

Partner Briefing

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Cobham SATCOM

Lundtoftegårdsvej 93 D
2800 Kgs. Lyngby
Denmark

T: +45 39 55 88 00

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Our Ref: Product Management & Marketing

New and Upgraded User Terminals for Inmarsat GX

Dear Maritime GX Partner,

We are pleased to introduce our new and upgraded SAILOR user terminals for Inmarsat GX. The upgrade includes new RF hardware, with a new Ka-band transceiver ("XCVR") replacing the previous BUC/LNB combos, in addition to the introduction of a new feed horn.

Antennas/user terminals equipped with this new XCVR can be specified in two power levels; 4.5 Watt and 9 Watt, enabling dual-polarization-switching (LHCP ↔ RHCP) and wideband Ka (2.5 GHz). This future-proofing and unmatched radio performance, in addition to the upgraded feed horn and a software update for the CX-751 core module in our SAILOR GX Modem Unit are the key elements of the new SAILOR GX-R2 and SAILOR XTR Ka user terminals.

"GX-R2" is about enabling antennas GX installations for compatibility and high performance on future Inmarsat GX satellite constellations.

- All SAILOR GX-R2 user terminals are backwards compatible with the first generation of Inmarsat GX satellites.
- All current SAILOR terminals are forward compatible with Inmarsat's next satellite constellations.

We are planning a two-step approach to the SAILOR GX-R2 rollout. Apart from this Partner Briefing, this is documented in a separate PowerPoint slide deck, which is available from PM&M.

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STEP 1 – SAILOR GX-R2 for Inmarsat

Since July 2021, Cobham SATCOM has delivered the SAILOR 60 GX-R2. While based on the reliable and field-proven SAILOR technology platform, both this 65 cm terminal/antenna and the one-meter antenna conversion kits feature all the above-mentioned upgrades.

The functionality and interfacing of the terminals remains the same.

The following new product item numbers will become available for new installations and for conversion of existing antennas:

Table 1: SAILOR 60 GX-R2 Terminal for Inmarsat Global Xpress™

<i>Item no.</i>	<i>User Terminal</i>	<i>MSRP in U.S. Dollars</i>
407060I-00540	SAILOR 60 GX-R2, 4.5W (INM) Maritime Ka-Band User Terminal, comprised of: 407006I Above Deck Unit (ADU), incl. 65cm reflector, 4.5W XCVR, Mounting Accessories. 407016C Antenna Control Unit (ACU) for 19" rack mounting (1U). - AC power cord. - NMEA Multi-plug. - 2x 1m 75 Ohm coax cable TX/RX ACU-VMU. - Ethernet cable. 407023 GX Modem Unit (GMU) for 19" rack mounting (1U). - 2x RS-232/RS-422 serial cable. - 1x 115/230VAC power cord.	\$ 43,275.00

NB: Due to the unavailability of the 9W XCVR in 2021, the 65cm will only ship in the new SAILOR 600 XTR Ka (INM) version.

Table 2 SAILOR 60 GX-R2 Conversion

<i>Item no.</i>	<i>User Terminal</i>	<i>MSRP in U.S. Dollars</i>
407006I-00540	SAILOR 60 Above Deck Unit, prepared for GX-R2, 4.5W	\$ 28,700.00

Table 3 SAILOR 900 Ku/Ka - to - GX-R2 Conversion Kits

<i>Item no.</i>	<i>User Terminal</i>	<i>MSRP in U.S. Dollars</i>
407020E-00500	SAILOR 900 VSAT ⁱ to => GX-R2 4.5W Conversion Kit, comprised of: <ul style="list-style-type: none">- 4.5W XCVR- New feed horn- VIM3 (updated with DiSEqC)- 407023 SAILOR GX Modem Unit (GMU) 2x RS-232/RS-422 serial cable 1x 115/230VAC power cord	\$ 22,075.00
407020F-00500	SAILOR 900 VSAT to => GX-R2 9W Conversion Kit, comprised of: <ul style="list-style-type: none">- 9W XCVR- New feed horn- VIM3 (updated with DiSEqC)- 407023 SAILOR GX Modem Unit (GMU) 2x RS-232/RS-422 serial cable 1x 115/230VAC power cord	\$ 25,355.00

All prices are in U.S. Dollars EXW warehouse, (until further notice).

STEP 2 – The new SAILOR XTR platform for Inmarsat

Step 2 of our SAILOR GX program is making the new SAILOR 1000 XTR Ka (INM) available in March 2022 and the new SAILOR 600 XTR Ka (INM) in April 2022, respectively. Both the new afore-mentioned 4.5W and 9W XCVR will be ported to our new SAILOR XTR platform.

These cutting-edge new SAILOR XTR Ka antenna systems will supersede the GX-R2 antennas detailed above in Step 1.

The Inmarsat type approval and productization for wholesale and retail racks will happen prior to the release of these new terminals.

Table 4 The new SAILOR 1000 XTR Ka user terminals for Inmarsat Global Xpress™

Pending Inmarsat type approval and productization the following new user terminals will become available in March 2022 from the warehouse in Singapore:

<i>Item no.</i>	<i>User Terminal</i>	<i>MSRP in U.S. Dollars</i>
407590C-00540	<p>SAILOR 1000 XTR Ka, 4.5W (INM) Maritime Ka-Band User Terminal, comprised of: 407509C Above Deck Unit (ADU), incl. 103cm reflector, 4.5W XCVR and Mounting Accessories. 407516A Below Deck Unit (BDU) for 19" rack mounting (1U). - AC power cord. - 2x 1m 75 Ohm coax cable TX/RX ACU-VMU. 407023 GX Modem Unit (GMU) for 19" rack mounting (1U). - 2x RS-232/RS-422 serial cable. - 1x 115/230VAC power cord.</p>	\$ 63,095.00
407590D-00540	<p>SAILOR 1000 XTR Ka, 9W (INM) Maritime Ka-Band User Terminal, comprised of: 407509D Above Deck Unit (ADU), incl. 103cm reflector, 9W XCVR and Mounting Accessories. 407516A Below Deck Unit (BDU) for 19" rack mounting (1U). - AC power cord. - 2x 1m 75 Ohm coax cable TX/RX ACU-VMU. 407023 GX Modem Unit (GMU) for 19" rack mounting (1U). - 2x RS-232/RS-422 serial cable. - 1x 115/230VAC power cord.</p>	\$ 68,595.00

Table 5 The new SAILOR 600 XTR Ka User Terminals for Inmarsat GX

Pending Inmarsat type approval and productization, the new user terminals will then become available in April 2022 from the warehouse in Singapore:

<i>Item no.</i>	<i>User Terminal</i>	<i>MSRP in U.S. Dollars</i>
407560A-00540	SAILOR 600 XTR Ka, 4.5W (INM) Maritime Ka-Band User Terminal, comprised of: 407506A Above Deck Unit (ADU), incl. 65cm reflector, 4.5W XCVR and Mounting Accessories. 407516A Below Deck Unit (BDU) for 19" rack mounting (1U). - AC power cord. - 2x 1m 75 Ohm coax cable TX/RX ACU-VMU. 407023 GX Modem Unit (GMU) for 19" rack mounting (1U). - 2x RS-232/RS-422 serial cable. - 1x 115/230VAC power cord.	\$ 47,185.00
407560D-00540	SAILOR 600 XTR Ka, 9W (INM) Maritime Ka-Band User Terminal, comprised of: 407506C Above Deck Unit (ADU), incl. 65cm reflector, 9W XCVR and Mounting Accessories. 407516A Below Deck Unit (BDU) for 19" rack mounting (1U). - AC power cord. - 2x 1m 75 Ohm coax cable TX/RX ACU-VMU. 407023 GX Modem Unit (GMU) for 19" rack mounting (1U). - 2x RS-232/RS-422 serial cable. - 1x 115/230VAC power cord.	\$ 52,365.00

All prices are in U.S. Dollars EXW Pandrup, Denmark (until further notice).

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SAILOR GX Last Time Buy and Last Delivery

In our transition from the SAILOR platform to the new SAILOR XTR™ platform, the last time buy date for all SAILOR GX and GX-R2 terminals was 15 October 2021, with last deliveries in Q1, 2022 (unless communicated otherwise elsewhere).

For more information, please feel free to contact your regional sales manager.

Concerning housekeeping, you may want to note that all Cobham SATCOM e-mail addresses have been changed to a new format: `firstname.lastname@cobhamsatcom.com`

Kind regards,

Cobham SATCOM
Product Management & Marketing

ⁱ Can be SAILOR 900 VSAT Ku, or SAILOR 900 VSAT Ka (THOR 7)