



CONNECTING THE WORLD'S ASSETS

# INVESTOR OVERVIEW

## FEBRUARY 2020



# SAFE HARBOR STATEMENT

Certain statements discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally relate to our plans, estimates, objectives and expectations for future events, as well as projections, business trends and other statements that are not historical facts. Such forward-looking statements are subject to known and unknown risks and uncertainties, some of which are beyond our control, which may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These risks and uncertainties include but are not limited to: demand for and market acceptance of our products and services and our ability to successfully implement our business plan; our dependence on our subsidiary companies (Market Channel Affiliates (“MCAs”)) and third-party product and service developers and providers, distributors and resellers (Market Channel Partners (“MCPs”)) to develop, market and sell our products and services, especially in markets outside the United States; substantial losses we have incurred and may continue to incur; substantial competition in the telecommunications, AIS data and industrial IoT industries; the inability to effect suitable investments, alliances and acquisitions or the inability to successfully integrate acquired businesses and systems; defects, errors or other insufficiencies in our products or services; failure to meet minimum service level commitments to certain of our customers; our dependence on significant customers for a substantial portion of our revenues, including key customers such as JB Hunt Transport Services, Inc., Caterpillar Inc., Komatsu Ltd., Carrier Transicold and Satlink S.L.; our ability to expand our business outside the United States and risks related to the economic, political and other conditions in foreign countries in which we do business; fluctuations in foreign currency exchange rates; unanticipated domestic or foreign tax or fee liabilities; the possibility we will be required to collect certain taxes in jurisdictions where we have not historically done so; economic, political and other conditions; extreme events such as a man-made or natural disasters, earthquakes, severe weather or other climate change-related events; our dependence on a limited number of manufacturers for many of our products and services; interruptions, discontinuations, slowdown or loss of the supply of subscriber communicators from our vendor Sanmina Corporation; legal proceedings; our reliance on intellectual property; increased regulatory restrictions and oversight; lack of in-orbit or other insurance for our ORBCOMM Generation 1 or ORBCOMM Generation 2 satellites; our reliance on third-party wireless network service providers to deliver existing and developing services in certain areas of our business; significant interruptions, discontinuation or loss of services provided by Inmarsat plc; failure to maintain proper and effective internal controls; inaccurate estimates in accounting or incorrect financial assumptions; significant operating risks related to our satellites due to various types of potential anomalies and potential impacts of space debris or other spacecrafts; the failure of our systems or reductions in levels of service due to technological malfunctions or deficiencies or other events outside of our control; difficulty upgrading or replacing aging hardware and software we use in operating our gateway earth stations and our customers’ subscriber communicators; technical or other difficulties with our gateway earth stations; security risks related to our networks and data networks, data processing systems and software systems and those of our third-party service providers; liabilities or additional costs as a result of laws, governmental regulations and evolving views of personal privacy rights; failure of our information technology systems; cybersecurity risks; the level of our indebtedness and the terms of our \$250.0 million 8.0% senior secured note indenture and our revolving credit agreement, under which we may borrow up to \$25.0 million, that could restrict our business activities or our ability to execute our strategic objectives or adversely affect our financial performance; and risks related to an investment in our common stock, including volatility due to our quarterly performance or our recently announced stock repurchase program. For more detail on these and other risks, please see our Annual Report on Form 10-K for the year ended December 31, 2019 (“Annual Report”), and other documents we file with the SEC. We undertake no obligation to publicly revise any forward-looking statements or cautionary factors, except as required by law.



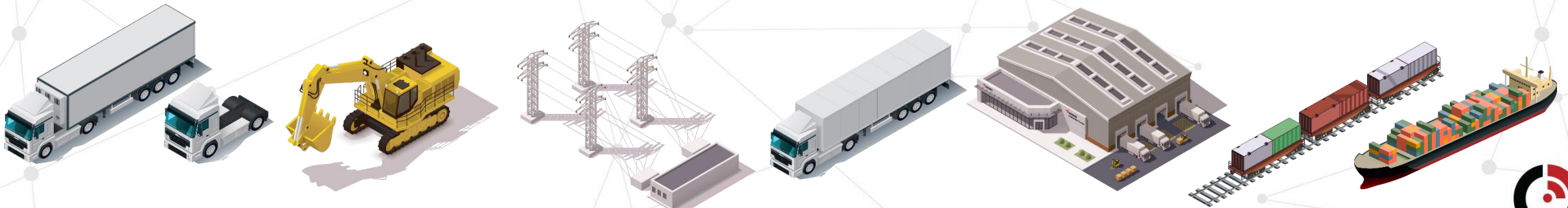


# ORBCOMM'S EVOLUTION

## 25 YEARS AGO

ORBCOMM BEGAN AS A PIONEER IN MACHINE-TO-MACHINE COMMUNICATION TECHNOLOGY. LONG BEFORE THE **INTERNET OF THINGS** BECAME A COMMON TERM, WE WERE **CONNECTING ENTERPRISE ASSETS.**

TODAY, WE OFFER THE INDUSTRY'S BROADEST ARRAY OF **INDUSTRIAL IoT SOLUTIONS**, DELIVERING INFORMATION THAT IMPROVES ROI.



# CONNECTING THE WORLD'S ASSETS

## CONNECTING USERS

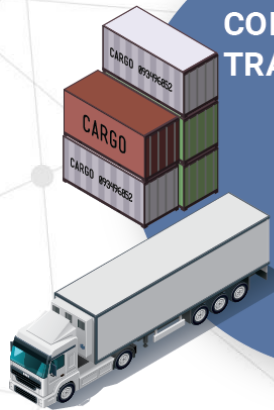
With solutions that deliver complete visibility and analytics for better ROI



MULTIPLE SATELLITE AND CELLULAR NETWORKS

## CONNECTING TRANSPORTATION

Track, control and protect fleets and cargo on road, rail and sea



## CONNECTING EQUIPMENT

For improved efficiency, fuel usage and maintenance scheduling



## CONNECTING VESSELS

AIS data services and monitoring of ships and buoys



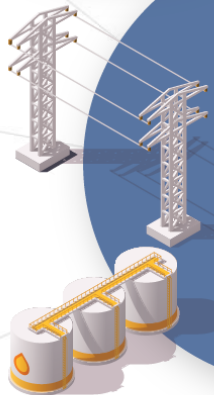
## CONNECTING MANUFACTURING

RFID and sensor-based tracking of tools and inventory



## CONNECTING ENERGY

Monitoring, management and control of remote smart grids and oil & gas operations



# COMPONENTS TO COMPLETE IOT SOLUTIONS

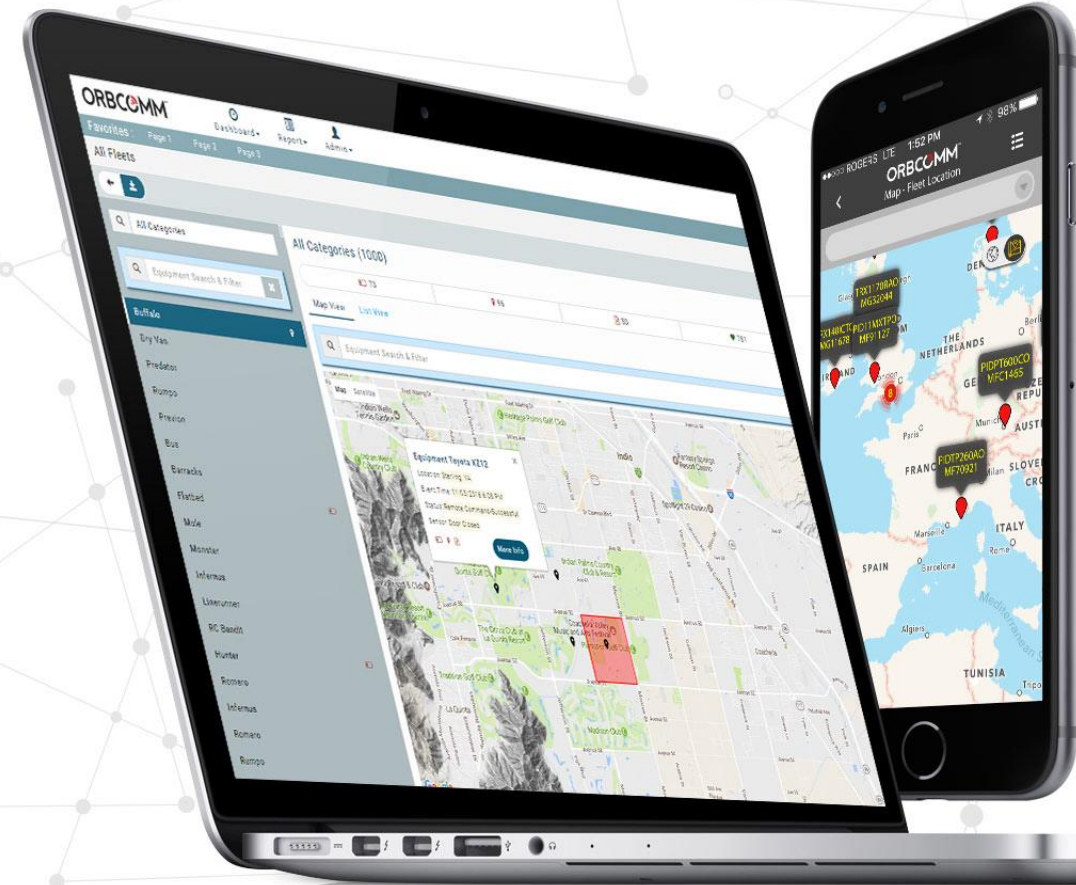
ORBCOMM has the broadest array of capabilities in the industry, with leading-edge hardware, multiple network connectivity options and applications that deliver advanced asset analytics.



**Devices and sensors to track, monitor and control assets**



**11 networks for satellite and cellular connectivity offering flexibility and seamless device and subscriber management**



**SaaS and mobile applications for remote asset monitoring and management**





# ORBCOMM BY THE NUMBERS

**2.1 Million**

Global subscriber communicators

**\$272 Million**

Total Revenues in 2019

**\$161 Million**

Service Revenue growth of 5% in 2019

**\$63 Million**

Adjusted EBITDA in 2019

**790**

Employees and full-time contractors in 18 countries

**390**

Engineers and technical experts across 15 disciplines

**140**

Customer care staff providing 24x7 support

**110**

Sales account managers and support with vertical expertise

**100**

Technology patents

# THE RACE TO SCALE

**BUILD • BUY • PARTNER**

2000

OG1 satellite network

# 2008

Entered AIS business

## 2004

Started opportunities  
with Caterpillar  
and GE

# 2011

Acquired StarTrak  
Long-haul cold chain

## 2012

Acquired LMS (PAR)  
Private fleet cold chain

# 2013

Acquired MobileNet,  
GlobalTrak & SENS  
Heavy equipment  
solutions & government  
security

# 2014

Built devices for trailer tracking and intermodal container monitoring

# 2015

Acquired WAM  
Sea containers  
Partner with  
AT&T

## 2014 - 2015

- Launched OG2 satellites
- Acquired SkyWave
- IDP satellite products
- Built interchangeable models

# 2017

Acquired inthinc & Blue Tree  
Vehicle fleet management  
and truck in-cab

2016

Partner with  
Doosan and Carrier



# A WORLD-CLASS CUSTOMER BASE





# SUCCESS STORY: HUB GROUP

## Challenge

Efficiently manage a fleet of 32,000 intermodal containers throughout North America

## Solution

ORBCOMM developed a customized solution providing real-time status and location of its container fleet.

## Result

Increased operational efficiency, reduced costs

Developed new revenue opportunities

Enhanced customer satisfaction

Achieved ROI within one year

*"We have estimated [savings]...at around \$6 million on an annualized basis once the entire fleet is up and running."*

Mark Yeager, Former Vice Chairman & COO  
Hub Group

*"We can actually be a lot more proactive... it should help reduce container dwell times by at least a half a day."*

Dave Yeager, Chairman & CEO  
Hub Group



**Investing in Hub's solution creates opportunities with larger intermodal operators**

# THE INDUSTRIAL IoT MARKET IS TAKING OFF

The market is heavily driven by specific use case scenarios - track, control, monitor and communicate with fixed and mobile assets located throughout the world

- Companies are looking for **end-to-end solutions** to increase customer satisfaction, **improve** quality, **support** new business models (such as data-driven services), and **reduce** costs.
- **Predictive maintenance, track and trace, and fleet management** are leading applications.
- **Transportation and logistics, utilities, and discrete manufacturing** will be the three largest sectors.

2015  
\$63B\*

2020  
\$267B\*

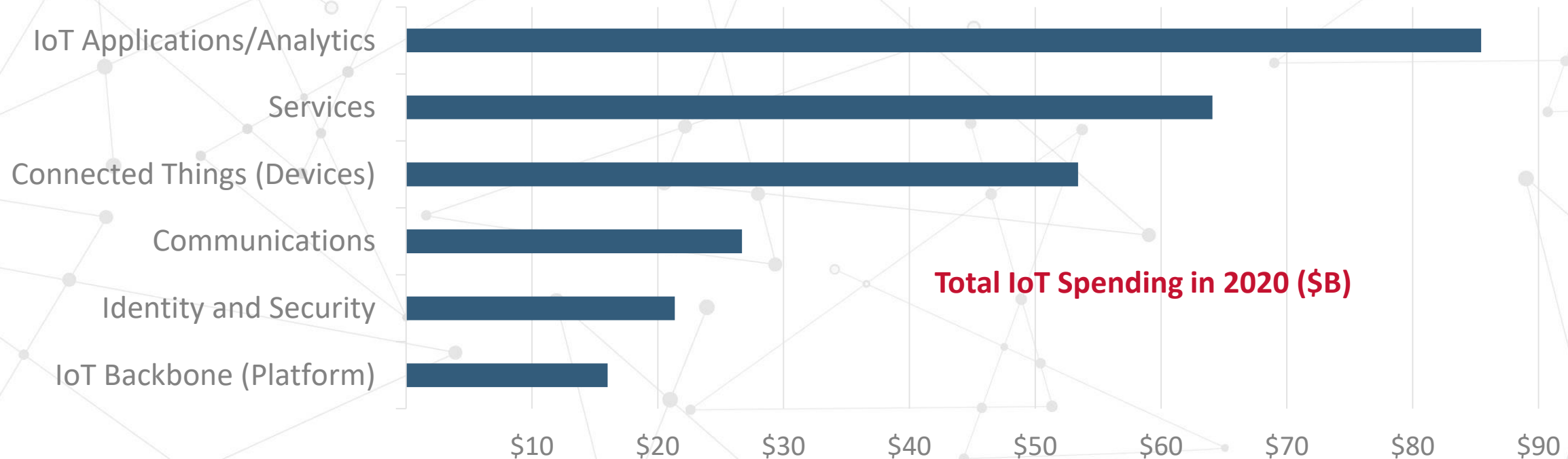
\*Boston Consulting Group (BCG),  
2017 estimate

**IoT has the potential to be 'utterly transformative' for non-technology companies.**



# THE INDUSTRIAL IoT MARKET IS TAKING OFF

- 60% of growth by 2020 will come from **applications/analytics and services**.
- **All layers** of technology stack will have at least **20% CAGR 2015-2020**.

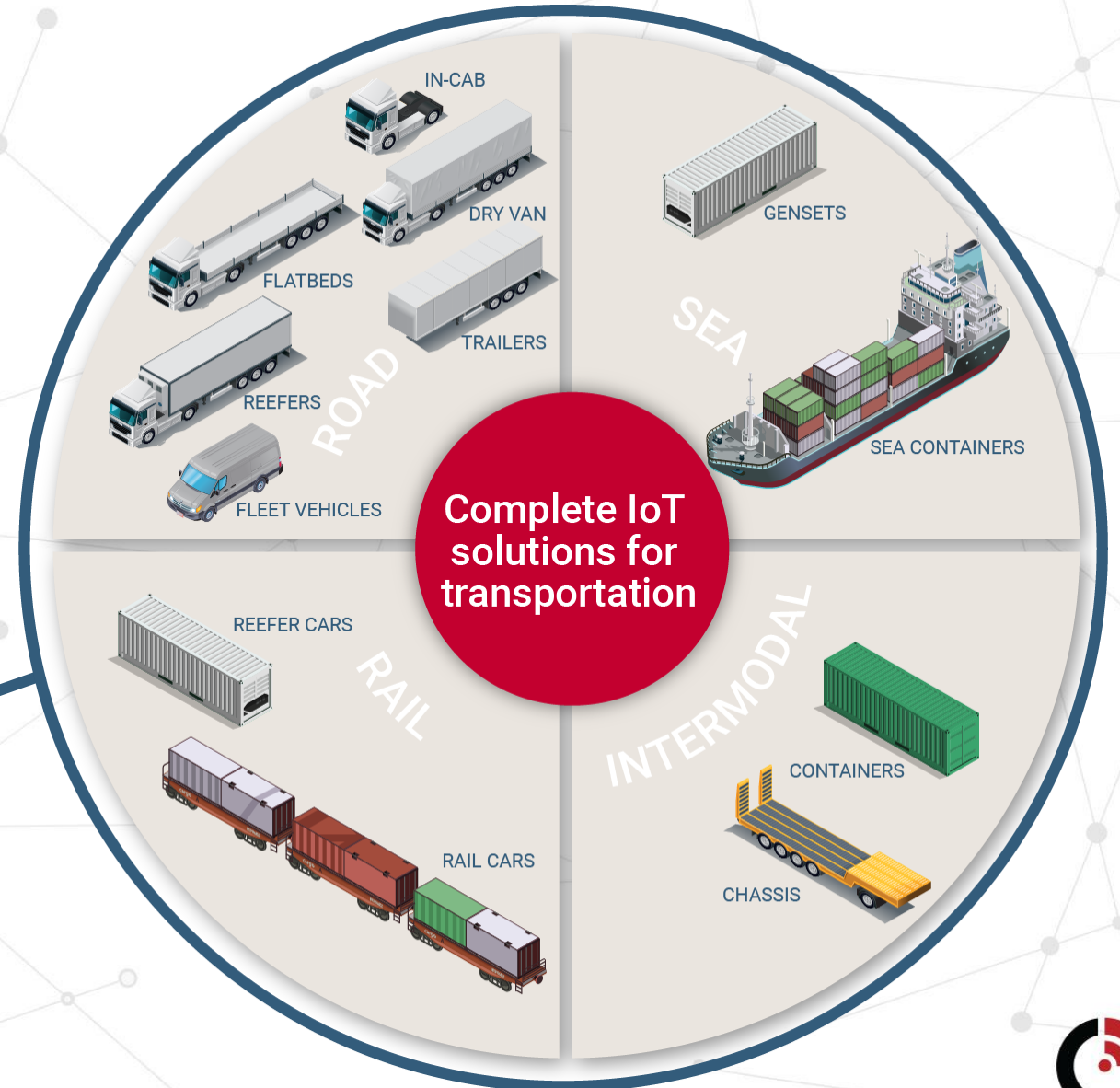


**IoT has the potential to be 'utterly transformative' for non-technology companies.**



# SERVING ALL TRANSPORTATION ASSET CLASSES

With the addition of inthinc and Blue Tree, ORBCOMM provides the **most complete, integrated transportation solution offering** — from in-cab fleet vehicles to refrigerated assets to dry vans — **all visible in a single platform**, strengthening our leadership position in the global industrial IoT.



# TOP OPPORTUNITIES FOR GROWTH

ORBCOMM is well-positioned in multiple growth categories to capture the future.

AIS

Strategic M&A

Key Satellite & Terrestrial Networks

New Products and Services

New Vertical Markets

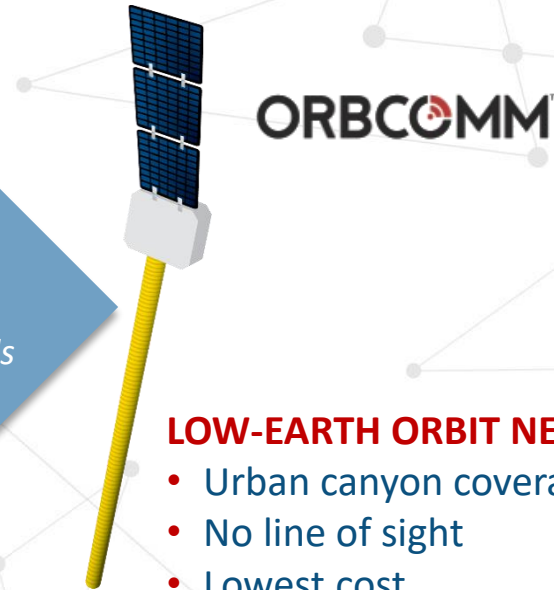
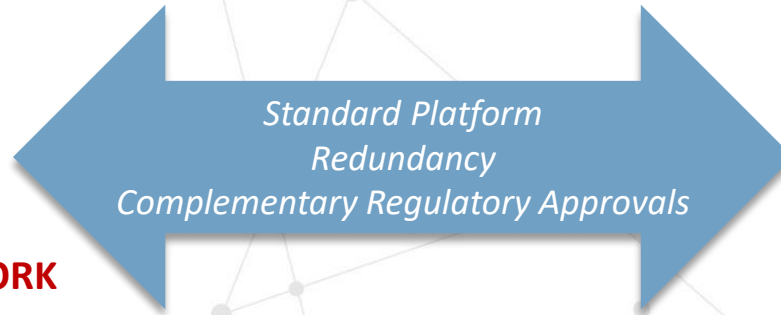
New Geographic Markets

# NETWORK AGNOSTIC SATELLITE CONNECTIVITY



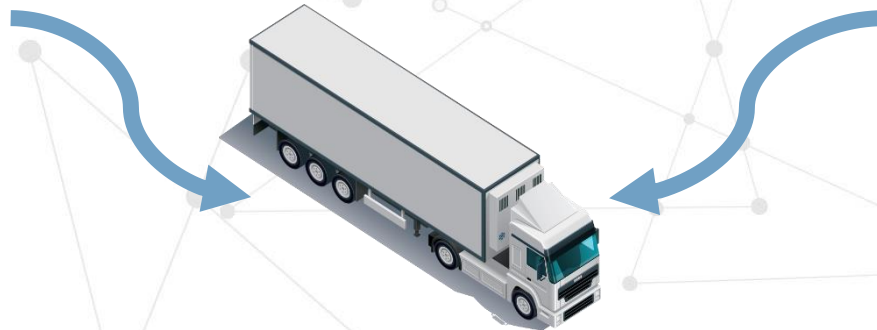
## GEOSTATIONARY NETWORK

- Sub-30 second latency
- Regulatory approvals – China
- Biggest payload
- Significant marine advantage



## LOW-EARTH ORBIT NETWORK

- Urban canyon coverage
- No line of sight
- Lowest cost



**Only ORBCOMM offers the best combination of geographic coverage, regulatory authorizations, the fastest service, and the largest message payloads.**



# EXPANDING THE TOTAL ADDRESSABLE MARKET

	OG1	OG2	Dual Mode	IDP	COMBINED
<b>Transportation</b>					
Trailers					
In-Cab, Trucks					
Rail					
<b>Heavy Equipment</b>					
Small Machines					
Large Machines					
<b>Energy</b>					
Service Vehicles					
Pipelines					
Tanks					
Commercial Utility Metering					
<b>Maritime</b>					
Recreational Ships					
Commercial Ships					
Commercial Buoys					
<b>Government &amp; Security</b>					
Police/Fire/First Responders					
Containers					
Military Vehicles					

# EXPANSION VIA STRATEGIC ACQUISITIONS

2011	StarTrak	Transportation (cold chain)	23,000 Subscriber Opportunity <sup>1</sup>	Walmart J.B. HUNT
2012	Par Logistics Management	Transportation (cold chain)	28,000 Subscriber Opportunity	Hub Group
2013	MobileNet	Heavy equipment and rail	50,000 Subscriber Opportunity <sup>2</sup>	DOOSAN
	GlobalTrak	Government and security	\$4.8M Opportunity	U.S. Department of Defense
2014	Euroscan	Transportation (cold chain)	FedEx Custom Critical Carrier SCHMITZ Cargobull	
2015	SkyWave	Government, maritime, mining, energy and transportation	satlink Aramco ZOMD HOLDING	
	InSync	Application enablement	CISCO	
	WAM Technologies	Sea containers, cold chain, gensets	MAERSK 200,000+ Subscribers	
2017	inthinc	Fleet management, driver safety	Shell Schlumberger	
	Blue Tree Systems	Fleet management, driver safety	NAVAJO pilgrim's	



# LEADER IN INDUSTRIAL IoT SOLUTIONS

