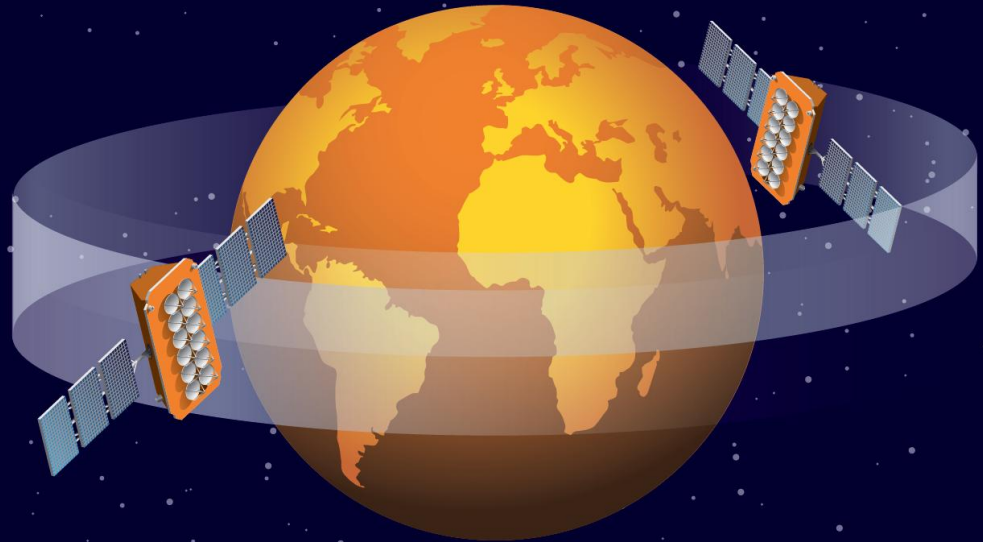
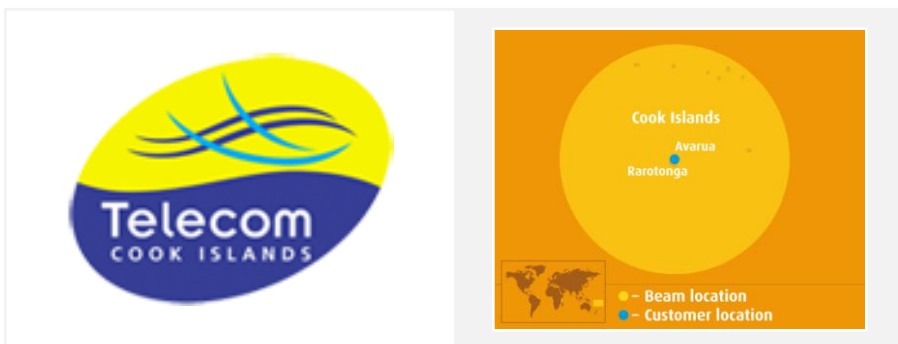
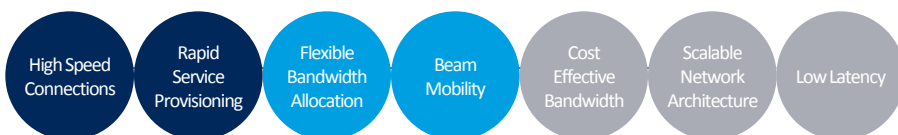


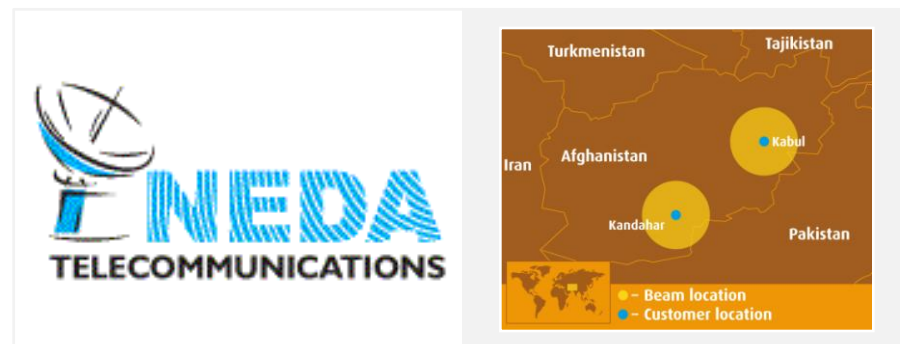
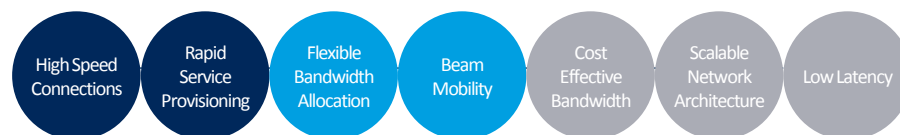
O3b *Trunk* – Customer References



Trunking Examples

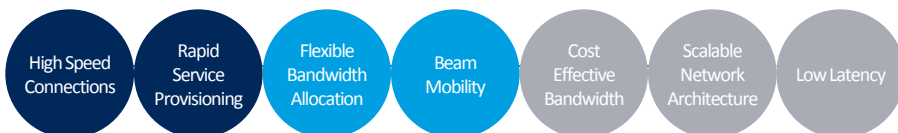


- Monopoly Operator owned by Telecom New Zealand and government, serving 85% of households.
- O3b secured the agreement vs. a direct submarine fiber proposed alternative by delivering a stronger business case than fiber.
- O3b will intercept the current market demand with a solution that provides for scalable growth as bandwidth hungry applications come on line.
- As the market deregulates, O3b provides a future proof and upgradable solution for Telecom Cook.



- Afghanistan's largest ISP and the first ever license holder in the country.
- O3b will replace existing GEO capacity to provide higher capacity trunking services than GEO can provide.
- Ability to provision capacity quickly means customers can extend services to new regions and increase market size / share.
- Flexible Bandwidth Allocation enables customers to meet licensing obligation ,to roll out a National WiMax Network.

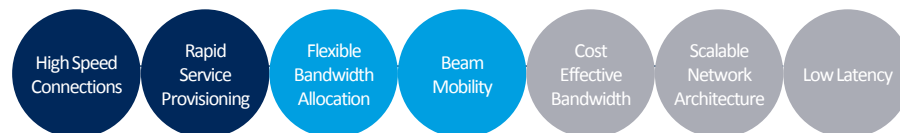
Trunking Examples cont'd...



Pak Datacom



- One of the largest private data network operators in Pakistan. Transitioning existing mobile clients away from TDMA to SCPC in favour of O3b.
- High Speed aggregation links to BSCs and backhaul circuits nationally in Pakistan.
- Enables PDL's mobile clients to deploy mobile networks in challenging ARPU markets.
- Low latency ensures customers enjoy the full benefit of mobile content delivery platforms with the evolution towards 3G.



- Largest independent provider of mobile satellite services.
- Multiple beams deployed over Vizada's customers in key markets like Nigeria, Zambia, Zimbabwe and the DRC.
- Trunking solution that enables Vizada to meet the growing requirements for bulk IP for customers with different profiles.
- Low latency satellite option that is competitive to other options they have.



Networks

Connecting the other 3billion