

# RIOT Background



- RIOT-E has a network that covers a subscriber base of over 100m through carrier deals with mobile phone operators, estimated to reach over 250m by Q2/2002
- RIOT-E services are co-branded/promoted with international brands, media, sports and personalities.

### **RIOT Background**



- RIOT-E has a development centre in Finland, and offices in London, Los Angeles, and Singapore.
- RIOT-E investors are: Nokia Ventures, Softbank UK Ventures, the Carlyle Group, CDB WebTech, Stratos Ventures and Lago Ventures.
- RIOT-E content/media partnerships include:
  - New Line Cinema
  - Marvel Enterprises
  - William Morris Agency
  - Universal Pictures
  - Sony Pictures
  - News Corp (e.g. 20th Century Fox)



### Mobile Industry Today



- 3G is hype today, but wireless is a major revenue generator today if you:
- 1) Concentrate on services utilizing vast SMS user base:.
  - 727 million users and 25 billion mobile text messages per month in early 2001,
- 2) Build applications to <u>support</u> traditional medias and promotion channels:
  - Extending brands to wireless
  - Co-promote with other licensees and medias.
  - Sponsorship packaging
  - Merchandising packaging

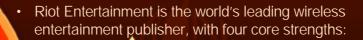




- Positioned between telecom operator, developer, media, and content owner.
- "Enabler", extending partner's brands, not own brand.
- Offering "turnkey visibility" for telecom operator, by packaging:
  - Distribution via RIOT hosted network
  - Marketing & Media Packaging
  - Global Entertainment Brands)
  - Applications Development



### RIOT-E Core Strengths...



Brands

Exclusive licenses to major entertainment brands such as MARVEL, Lord of The Rings, Pridget Jones ...

#### **Publishing**

Proven co-promotional hodels with traditional medias and others

### Partnerships with Fox, Universal, New Line,

#### **Distribution Platform**

Operator connections, unified database and application engines

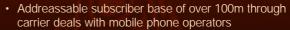
#### Market Coverage

Operator agreements in Europe, Asia and US covering over 100m users today









- Interactivity
- Commercial arrangement
- Promotion commitment and ongoing relationship
- Alternative payment mechanism giving 100% reach within major markets regardless of carrier deals
- Reachable subscriber base of 250m by Q2/2002
- Single application interface to reach all these subscribers



## RIOT-E Technology

- Platform
- Software
- Connections
- Testing
- Typical Installation Process





### **RIOT Tools**



- Ready SMS "engines" that can be painted and rebranded with new content flexibly.
- Downloadables
  - Icons and ringing tones
  - Via pan-european IVR solution (download from anywhere to any phone, regardless of network)

### RIOT Universes



- Global wireless brands launching within 2001 in markets across Europe, Asia and US in co-op with major media and operator partners.
- Examples:



