

December 11, 2019

VIA ELECTRONIC FILING

Ms. Marlene H. Dortch
Secretary
Federal Communications Commission
445 12th Street S.W.
Washington, D.C. 20554

Re: Notice of Ex Parte Communication
IBFS File No. SAT-PDR-20180910-00069; Call Sign S3038

Dear Ms. Dortch:

On December 9, 2019, representatives of Hiber Inc. (“Hiber”) participated in several meetings with the following Federal Communications Commission (“FCC”) representatives, regarding the above-referenced U.S. market access request: Will Adams, Legal Advisor to Commissioner Carr; Erin McGrath, Legal Advisor to Commissioner O’Reilly; Aaron Goldberger, Legal Advisor to Chairman Pai; Umair Javed, Legal Advisor to Commissioner Rosenworcel; and International Bureau (“Bureau”) staff – Jose Albuquerque, Chief of the Satellite Division; Stephen Duall, Chief of the Policy Branch; Alyssa Roberts, Attorney Advisor, Satellite Division; and Sankar Persaud, Engineer, Satellite Division. The following individuals participated in the meetings on behalf of Hiber: Bruce Henoch, General Counsel; Maarten Engelen, Chief Technology Officer; and Tony Lin, counsel to Hiber. Additionally, on December 11, 2019, Tony Lin called Aaron Goldberger and Erin McGrath and reiterated the request for expeditious action on the market access request.

During the meetings, Hiber provided an update regarding its coordination efforts with federal operators and its upcoming satellite network deployment, including its upcoming launches in 2020 and plans to offer a commercial service in the U.S. by February 2020. Attached is a copy of the presentation provided at the meetings.

Hiber also inquired about the processing of its market access request, which has been pending for fifteen months. Hiber explained that the U.S. is a strategic market because of the abundance of rural and remote areas that are especially well-suited for Hiber’s satellite Internet-of-Things services. Without U.S. market access, the company’s ability to sign U.S. customers and attract investors is impaired. For these reasons, Hiber requested that the Bureau grant the U.S. market access request by February 2020.

Please contact me if you have any questions.

Very truly yours,

/s/ Tony Lin

Tony Lin

Counsel to Hiber Inc.

Attachment

cc: (w/attachment)
Will Adams
Erin McGrath
Aaron Goldberger
Umair Javed
Jose Albuquerque
Stephen Duall
Alyssa Roberts
Sankar Persaud

Introducing Hiberband

The Low Power Global Area Network.
Revolutionising Internet of Things (IoT) connectivity.

*U.S. Federal Communications Commission
9 December 2019*



hiber.

Hiber® Mission

- *The missing link for IoT applications, connecting anything anywhere*

Easily **monitor and track** your assets, **anywhere**. Deserts, oceans, frozen poles, even mom's backyard.

Billions of tiny messages which allow us to address some of the world's largest challenges.

A small idea. A big opportunity.



WIRED

Europe's hottest startup 2018

AWS re:Invent

Launch Startup of the Year 2018

accenture

Innovation award winner 2017



Dutch National Icon 2019

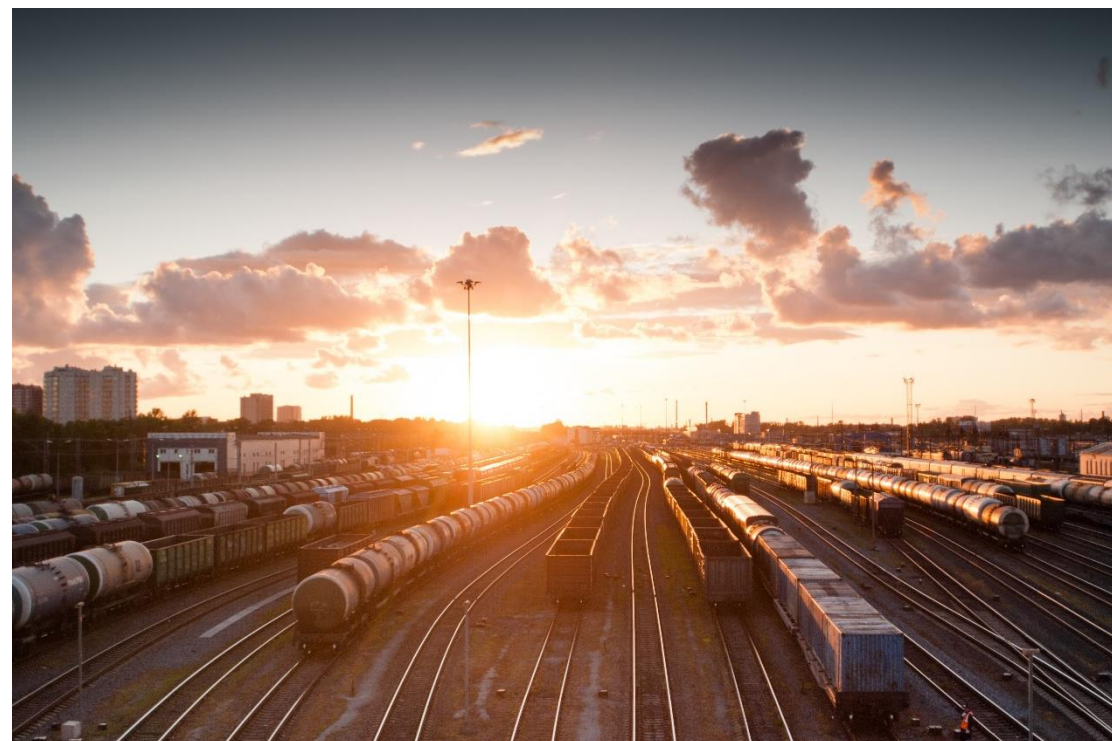


Opening up a world of new opportunities

Reducing costs, increasing efficiencies and enabling new business models for our customers

Unpowered rail asset monitoring.

Increasing customer adoption from 10% to 80%.



Requirements

- Hiberband total solution cost meets requirements: affordable at scale
- No white spots in coverage
- 500k assets within scope of Ovinto

Why Hiberband?

- Sigfox meets price point, however lacks coverage
- Globalstar meets coverage, however lacks price point

Soil monitoring for agriculture.

Improving yield while optimising resource usage.



Requirements

- Hiberband total solution cost meets requirements: affordable hardware + 5 years connectivity
- Precise and local insights, even in remote areas
- Low power, extensive battery autonomy

Why Hiberband?

- Terrestrial connectivity out of range (~5% coverage of arable land)
- Need a global technology standard viable in all markets

Monitoring tank and silo levels.

Reducing the risk of loss, theft, spoilage and supply disruptions.



Requirements

- Measuring fill level and status (e.g. humidity, temperature, etc.)
- Ease of installation to roll out at scale
- Low-power, long battery lives

Why Hiberband?

- Costly to monitor manually and existing connectivity is expensive
- Traditional connectivity requires installation of additional infrastructure



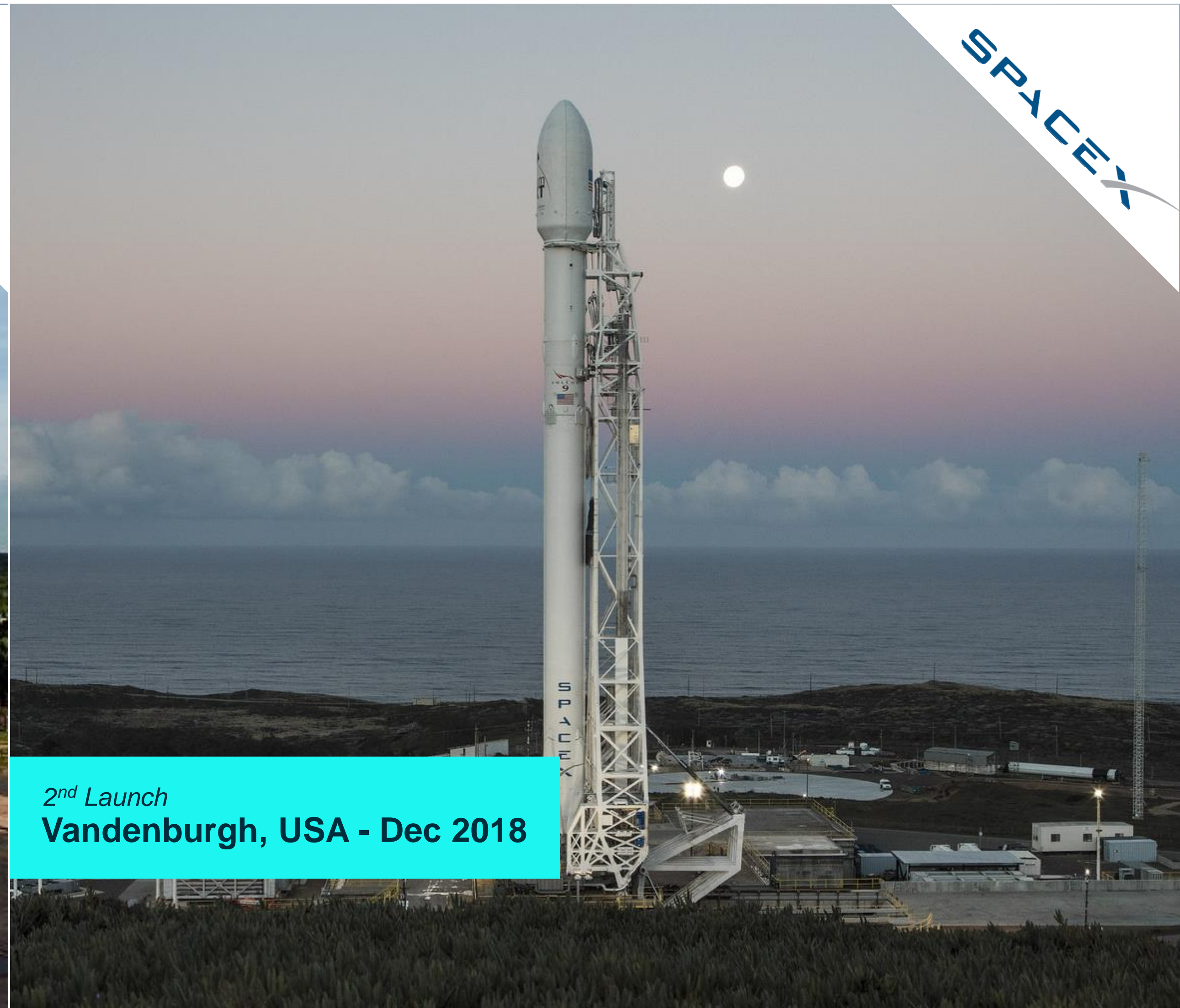
We have launched our first two satellites

*Signed launch contracts with dedicated launchers & ride shares for 2020 & 2021
Launch of Hiber-3 and Hiber-4 scheduled for 1H2020, most likely on ride share*

Hiber: Global/indsats



**1st Launch
Sriharikota, India - Nov 2018**



**2nd Launch
Vandenberg, USA - Dec 2018**

Hiberband Frequency Usage

Band Use	Frequency Range	Use Location
User Uplink	399.9-400.05 MHz	Worldwide
User Downlink	400.15-401 MHz	Worldwide
TT&C Downlink	401-402 MHz	Svalbard; Delft (backup only)
TT&C Uplink	148-149.9 MHz	Svalbard; Delft (backup only)
Feeder Downlink	2200-2290 MHz	Svalbard; Delft (backup only)



FCC Market request limited to **User Uplink** and **User Downlink** bands. No ground stations or TT&C in United States.

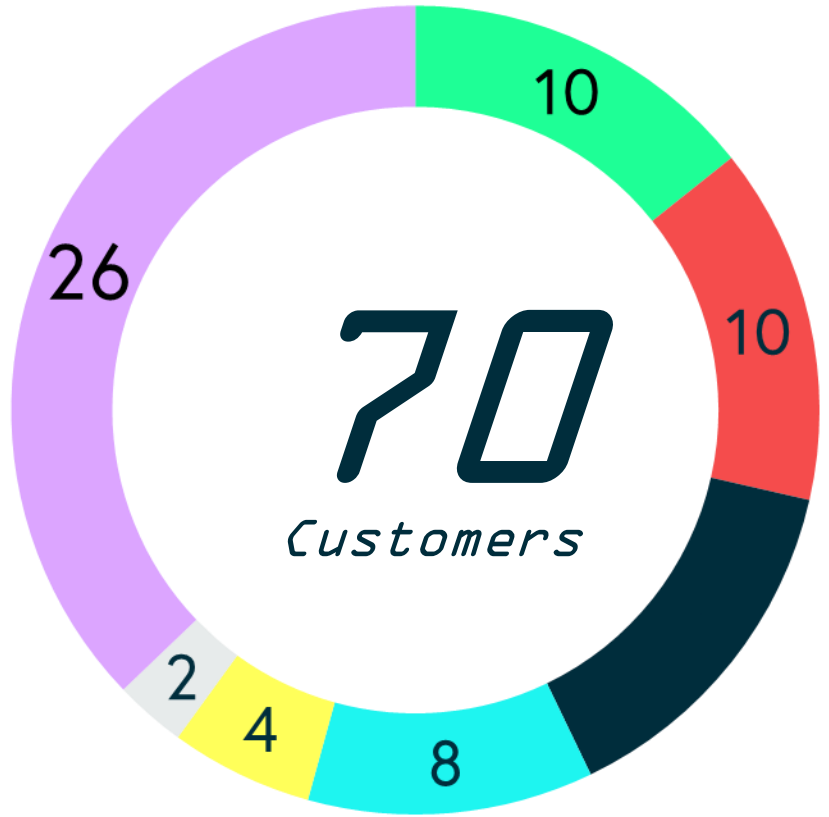
Hiber Request for U.S. Market Access

- Petition for Declaratory Ruling (PDR) **filed September 10, 2018**, File No. SAT-PDR-20180910-00069
- PDR Public Notice **published March 21, 2019** – no party filed comments
- Hiber **initiated Federal coordination in 2018**, met with federal operators **on May 6, 2019** and again **on August 21, 2019**, and have repeatedly engaged in email and phone conversations to work through coordination matters
 - Coordination by Federal operators has focused on non-UHF frequencies which is not a part of the market access request
- FCC initiated processing round for UHF frequencies **on August 15, 2019**
 - FCC has stated it would grant applications/market access requests on rolling basis



Strong commercial traction across the globe

- Main applications are Logistics, Smart Agri & Asset Management with opportunities on all continents

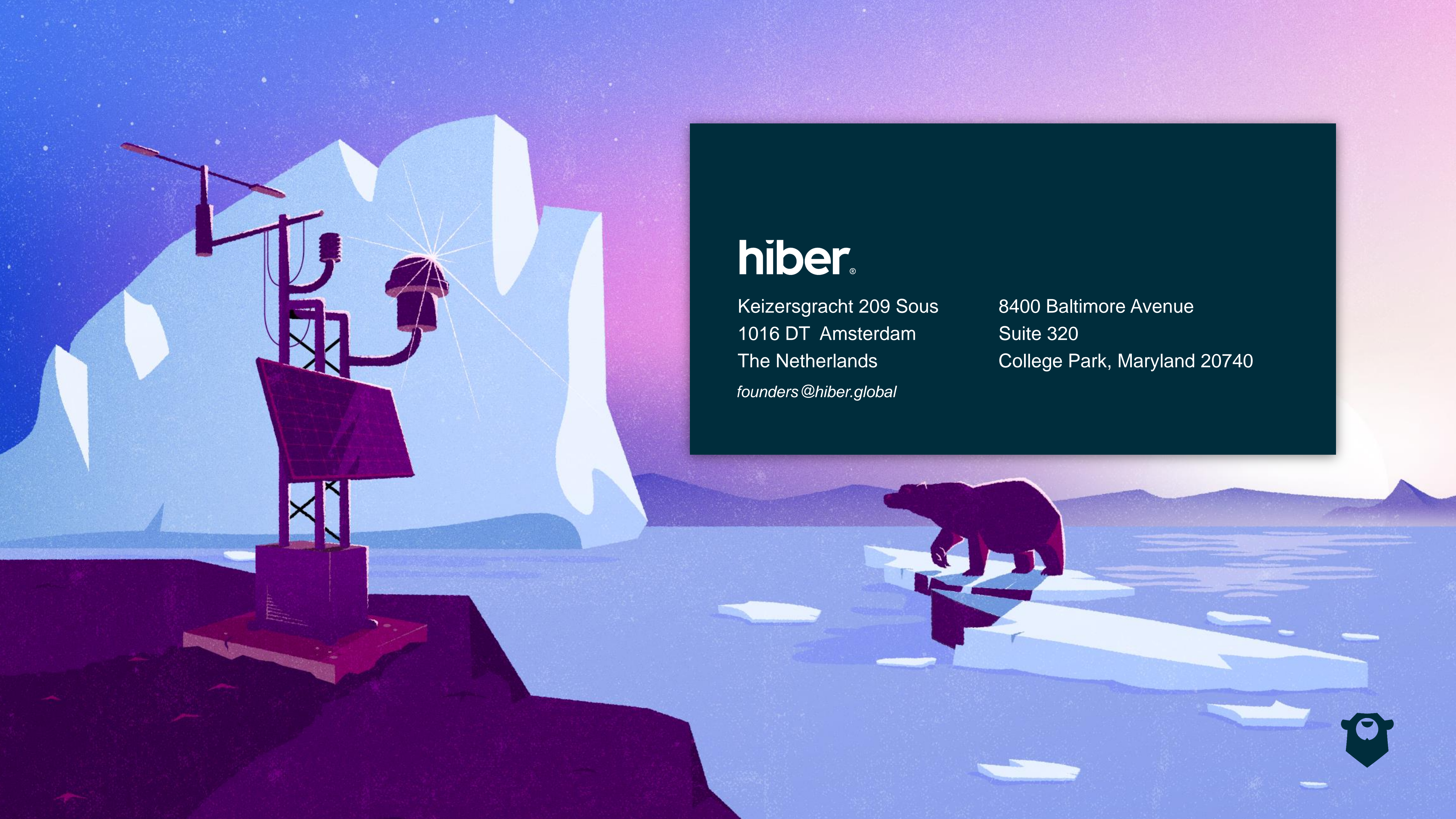


Pilots per key application

- Soil monitoring
- Asset tracking
- Energy
- Ground water
- Post-harvest
- Cattle tracking
- Other

Contracted PoCs € 160k
 Projected ARR 2 years
 out € 6M





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