



## Company Overview

### About Us

Openwave Systems Inc. (Nasdaq: OPWV) is a global software innovator and the inventor of the mobile internet.

Building on its mobile data heritage, Openwave mobilizes the Internet with data-driven solutions that comprehensively enhance IP traffic and increase the value of the mobile network. Openwave arms its customers with a 360-degree view of network activity plus the tools to help them proactively optimize network resources, react to user behavior with smarter data plans and services, and deliver a contextually relevant messaging experience. The company is headquartered in Silicon Valley, California.

### Customers

Openwave's worldwide expertise and deep industry experience make it a strategic partner in developing and deploying mobile and broadband services. Openwave is committed to working with its customers to deliver a long-term, strategic business value.

Openwave's global customer base consists of over 100 of the largest communication service providers including Bell Aliant, Bell Canada, Bell Mobility, Charter, Comcast, Cox Communications, Deutsche Telekom, KDDI, Orange, Softbank Mobile, Sprint, Taiwan Mobile, Telecom Italia, Telefónica Moviles, Telstra, Telus, T-Mobile, Time Warner Cable, Verizon Wireless, Virgin Mobile, Virgin Media, VIVO, Vodacom and Vodafone.

### Context-Aware Solutions

The surge in demand for mobile content and data services signifies the end of a distinctly mobile web and the beginning of one web, universally available across all devices. If service providers want to compete in this new, untethered but completely connected information age, they need to be able to move at "web speed" with more control over what is happening in their networks.

All our software products leverage their position in the data path to help operators become more aware of the devices, content, network conditions, personal preferences and data plan behind every request. This is context awareness.

- **Congestion Control:** Ensuring the most efficient use of network resources through context-aware traffic optimization
- **Price Plan Innovation:** Engaging the end-user with superior service discovery and targeted data plans
- **Messaging:** A carrier-grade email platform with robust content storage, personalized communications dashboard and intelligent subscriber data management

### Heritage of Firsts

- 1st Mobile Browsing deployment in the world (AT&T)
- 1st WAP 1 deployment in the world (TeliaSonera)
- 1st WAP 2 deployment in the world (KDDI)
- 1st Open Internet deployment in the world (KDDI)
- 1st converged communications trials (O2, Telefonica)
- 1st photo messaging system in world (J-Phone)
- 1st fully integrated voice and video call answering system in the world
- 1st SUPL emergency location system

Today, Openwave enables the creation and delivery of innovative data services for leading communication service providers worldwide.

### Key Facts

- Over 440 employees worldwide
- Over 100 leading Communication Service Provider (CSP) customers
- Over 14 years providing carrier-class mobile data services
- Over three billion mobile data transactions delivered daily
- Over 150 million subscribers use Openwave messaging products daily
- Over two billion requests per day served by Openwave Directory at a tier-one operator
- Over 150 million subscribers of the top 15 broadband ISPs in North America are Openwave customers.



## Company Overview

### Intellectual Property Program

Openwave established many of the foundational patents that allow mobile devices to connect to the Internet. Over the years, Openwave's software has enabled many industry firsts for its operator customers, including mobile browsing, mobile photo-messaging, and the world's first Wireless Access Protocol (WAP) deployment. The company has built a patent portfolio of approximately 200 patents covering many innovations spanning smart devices, cloud technologies and unified messaging.

Openwave is pursuing a multi-pronged patent monetization strategy, which ranges from direct licensing of its patents, litigation, and partnering with an Intellectual Property specialist.

Earlier this year Openwave filed a complaint with the International Trade Commission (ITC) in Washington, DC, requesting that the ITC bar Apple Inc. and Research In Motion Limited from importing into the United States their smartphones and tablet computers that we believe infringe Openwave patents. Openwave also simultaneously filed a similar complaint in federal district court in Delaware.

Openwave believes that these large companies should pay Openwave to use the technologies that we invented – particularly in light of the substantial revenue these companies have earned from devices that we believe use our patented technology. The company believes that its legal position is very strong and that it has a high probability of success.

### Strategic Partnerships

Openwave partners with over one hundred companies to expand its reach and capabilities. Hardware partnerships include Juniper Networks, F5, HP, IBM and storage company EMC. Software partnerships include Cloudmark and Commtouch (anti-spam), McAfee (anti-virus) and GBSD Technologies (location).

In addition to delivering tailored solutions directly to our customers, Openwave is collaborating with Alcatel Lucent, Tech Mahindra and IBM worldwide; as well as DSG in Africa and

Syniverse in Southeast Asia to bring our innovative mediation and messaging technologies to emerging markets.

### Open Standards Leadership

Openwave's participation and leadership of industry forums are critical to its success and the success of the industry. Dedication to open standards is a key component of Openwave's overall strategy to build stronger customer intimacy while creating and nurturing new markets. Openwave supports many standards organizations, including, but not limited to, the Open Mobile Alliance (OMA), the World Wide Web Consortium (W3C), the GSMA and the CDMA Developer Group.

- Openwave is a member of many industry standards organizations in the telecommunications and Internet community.
- Openwave has actively participated in and contributed to a large number of industry standards efforts.

### Executive Team

Mike Mulica, Chief Executive Officer

Anne Brennan, Chief Financial Officer

Sean MacNeill, Senior Vice President, Engineering and Global Services

John Giere, Senior Vice President, Products and Marketing

Eileen Nelson, Senior Vice President, People, Organization and Communications

Elizabeth Rushforth, Vice President and General Counsel

Daniel Mendez, General Manager, Intellectual Property Division

Timothy M. Robbins, General Manager, Intellectual Property Division

For more information about Openwave, please visit [www.openwave.com](http://www.openwave.com) or contact:

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