Short introduction to Telenor Maritime

November 2016
Telenor Maritime – The Mobile Operator at Sea

Cruise & Ferry

Offshore Oil & Gas

Offshore Wind

Fisheries

“We want to be our customers' favorite partner in digital life”

Sigve Brekke, CEO Telenor Group
The mobile industry has driven radical changes in how we work, collaborate and communicate onshore

• The offshore society has been left behind
  – Hindering innovation
  – Losing productivity gain

• Telenor Maritime is the mobile operator at sea
  – Removes the “digital divide” Supports innovation
  – Enables smarter ways of working
  – Internet for All

• Partnering with Technology providers to support digitalization and the Internet of things

• Cooperation with Telenor Connexion – global leader in the IoT market

Company confidential and property of Telenor Maritime
Smart utilization of hybrid backhaul

Seamless connectivity from base to field – Utilizing Telenor’s portfolio of satellites, land-based network and Telenor Maritime’s offshore network

Current 4G coverage on NCS
Building oil-field coverage offshore Norway is the first step in a global strategy

Strategic cooperation with Statoil enables efficient deployment of a complete offshore 4G network
- Field coverage for rigs and vessels
- Dedicated network for Statoil’s operations – using Statoil’s spectrum
- A public 4G and GSM service for everyone else – using Telenor Maritime’s own spectrum

Telenor Maritime holds own frequency rights
- On the NCS
- Acquires in other geographical as needed

First step in a global-coverage network
- Expanding into other geographies
- Utilizing roaming agreements with 350 operators world-wide
Mobile technology enables business reengineering

Case: ROV operations
- 4G coverage – 40 mbps
- Moving ROV operation from offshore to onshore
  - Multi HD video streams possible
  - Low latency - ROV control signaling possible

Significant benefits
- Saves cost – Personnel onshore, not offshore
- Easy access to expertise when needed – video streaming

Case 4: Use same IT tools offshore and onshore
- 4G coverage – 40 mbps
- The digital divide is removed - Apply same tools everywhere

Significant benefits
- saves on development, maintenance and training
- Improved workflows – always online