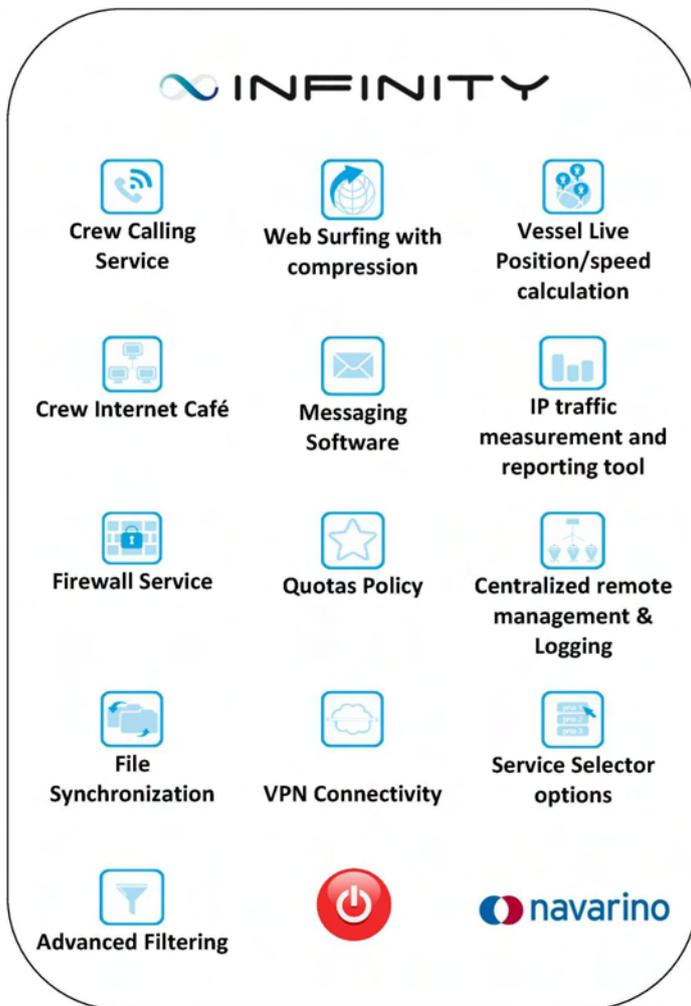


INFINITY by Navarino: \$0.01 per webpage surfing and much more



Navarino's INFINITY service "upgrades" existing FleetBroadband packages as it increases the efficiency of the vessel's communications, reduces the cost of both business and crew communication, enables the IT manager to have an easily centralized remote management tool of all vessels' systems, and offers crewmembers more crew welfare options at lower costs than the traditional platforms.

Navarino's INFINITY is a unique FleetBroadband bandwidth management and optimization solution. INFINITY enables the shipping company to share the monthly cost of a large allowance FB package with the crew, thereby sharing the benefit of lower costs per minute and

per Megabyte for both office and crew members.

Navarino has tailored this solution to Inmarsat FleetBroadband. It is compatible with all well-known FleetBroadband terminals and is offered as part of the Navarino FB packages.

INFINITY is comprised of the INFINITY device and a web portal where the administrator can manage all INFINITY applications and value added services. Among other things INFINITY offers web browsing with compression, advertisement removal and caching, crew calling and internet PINs, firewall, traffic and billing control, e-mail, data synchronization, remote access and vessel's position reporting.

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Did you know that?

INFINITY allows for internet browsing for as little as 1 cent per web page, thanks to its advanced compression, advertisement removal and caching techniques. Furthermore, for the best surfing experience we recommend using Infinity as it increases browsing speed through FleetBroadband to give the quickest internet experience on the sea.

Mr. Tsikopoulos, commercial director of Navarino, explains: "The maritime satellite communications industry has entered the second phase of the Broadband era following the launch of the large allowance FleetBroadband packages. INFINITY is the ideal tool for all shipping companies that need a solution to manage and optimize the FB bandwidth in the most efficient and cost effective way. INFINITY is already installed on more than 50 vessels and not only has met, but, in most cases,

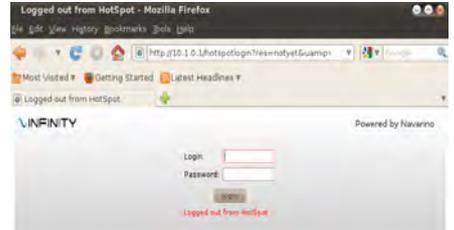


Mr. Panos Tsikopoulos

exceeded the business and crew communication requirements. Shipping companies are very satisfied to offer really low-cost internet to their crewmembers, using small and easy to install FB terminals with global coverage, while at the same time their monthly expenses for business communication are significantly reduced. INFINITY is designed and developed by Navarino engineers and this makes it possible for us to support our customers' evolving needs not



only now but also in the future, by continuously developing INFINITY and adding features." INFINITY presentations and live demos via FB take place on a daily basis at Navarino's lab in Piraeus.



Now any vessel can have a monthly allowance of up to 5GB

As from the 1st of May 2011, Inmarsat made the 1-5GB packages available not only as SCAPs but also on a **single vessel** basis. Therefore, all shipping companies can now take the advantage of the low cost per voice minute

and per MB from these packages. If we compare the implied voice and data rates of these packages with the voice and data costs using Fleet 77 or Inmarsat B terminals, we can see that the data communication cost via these

new packages can be 30 times lower than Inm B and 20 times lower than Fleet. The FB packages are money bundle rate plans, meaning that all FB services (voice, Std Ip, Streaming, ISDN, SMS) are included in the monthly usage allowance.

		PAYG	Entry	Large Allowance SCAPs				E&E services	
Implied Rates		-	126 MB	2GB	3GB	4GB	5GB	Fleet 77	Inm B
Standard IP	Cost per MB	\$10.56	\$7.20	\$1.12	\$0.88	\$0.76	\$0.69	\$17	\$21
	Cost per minute	\$0.90	\$0.66	\$0.55	\$0.55	\$0.55	\$0.55	\$1.05	\$1.45

For vessels with Inmarsat B, don't miss out on the opportunity to upgrade to FB and receive up to 4,000 USD through our special B to FB migration offer.

Crew Internet Café

With the use of these packages and INFINITY, you can create an internet café onboard where your crewmembers can have internet access either by using their personal laptops or a dedicated crew-com pc. In both cases, a PIN and a password will be issued by us. Crew internet PINs come in denominations of 25 MB, 50 MB and 100 MB that in combination with INFINITY compression techniques and advertisement removal are enough to provide your crewmembers with web

browsing, chatting and personal e-mail with attachments. Of course, the office can set firewall rules that will apply both on the Stratos and INFINITY firewall. INFINITY also enables the office to define which sites are allowed and which will be denied. It can also put time restrictions on internet usage or allow internet access within specific time frames. A quota policy is also available, which means that INFINITY allows the company to choose which end-user benefits from a premium service and which

does not, thus delivering two classes of service from the same hub. INFINITY offers to the office full control and remote management of any communication event that takes place onboard.



New web portal for online crew calling card orders and traffic reports

Navarino has recently introduced the Web Portal, available for all our customers. This portal is accessed from our website and once registered, customers can log in and see a variety of information relating to their vessels' traffic. There are several graphing options available and traffic can be displayed from a single vessel up to the whole fleet. It also enables Navarino customers



to order Crew Calling Cards online, and in real time, so you can get cards to your crews at any time of day, all year round.

Full invoices and billing information are also available through the Web portal. To set up your account, please get in touch with your Navarino Account manager.



Lower cost crew calling for all

We are pleased to inform all our customers that as of April 1st, all calls placed using Stratos Crew Calling Cards are charged at the new reduced crew calling rate resulting in a significantly lower cost per minute. This rate is applicable 24 hours per day, 7 days per week, for calls placed from any ocean region to any fixed or cellular destination. Please find below a table summarizing crew calling cards unit

consumption for all services in order for you to inform your vessels: The new unit consumption applies even for users that have partly used their cards.



Service	Time Zones	Unit consumption	Talking Time	
			250 unit card	500 unit card
Fleet, mini-M, Inm B: (effective date: 22/04/2011)	Anytime (24/7)	10 units per min	25.00 minutes	50.00 minutes
FleetBroadband: (effective date: 01/04/2011)	Anytime (24/7)	7 units per min	35.71 minutes	71.42 minutes

As always, Stratos Crew Calling Cards **do not charge for connection costs, start up fees or ringing time.**

Inmarsat Global Xpress: 50Mbps speeds through 60cm-aperture terminals

Cobham has been selected as the initial maritime satellite terminal launch partner for Inmarsat's forthcoming Global Xpress™ service. Sea Tel - the maritime VSAT market leader - will ensure availability of Global Xpress maritime satellite terminals at service introduction, which is planned for 2013. Sea Tel will develop a new terminal specifically designed for operation in the Ka band and will use a new core module developed by satellite-based IP communications technology provider iDirect. Working together, iDirect's core module and Sea Tel's

maritime terminal will provide state-of-the-art capabilities fully consistent with the Global Xpress objective of delivering up to 50Mbps downlink speeds to 60cm-aperture terminals.

As part of this contract, Sea Tel will distribute the new terminals and provide training and support prior to the launch of the first satellite.

"Global Xpress is pleased to be working with Sea Tel, the maritime VSAT market leader," said Leo Mondale, managing director of the Global Xpress programme.

"This agreement, and the just an-

nounced agreement with iDirect, unites the strongest suppliers in maritime VSAT with Inmarsat's high-performance Ka system architecture.

"We are working together to provide maritime customers with the outstanding quality, global coverage and seamless mobility they have come to expect from Inmarsat."

"Global Xpress will use the latest technology across all components of the systems and allow Sea Tel the opportunity to build the next generation of the most rugged and reliable maritime terminals for Inmarsat's next generation

Ka band satellites."

For more information you can visit: www.inmarsat.com

'With Global Xpress on the horizon, one has to seriously consider whether it is worth installing large VSAT antennas with long contracts on your vessels in the near future' Christian Vakarelis, International Account Manager

Inmarsat annual results show strong 2010 performance

Revenues from mobile satellite services (MSS) at Inmarsat Global increased by 6.5 per cent to US\$727.0 million during 2010.

The figures were reported in Inmarsat's annual results, which show that Inmarsat plc's total revenues grew by 12.9 per cent to US\$1.17 billion.

"We delivered a strong performance in 2010," said Inmarsat chairman and chief executive Andy Sukawaty.

"Total revenues rose 12.9 per cent, driven by growth of 6.5 per cent in core MSS revenues and by a second-half contribution from our cooperation agreement with LightSquared.

Five-year target

"While a slowdown in growth in the last quarter of 2010 and early 2011 has resulted from lower usage levels for some of our products, continued growth in new terminal activations

and positive market reaction to our new services mean that we remain confident in future MSS growth prospects and in our five-year growth target."

Although demand for FleetBroadband terminals remained strong, with more than 10,000 added during the year, maritime revenue underperformed with one per cent growth. This was attributed in part to the pace of migration by end-users to lower priced FleetBroadband.

Over time this is expected to be offset as usage grows in response to increased service capability.

Press release: inmarsat.com



Andy Sukawaty

Stratos is first Inmarsat Distribution Partner to reach 2,000 IsatPhone Pro activations

New handheld satellite phone service is now available with Stratos ChatCards

Stratos Global, the leading global provider of advanced mobile and fixed-site remote communications solutions, today announced it has reached a milestone of 2,000 IsatPhone Pro activations. Stratos is the first Inmarsat Distribution Partner to reach this sales milestone for the popular handheld satellite phone.

Inmarsat's new IsatPhone Pro is the first product in the Inmarsat Global Satellite Phone Services (GSPS) family. Among the

first 2,000 Stratos activations are first responders, journalists, oil & gas workers, government officials worldwide, but also shipping companies' employees who travel a lot and require global voice connectivity at one single number.



Ship Equip acquisition by Inmarsat

Inmarsat has announced the acquisition of Ship Equip International, a leading provider of VSAT maritime communications services to the shipping, offshore oil and gas and fishing markets.

Ship Equip is ideally positioned to support the evolution of parts of the maritime market to higher speed services such as Inmarsat's forthcoming Global Xpress™ service, planned for launch in 2013.

The company, which is based in Norway, will operate as a separate Inmarsat subsidiary alongside Stratos Global and Segovia. The deal is subject to regulatory approval.

"We are delighted to welcome Ship Equip and their management team into the Inmarsat group," said James Parm, president and chief executive officer of Stratos. "Ship Equip is the

perfect partner for Inmarsat, bringing a large installed base of maritime VSAT customers, who we expect to be in the forefront of the transition to Global Xpress services, and a management team with extensive knowledge of VSAT operations and customers, to help us ensure that Global Xpress is a compelling proposition for the maritime community.

"This acquisition demonstrates our clear determination to prepare the way for a fast and successful take-up of Ka-band services via Inmarsat Global Xpress."

Navarino has been the Ship Equip distributor in Greece since 2008.

