

## **ADDVALUE TECHNOLOGIES LTD**

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### **NEWS RELEASE -**

## **ADDVALUE AND GERMAN-BASED IMST ENTER INTO DESIGN COLLABORATION TO DEVELOP LAND MOBILE AND MARITIME BGAN TERMINALS**

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**Singapore, 20 September 2007** – Addvalue Communications Pte Ltd, a wholly-owned subsidiary of Addvalue Technologies Ltd, enters into an Memorandum of Understanding ( “MoU” ) with IMST GmbH, a company established in Germany, to jointly develop land mobile and maritime BGAN terminals targeting the fast growing land mobile and maritime markets.

Under the MoU, Addvalue and IMST will jointly develop land mobile and maritime BGAN terminals using a mechanically steered antenna solution. In addition, the collaboration will also extend to the development of land mobile and maritime BGAN terminals using the state-of-the-art electronic-steered antenna. The electronic-steered antenna is expected to be significantly cheaper over the lifetime, and much more reliable compared to the mechanically steered antenna.

This collaboration is a win-win partnership between both companies as Addvalue’s expertise in BGAN technology compliments IMST’s land mobile and maritime antenna design technology and expertise.

The mobile satellite communications services industry has grown rapidly in the past 20 years. According to market research consultancy, Euroconsult, the number of active mobile satellite terminals has grown from less than 1,000 units in 1980 to more than 1 million units in 2004. The growth in terminals has accelerated since the late 1990s with the launch of new products. The number of data and voice terminals

grew at a compounded annual growth rate of 36% from 1995 to 2004. Telecommunications market research firm, Northern Sky Research, expects units in service in the mobile satellite industry to exhibit a cumulative annual growth rate of 34.2% through 2010, resulting in a 17.9% cumulative annual growth rate in retail revenue.

The successful commercialization of the jointly developed land mobile and maritime terminals will enable Addvalue to penetrate the lucrative and potentially immense land mobile and maritime markets, which traditionally have been contributing significantly to the annual revenue of Inmarsat Ltd, a global leader in broadband satellite communications.

Chairman and CEO Dr Colin Chan said, “The collaboration with IMST is in line with Addvalue’s plan to capitalize on our BGAN expertise and expand our existing BGAN product offerings to a wider range to include land mobile and maritime terminals. As the use of BGAN satellite services continue to grow globally, we are uniquely placed to introduce more products to satellite communication users. We believe by doing so, we are enhancing the attraction of our Addvalue satellite communication products family to end-users and potential buyers.”

Dr Colin Chan added, “The wild card is in the development of the BGAN terminals using the state-of-the-art electronic-steered antenna, which, upon commercialization, is expected to result in significant competitive advantages to be reaped over the traditional solution using the mechanically-steered antenna.”

Dr Matthias Geissler, Head of Antenna Development at IMST said “This collaboration will bring together the experience of Addvalue in the field of BGAN product development with IMST’s expertise in innovative antenna design. The joint development of electronically steerable antennas will be a breakthrough towards a new generation of extremely silent, long life high-performance antennas.”

IMST has been developing antennas for end-user terminals for the past 15 years, focusing on cellular as well as on satellite communications. Based on IMST's extensive knowledge in digital and RF circuit design, in semiconductor components as well as in testing and measurements, IMST expects to finalize the development of the electronically steerable antenna very soon.

### **About Addvalue Communications Pte Ltd**

Established in Singapore since 1994, Addvalue Communications Pte Ltd, a wholly owned subsidiary of Addvalue Technologies Ltd, is a leading one-stop digital, wireless and broadband communications technology products innovator, which provides comprehensive satellite communication solutions, tracking and telemetry communications solutions and digital wireless design services for customers and business partners which include global leaders in the communications, information technology and electronics industries. Addvalue Technologies Ltd is listed on the Main Board of the Singapore Exchange (symbol: addvaltech). Addvalue Technologies Ltd's web site is: [www.addvaluetech.com](http://www.addvaluetech.com).

### **About IMST**

IMST, founded in 1992, is an independent private research company located in Kamp-Lintfort, Germany. It presently has more than 100 engineers conducting research and development in software, components, subsystems and systems for a variety of customers worldwide. Its development activities range from wireless applications based on Bluetooth and WLAN over mobile phone design up to the realization of electronically steerable antennas for satellite communication. IMST's web site is: [www.imst.com](http://www.imst.com)

### **About Inmarsat**

Inmarsat is the pioneer of global mobile satellite communications. It came into being as an inter-governmental organization in 1979 to provide global safety and other communications for the maritime community. Starting with a customer base of 900 ships in the early 1980s, it then grew rapidly to offer similar services to other users on land and in the air, until in 1999 it became the first IGO to be transformed into a private company. It now supports links for phone, fax and data communications to more than 287,000 ship, vehicle, aircraft and other mobile users. The Inmarsat business strategy is to pursue a range of new data opportunities at the convergence of information technology, telecoms and mobility, while continuing to serve traditional maritime, aeronautical, land-mobile and remote-area markets. Inmarsat is listed on the London Stock Exchange (ISAT). Inmarsat's web site is: [www.inmarsat.com](http://www.inmarsat.com)

## **About BGAN**

Inmarsat's Broadband Global Area Network (BGAN) is a mobile communications service that offers highspeed data (up to 492Kbps) and voice telephony – simultaneously through one device. The service is accessed via a lightweight satellite terminal – about the size of a notebook PC – which is easy to carry, quick to set up and easy to use. BGAN will enable users to access email, corporate networks and the Internet, transfer files and make telephone calls. The service will be initially available throughout Europe, Africa, the Middle East and Asia from the end of 2005. In 2008, coverage will be extended to include the Americas – providing broadband to mobile users wherever they find themselves on the planet.

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