation sensors flown in a constellation such as Iridium NEXT will provide an unprecedented global view and temporal resolution of the earth's environment.

Many organizations around the world have earth observation charters. Two U.S. agencies at the forefront of this activity are the National Oceanic and Atmospheric Administration (NOAA) and the National Aeronautics and Space Administration (NASA). Iridium already supports NOAA and

NASA on a range of missions and both organizations are working in partnership with Iridium and GEO to define this new program.

While still in the early stages of development, the program would include launching a separate sensor on each of the 66 Iridium satellites planned for the new constellation. The sensors would measure everything from temperature and humidity profiles of the earth's atmosphere to wave heights and ocean levels. This could provide real-time information into weather models for improved forecasting capabilities including 'now-casting' of extreme weather events, such as hurricanes and early detection of tsunamis. The system could also provide a consistent way to measure global climate change over a 15-year period. Data would be provided to users in near real time. Iridium intends to work with GEO to explore various business models to reduce total cost and data stream expenses.

Several meetings are scheduled throughout 2008 to put together an action plan and identify possibilities for funding this initiative. By the end of the year, the goal is to have a clearly defined program with demonstrated commitment from interested parties.

"As perhaps one of the most inclusive public/private partnerships ever formed, one of our unique challenges is aligning commercial and government funding cycles," added Thoma. "However, because the benefits of the program are universally acknowledged and required, international discussions are progressing quite well. The powerful capabilities that come with having a global, real-time view of the earth have positive ramifications for every citizen on the planet."

Iridium Welcomes New Partners

We are extremely pleased to welcome the following new partners to the Iridium family. Each of these companies has demonstrated leadership in satellite communications and we are proud to partner with them to extend our reach across industries, geographies and into exciting new applications.

- AIRSIS
- Daestra New Zealand Ltd
- ECT Industries
- EMS Technologies
- Kemilinks International Pte Ltd
- Micro-Design
- Mobiltex
- Spider Tracks Ltd
- Telematics
- World-Link Communications

See and Be Seen:

IRIDIUM AT THE MOVIES

Iridium satellite phones are almost becoming “standard issue” in Hollywood with an increasing number of action/adventure movies relying on Iridium phones to ensure authenticity.



Iridium phones are featured in *Get Smart, The Movie*, a film version of the 1965 popular television series. Steve Carell of *The 40 Year Old Virgin* and Ann Hathaway of *The Devil Wears Prada* fame will play Maxwell Smart and Agent 99, respectively. Alan Arkin will play The Chief. Filming began earlier this year and is scheduled for release on June 20, 2008. You can imagine all the “spy gadgets” and applications for Iridium!

Although filmed on the beautiful Hawaiian island of Kauai, *Tropic Thunder* takes place in the jungles of Southern Asia, where the characters are filming a big-budget war movie. Through an unusual turn of events, they end up trapped in the jungle and use an Iridium satellite phone to make contact with their agent. This DreamWorks SKG comedy features Ben Stiller, Jack Black and Robert Downey Jr., and is scheduled for release in July 2008.

Currently in production and slated for release in mid-2008, *Whiteout* is an action thriller based on Greg Ruck's 1999 award-winning comic book series of the same name. Produced by Dark Castle Entertainment, the film features Kate Beckinsale as Carrie Stetko, the

lone U.S. Marshal assigned to Antarctica who relies on her Iridium phone as she investigates the continent's first murder and is drawn into a shocking mystery. Now, with only three days until winter, Carrie must solve the crime before Antarctica is plunged into darkness and she is stranded with the killer.



Iridium Goes to the South Pole

Iridium satellite phones were recently also featured on NBC's *The Today Show*. Co-host Ann Curry relied on her Iridium satellite phone as her sole communications option during a special broadcast from the South Pole. The week-long segment entitled, “The Ends of the Earth” took the cast from one end of the earth to the other as they explored the topic of climate change. Curry is one of only 7,000 people to have ever visited the South Pole.

“Extreme regions in the north and the south are covered by no other service, so it is our pleasure to provide not just a dependable utility but a critical life line to journalists, mariners, pilots, soldiers, enterprise organizations and their workers who need to stay in touch,” said Matt Desch, CEO and chairman, Iridium.



EVENTS

Iridium will be at the following industry events. If you plan on attending any of these conferences, please stop by and visit us. Or, to schedule an appointment, please send an email to editor@iridium.com.

January 08

- 1/13-16 PTC 2008
Honolulu, HI
Greg Ewert, speaking
- 1/30-31 SMI Mobile Deployable &
Secure Communication Show
Prague
Exhibiting and Sponsoring

February 08

- 2/5-6 Digital Ship Cyprus
Cyprus
Wouter Deknopper speaking
- 2/5-7 Armed Forces Communications Electronics
Association (AFCEA) West
San Diego, CA
Exhibiting
- 2/26-28 SATELLITE 2008
Washington, DC
Exhibiting and holding hospitality event
Matt Desch on a panel
Greg Ewert on a panel
Ted O'Brien on a panel
- 2/27-28 AFCEA Homeland Security 200
Washington, DC
Exhibiting
- 2/27-29 International Wireless Communications Expo
(IWCE) 2008
Las Vegas, NV
Amy Kemp on a panel

- 2/27-29 AUSA-Winter Symposium
Fort Lauderdale, FL
Exhibiting

- 2/28-29 Lloyd's List Condition Monitoring Conference
London, England
Dan Mercer speaking

March 08

- 3/4-5 AFCEA TechNet Tampa
Tampa, FL
Exhibiting
- 3/12-14 China Maritime 2008
Hong Kong
Exhibiting
- 3/28-30 AFCEA Belvoir PEO EIS Industry Day 2008
Washington, D.C.
Exhibiting

April 08

- 4/9-11 Sea Japan
Tokyo, Japan
Exhibiting with a partner
- 4/16-17 AFCEA Intelligence 2008
Washington, DC
Exhibiting

HEADLINES

Lifeline Recognition Program

"Iridium: as indispensable as an ice axe"

Robert Mads Anderson is the Expedition Leader for Jagged-Globe (www.jagged-globe.co.uk), a leading provider of mountaineering expeditions, treks and courses for climbers of all levels. Anderson has led successful expeditions to the summits of Everest, Cho Oyu and Shishipangma in the Himalayas, and soloed to the top of the rest of the world's seven continents on his Seven Summits Solo. Earlier this year, he encountered a dangerous medical emergency that affirmed his decision to include an Iridium satellite phone as part of his standard equipment.



At 17,000 feet en route to the Mt. Everest Base Camp, a trekking group was crossing an area of dangerous rock fall that often rumbles across the trail. When one of the leaders cried out a warning as rocks started to fall, a trekker leapt from the trail. Deeply cutting his forehead when he fell, he began to bleed profusely. Fortunately, the tea houses of Gorak Shep were nearby, offering refuge and a place to administer medical attention. Although he was stabilized, the injured trekker would not be able to proceed and the combination of high altitude, inclement weather and a four-day trek back to civilization prompted the need for a helicopter rescue.

Helicopter rescues are challenging to coordinate in remote areas, requiring a sequence of calls with multiple parties to coordinate logistics that are further complicated by frequent weather changes typical in the Himalayas. Using his Iridium phone, Anderson and his team began by contacting the insurance company to secure clearance for the evacuation. They then made a second call to reserve and schedule the helicopter for early the following morning. A third call was placed to update the trekking company in the U.K. who, in turn, notified the trekker's family.



As dawn broke, fog descended, and additional calls were made to verify weather conditions down valley at Lukla Airport. As soon as the weather cleared, final logistics were quickly coordinated. The patient was successfully evacuated and by early afternoon, less than 24 hours after the accident, was recovering in a Katmandu Hospital.

According to Anderson, "The portability, reliability and flexibility of the Iridium phone in these remote locations have repeatedly served me well in providing connections to the outside world. Without Iridium we wouldn't be able to assist and coordinate rescues, to provide updates to headquarters, family and friends on our progress, or even to check on the latest weather report. These days, an Iridium phone is as indispensable as an ice axe when climbing in the Himalayas."

Project HOPE Delivers on its Mission with Iridium



When Project HOPE, a not-for-profit international health education and humanitarian aid organization, deployed 58 volunteers to Southeast Asia in support of the PELELIU Pacific

Partnership humanitarian assistance mission (July 15 - September 7, 2007), Iridium Satellite was there. The mission locales were the Republic of Vietnam; Papua, New Guinea; the Solomon Islands; and the Marshall Islands, all places in which standard telecommunications are not possible.

The Iridium satellite phones were used for a variety of Project HOPE's needs while they were on the mission. For example, when the Forward Operations Advance Team was initially deployed to Cotabato, Philippines, the team's operational equipment was lost en route. The mission plan required them to board the USS PELELIU offshore no later than 10:00 a.m. the following day.

By using the Iridium satellite phone, the team was able to make contact with the ship, confirm that in fact the departure time was delayed, and request the equipment



be delivered immediately to the ship. Without communications access, the equipment would have been shipped to Vietnam resulting in a week's delay. Instead, the Project HOPE team was able to hit the ground running, fully prepared to begin the mission to provide critical medical care and training to patients and staff in Vietnam.

Thanks to Iridium satellite phones, Project HOPE was able to meet critical telecommunications needs in these austere locations where standard, international cellular phones were not functioning. The Iridium satellite phone consistently provided complete coverage and clear reception and was, in many cases, directly responsible for mission continuity and success when instant telecommunications access was required.