

Management Summary

What does air2web offer?

air2web offers a fast, wireless internet access at diverse locations such as hotels, cafés, airports, train stations or convention centers.

How does air2web work?

A Notebook or PDA, a WLAN card and an Access Pass is all the user requires for wireless Internet access via air2web. The Access Pass enables the user to surf the Internet and access e-mail via the installed hotspot¹ at the air2web location.

Wireless Market

The wireless market has grown explosively over the past few years. Wireless Internet access is widely available at public locations in the United States and to a lesser degree in Europe.

- In July 2002, Swisscom mobile announced the installation of 100 hotspots in train stations and public buildings by the end of 2002.
- In April 2002, British Telecom announced plans to install 4,000 hotspots in 3 years.

Wireless Market Overview:

	Actual	Forecast
Number of users		21 millions by 2007 in the USA ²
Number of hotspots	By the end of 2002, 3,700 pieces in the USA ² 6,300 pieces worldwide ⁵ by 2001	41'000 pieces by 2007 in the USA ² By 2006, 114'200 pieces worldwide ⁵
Number of mobiles	20 millions will be sold ⁵ per year	By 2007 91 million pieces in the USA ²
Turnover for WLAN hardware world-wide	In the year of 2001 2.2 billion CHF ³	By 2006 5.5 billion CHF ³
Turnover for the WLAN market in Europe	In the year of 2001 390 million CHF ⁴	

Advantages for the provider of air2web

- Enhanced customer satisfaction and retention
- Competitive advantage when targeting conferences and business travellers
- No investment in new hardware
- No additional employees for administration
- Supplementary income stream based on the business model
- Co-branded air2web Welcome Page
- Excellent advertisement through international directories of hotspots

How much does the service cost?

We are offering the following 3 financing models as an introductory offer:

Shared Income Stream	Rent	Purchase
air2web is offered for a fee to clients and the income stream is shared.	The hotel rents the system and has the choice to offer air2web free of charge to clients.	The hotel purchases the entire system and has the choice to offer air2web free of charge to clients.

Advantages of air2web

- Internet access x-times faster than dial-ups
- No dial-up configuration problems
- No troubles with modem connectors and wiring
- No special software required
- Support of your own wireless equipment
- Use of existing WLAN cards
- "Always on", permanent connection to the Internet
- Cost-effective alternative to GSM (CSD, HSCSD, GPRS) UMTS
- Work flexibly with no need for hardwire connection

Links

The following sites offer resources on the wireless market:

News	Fundamentals	Hotspot Directories
http://www.80211-planet.com	http://www.wlana.com	http://www.swiss-hotspots.ch
http://www.internetnews.com/wireless	http://standards.ieee.org/getieee802	http://mobileaccess.de/wlan
http://www.wirelessweek.com	http://www.wirelessethernet.com	http://www.80211hotspots.com

¹ Hotspot: Locations with wireless Internet access

² Source: www.analysis.com February 2002

³ Source: www.idc.com April 2002

⁴ Source: www.frost.com March 2002

⁵ Source: www.bwcs.com July 2001