

PR/13/04

**EUTELTRACS REACHES MILESTONE OF 25 000
INSTALLED TERMINALS**
**Commercialised by a QUALCOMM-Eutelsat partnership, EutelTRACS
provides satellite-based fleet-management solutions to the
European road-haulage industry**

Paris, 27 April 2004

Produced and marketed by QUALCOMM, world leader in fleet management solutions, and Eutelsat, Europe's leading satellite operator, the EutelTRACS mobile communications system now serves an installed user-base of more than 25 000 terminals.

The logistics and transport industry contends today with a highly competitive environment, sudden fluctuations in demand, and increasingly restrictive legislation. Faced with this situation, the transport industry is constantly seeking ways of improving responsiveness and cost-effectiveness, which includes 'always-on' efficiency and real-time information management and control.

This explains the success of EutelTRACS in Europe. The service has enabled optimisation of load patterns and driver schedules so that road-haulage firms can be increasingly competitive while complying with European legislation governing the working time of lorry drivers.

Real-time gathering and analysis of data concerning drivers, vehicles and loads

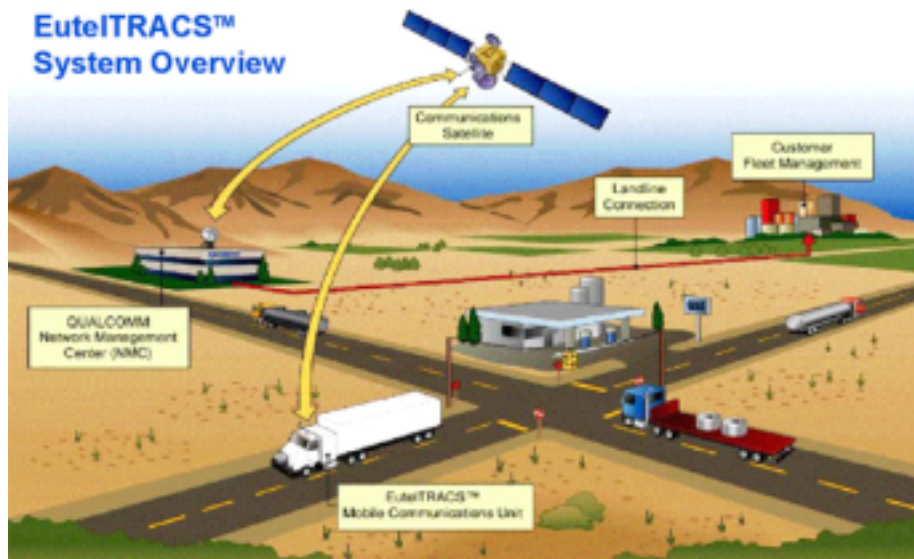
EutelTRACS combines its positioning and data-transmission services with a suite of software that can handle messages in real-time at the offices of client road-haulage firms and gather data on the status of consignments, vehicles and drivers.

A wide range of specialist software has been developed to cater for specific needs such as route planning, refrigeration control, lorry performance reports, trailer coupling and uncoupling, analysis of fuel consumption, etc.

EutelTRACS also ensures compliance with European labour law, especially as regards drivers' working-hours. The number of hours drivers spend at the wheel is automatically integrated as part of the management tools used by a road-haulage firm's human resources unit for the production of pay slips.

Permanent contact via satellite with drivers on the road

Two Eutelsat satellites in geostationary orbit (W1 and SESAT 1) which provide coverage of Europe, the Mediterranean Basin and the Middle East, provide a permanent link between each lorry equipped with EutelTRACS and QUALCOMM's Network Management Centre. The system is connected to the customer's fleet management centre via a terrestrial connection handling the flow of data between the two sites. Communications between the vehicle and the data-management centre are fully protected and any unauthorised access is denied making EutelTRACS a closed and fully secure system.

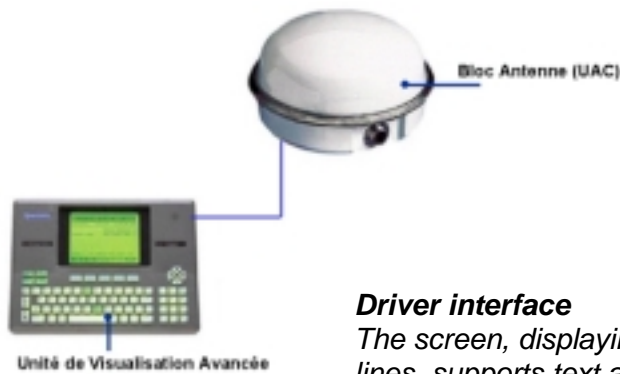


With this configuration, each road-haulage firm is able to locate the position of a lorry to within less than 100 metres, exchange messages with the driver on a permanent basis and transfer data between the lorry and its base.

The collected data is processed, analysed, and integrated into the road-haulage companies' back-office systems to give full visibility of fleet operation and utilisation. This allows real-time cost control, optimised management of drivers and lorries, and also facilitates monitoring and tracing of loads.

A user-friendly interface that handles all communications between driver and base

Each vehicle is fitted with a small antenna and an on-board terminal with a keyboard and screen, which the driver uses to display messages received, and to enter information in the form of free text-input or pre-recorded messages.



Driver interface

The screen, displaying up to 40 characters on 15 lines, supports text and graphics

Reliable technology and cost control

Satellite's ability to provide seamless coverage of a large number of countries means that fixed, global flat-rate monthly tariffs can be offered. This avoids the problem of 'grey areas' in the coverage provided, which is the case with GPRS type terrestrial technologies, and overcomes the problem of network saturation. It also avoids incurring costs for roaming when switching between telecommunications operators of each country.

Ninety per cent of road-haulage firms that do not have a fleet-management system generally use regular mobile telephones which are expensive in terms of call time, and unable to offer any real productivity gains as they are not integrated into a back-office system. A return-on-investment survey of EutelTRACS solutions shows productivity gains in the road-haulage industry of 5 to 12 per cent per year, depending on the type of business activity.

A fleet-management solution geared to the needs of all road-haulage companies, from local transporters to international specialists

EutelTRACS is not limited to leading international road-haulage firms. Sixty per cent of customers have fewer than 100 terminals. The service is used by different types of companies within the industry. Vos Logistics, for example, from the Netherlands, has 2 400 lorries equipped with the system, while Cal Trasporti in Italy has 10.

About Eutelsat

With capacity commercialised on satellites that provide coverage from the Americas to Far East Asia, Eutelsat is one of the world's leading satellite operators. This satellite infrastructure gives the company the flexibility to offer direct-to-home broadcasting, video distribution and contribution services, corporate network solutions, positioning and communications services for mobile users and a portfolio of IP applications which include broadband Internet access and Internet backbone connections. Eutelsat has developed a range of turnkey broadband products (D-STAR, D-SAT, OPENSKY™) for local communities, SMEs, SoHos and consumers beyond ADSL access. It has also set up a subsidiary called Skylogic Italia to market and operate broadband services through its multimedia platform in Turin (Italy). Eutelsat's satellites broadcast more than 1,400 television and 700 radio stations to an audience of 110 million cable and satellite homes.

www.eutelsat.com

About QUALCOMM

QUALCOMM is the world leader in the industry for high value-added wireless data solutions. To date, QUALCOMM has delivered more than 500 000 mobile communications systems to road-haulage firms in 39 countries on four continents. For more information, go to

www.qualcomm-europe.com

QUALCOMM Incorporated (www.qualcomm.com) is a leader in developing and delivering innovative digital wireless communications products and services based on the Company's CDMA digital technology. Headquartered in San Diego, Calif., QUALCOMM is included in the S&P 500 Index and is a 2003 FORTUNE 500® company traded on The Nasdaq Stock Market® under the ticker symbol QCOM.

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