Iridium® 9604

Next-Generation Dual-Mode IoT Platform
Satellite + Cellular + GNSS in One Module

Your Name | Date



iridium®

Legal Disclosures

Statements made in this presentation are not warranties, and Iridium EXPRESSLY DISCLAIMS ALL WARRANTIES, WHETHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING ALL WARRANTIES OF NONINFRINGEMENT, MERCHANTABILITY, AND FITNESS FOR A PARTICULAR PURPOSE, unless and except as expressly set forth in any applicable product documentation.

The views and opinions expressed in this presentation are solely those of the presenter and do not necessarily represent those of Iridium, which makes no warranty as to accuracy or completeness of the information provided or the views or opinions presented. The information in this presentation is subject to change without notice.

Before using any Iridium product or service, please read and understand the applicable Iridium user manual, including the instructions and safety warnings in such manual, and any other relevant user information for such Iridium product or service.

Iridium and the Iridium logo are registered trademarks of Iridium Satellite LLC. All other registered marks, trademarks, service marks and logos are property of their respective holders.

The Global Connectivity Gap

Devices routinely lose connectivity in remote or cross-border environments.

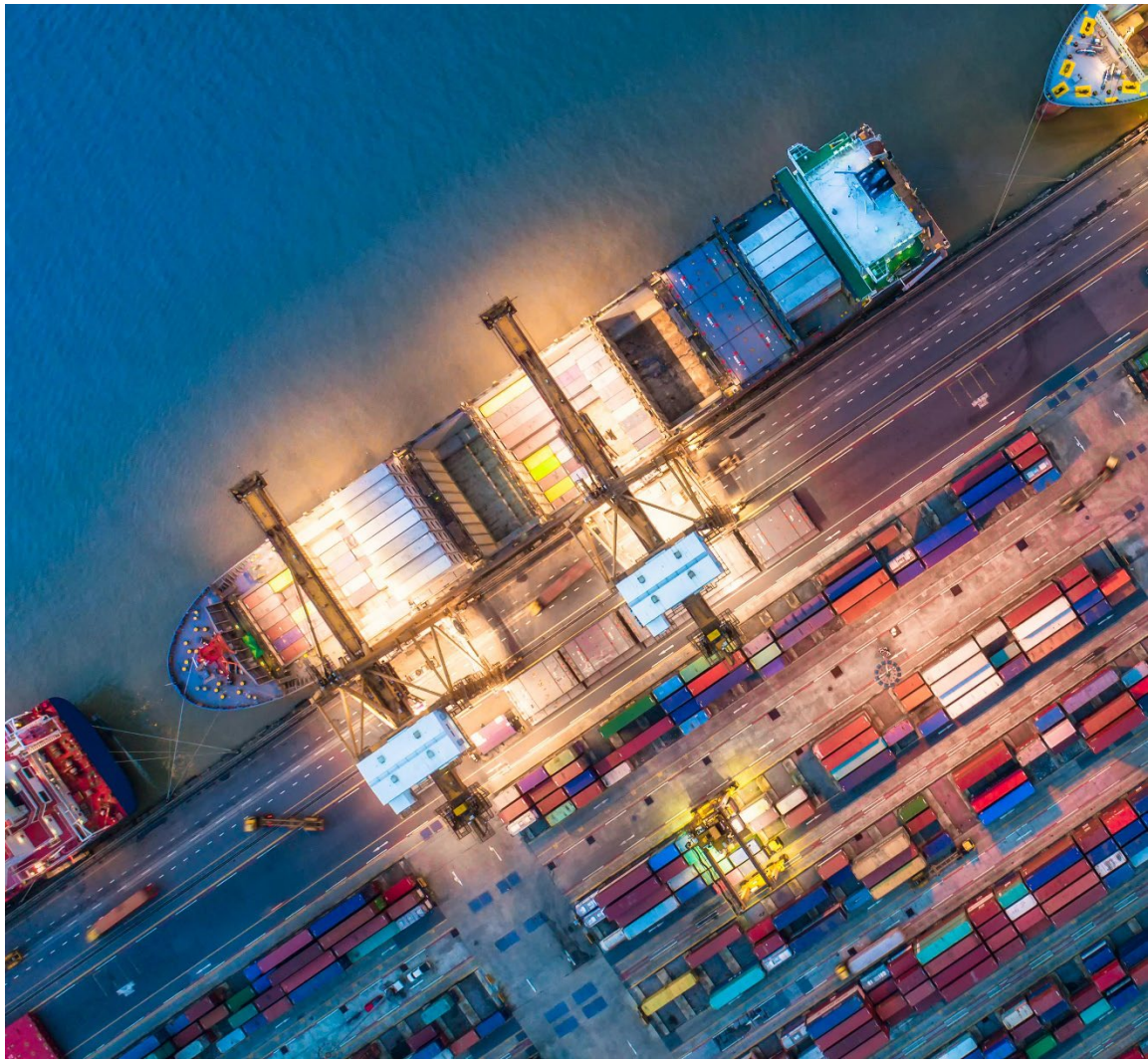
Operational, safety, and compliance issues follow when visibility drops.

Only **~10%** of the earth has reliable cellular coverage

Why Hybrid Matters Now

Enterprises need connectivity that follows the asset, not the network

- Cellular-first for cost
- Satellite for resilience
- One system that works everywhere

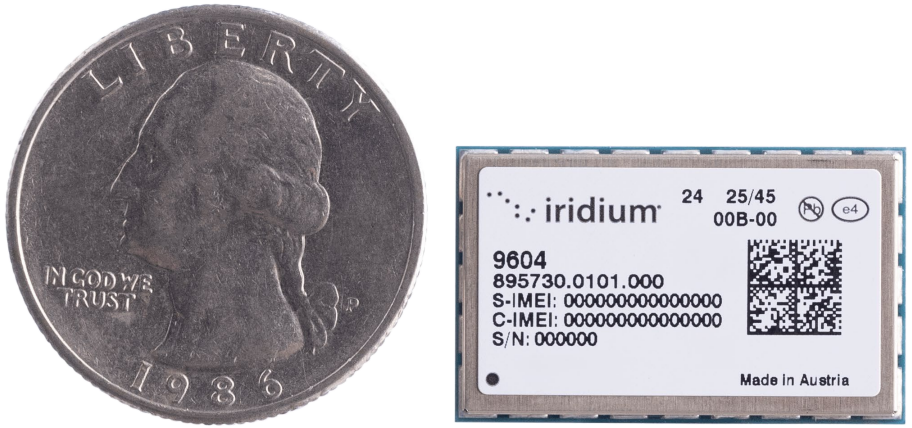


The market is shifting toward hybrid IoT as deployments scale globally

Introducing Iridium 9604

One Module. Three Technologies. Zero Compromises.

- **Three-in-one:** Iridium SBD® satellite + LTE-M + GNSS in one integrated module
- **Developer-controlled hybrid connectivity:** applications choose when to use satellite vs. cellular
- **Industrial-grade, globally proven, and designed for scale:** leveraging 20+ years of Iridium SBD reliability



Where Iridium 9604 Fits: Three IoT Service Paths



Iridium 9604
Hybrid Satellite (SBD) + LTE-M

For devices built now needing scalable cost and reliable satellite backup



Iridium Certus™ 9704 / IMT®
High-Bandwidth Industrial IoT

For workloads requiring larger payloads, imagery, or always-on reliability

Iridium NTN Direct℠
Standards-Based NB-NTN

Using third-party NTN chipsets; mass-market expansion as standards mature

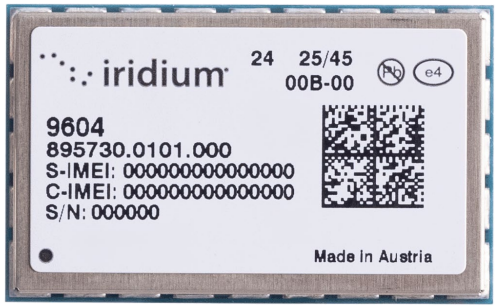
Technical Breakthrough

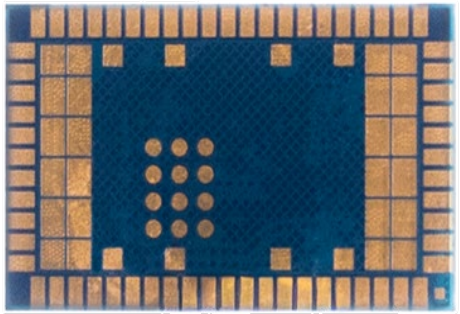
- **Three-in-One Connectivity**
  - **Satellite:** Iridium SBD (340B TX / 270B RX)
  - **Cellular:** LTE-M (Cat-M1), global bands
  - **GNSS:** GPS, GLONASS, Galileo, BeiDou

- **Compact Form Factor**
  - **Dimensions:** 16 × 26 × 2.4 mm
  - **Footprint:** ~400 mm² (60%+ board space savings)
  - **Platform:** u-blox SARA-R5 form factor

- **System Architecture**
  - **RF Ports:** Dual (Iridium/GNSS + LTE-M)
  - **Interface:** Unified AT command set
  - **Power:** 3A SAT TX surge, optimized idle

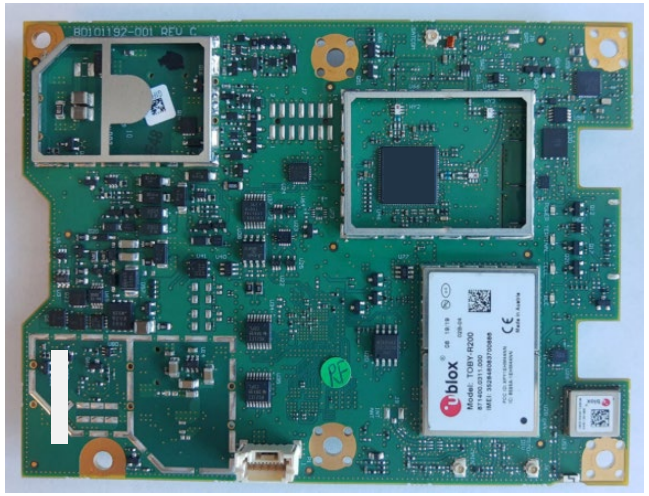
- **Operating Environment**
  - **Temperature:** −40°C to +85°C
  - **Certifications:** AT&T FirstNet Ready, FCC, CE
  - **Coverage:** Pole-to-pole LEO + global LTE-M





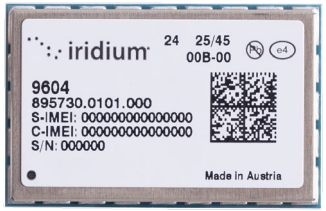
Design Complexity: Before vs After

Traditional Approach



- 3+ modules (Satellite, LTE, GNSS)
- Multiple antennas, RF chains, certifications
- Separate power domains & interfaces
- Larger PCB area + higher BOM cost

With Iridium 9604



- Single module, unified design consolidating satellite, cellular & GNSS
- >60% board space reduction vs. discrete components
- One AT command set, one antenna system, simpler power architecture

Images are sourced from publicly available FCC filings and are used for illustrative purposes only; they are not shown to scale.

What's Your Iridium 9604 Advantage

DEVELOPERS

- SKU reduction
- NRE savings
- Time-to-market improvement (development & certifications)
- Engineering capacity freed

SOLUTION PROVIDERS

- Inventory reduction
- Support complexity reduction
- Vendor consolidation value

END USERS

- Airtime cost reduction
- Downtime elimination value
- Loss prevention
- Field Operation Savings
- ROI timeline (months)

Economic Impact & Proven ROI

Design & Integration Savings

- 60%+ board space savings vs. traditional multi-module hybrids
- Reduced PCB, assembly, and certification complexity
- Lower engineering & certification cost
- Consolidated vendor accountability

Cost Control from Hybrid Routing

- Cost Control from Hybrid Routing
- Devices use cellular (LTE-M) most of the time
- Satellite only when needed for coverage gaps
- Lower airtime cost + lower hardware cost = lower lifetime cost

TYPICAL ROI IN 12–18 MONTHS

Reduced downtime and remote monitoring

Improved maintenance and higher asset utilization

Iridium connectivity powers global deployments

7 of the top 20 OEMs in heavy equipment rely on Iridium services

400,000+ connected heavy equipment assets

1.9M (83%) IoT subscribers out of the total 2.5M global subscribers*

Proven at global industrial scale in harsh environments

Iridium 9604 brings this proven reliability into a smaller, more affordable module

Transportation & Mobility

Cross-border assets move in and out of cellular coverage; satellite keeps visibility uninterrupted.



Fleet & Asset

Long-haul Trucks, Refrigerated Trailers, Construction Equipment



Container, Cargo & Rail

Intermodal Containers, Hazmat Shipments



Maritime

Costal Fishing, Workboats / Service Vessels

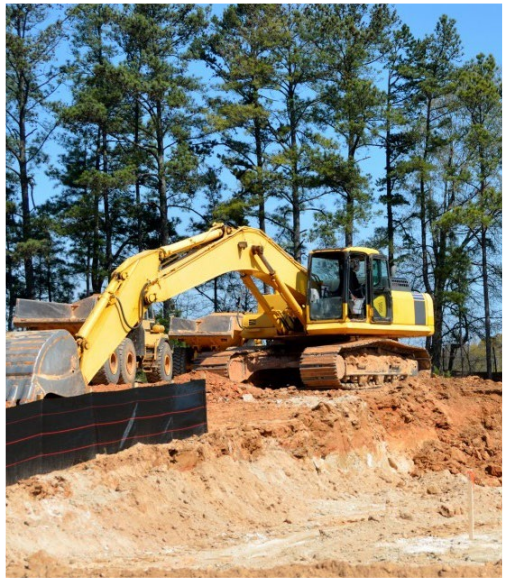


Agriculture

Combines, Tractors, Livestock

Industrial & Infrastructure

From remote sensors to machinery, dual-mode ensures data continuity, compliance, and maintenance.



Heavy Equipment

Excavators, Dozers, Cross-border Fleets



Mining

Haul Trucks, Exploration Equipment, Seismic Sensors



Utility & Pipeline Infrastructure

Remote SCADA Sensors, Smart Meters in Rural Areas



Oil & Gas

Wellhead, Tank, Refineries, Mobile Rigs



Environmental & Research

Wildfire, Water, Environmental Studies

Trusted Partner in Mission Critical Markets

These segments rely on **redundancy** and **reliable** global coverage



Government & Defense



Emergency Services

Iridium 9604 delivers proven **Iridium reliability** with simplified integration, helping you accelerate your path to certified, mission-critical deployments.

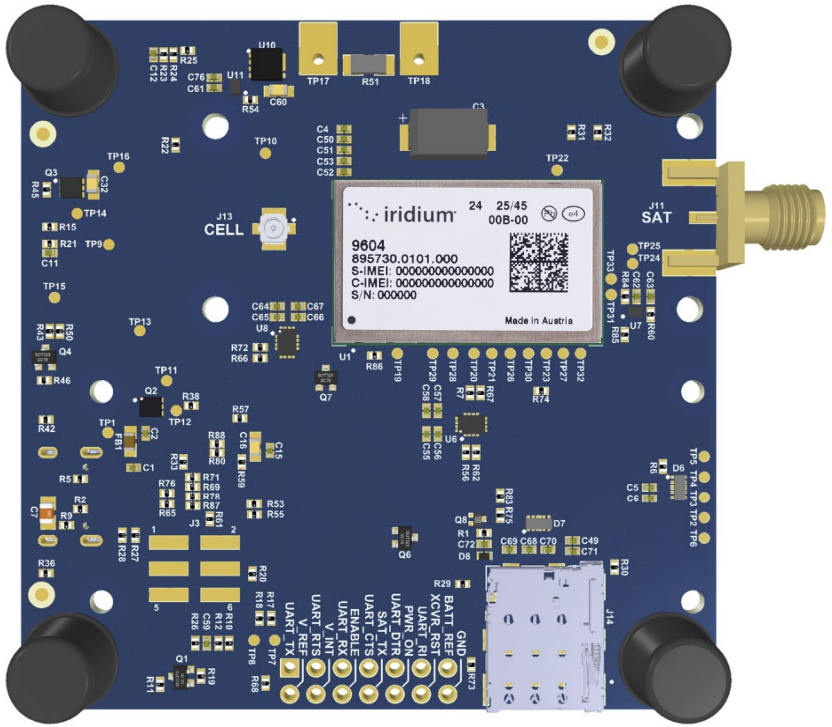
Development Support

- **Developer Kit**
- System integration guides, AT manual
- Engineering validation tools (m-Center Tool)
- Sales & Marketing enablement



Iridium 9604 DevKit

- **Tailored solution for** integrators to accelerate development, simulate their application
- **Intuitive visual interface** designed for users of varying technical experience
- **Blynk-enabled dashboard** that allows rapid setup - collect and transmit data over the Iridium satellite network within minutes
- **Reliable, simple, and streamlined** connectivity for fast deployment
- **Pre-provisioned module** for an effortless out-of-the-box experience



iridium

Why The Iridium 9604 Wins



- **Global pole-to-pole low latency coverage:** Only truly global LEO network - eliminates geographic blind spots
- **Proven industrial reliability:** 20+ years of Iridium SBD heritage serving 400,000+ devices in harsh environments
- **Simplest integration path:** Single module consolidates satellite, cellular, and GNSS - 60%+ board space reduction vs. multi-component competitors
- **AT&T FirstNet Ready:** Streamlined certification for government and first responder applications

Delivering Complete Solutions Together

Iridium delivers the global infrastructure; partners create vertical solutions

- **Established Iridium 9604 and SBD pricing:** Built for scale and partner success
- **Bundled offerings:** Hardware + satellite airtime
- **Global connectivity platform:** Satellite today, with future support for hybrid satellite + cellular airtime options
- **Flexible partnership models:** We're ready to work with you on terms that fit your market and roadmap



Timeline & Next Steps

- Reserve Development Kit at www.iridium.com/9604 (limited pre-launch window)
- Schedule technical consultation with Iridium engineering team.
- Begin evaluating & integration planning
- Join the Iridium Partner Ecosystem for co-selling, enablement, and support.

Thank You

@IridiumComm @MyIridium @Iridium @IridiumComm

iridium