

INNOVATING CONNECTIVITY FOR A SUSTAINABLE FUTURE

HTS Roundtable December 5th 2024



EUTELSAT GROUP

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DELIVERING SUSTAINABLE CONNECTIVITY GLOBALLY



A PIONEER IN SPACE



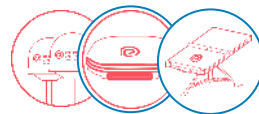
+40

YEARS OF EXPERIENCE



UNIQUELY GEO-LEO SYSTEM
WITH GROUND
INFRASTRUCTURE FOR
GLOBAL COVERAGE

SOLID INVESTMENT PROGRAMME



EXPANDING RANGE
OF FIXED & MOBILITY
PRODUCTS



1.13B €

REVENUES FOR FY 2022-
2023

LEADING INNOVATION



Accelerating
the transition to
**ALL-ELECTRIC
SATELLITES**



Spearheading
a new generation
of **SOFTWARE-
DRIVEN** satellites



Pioneering
VHTS
technology
to deliver
high-speed
broadband

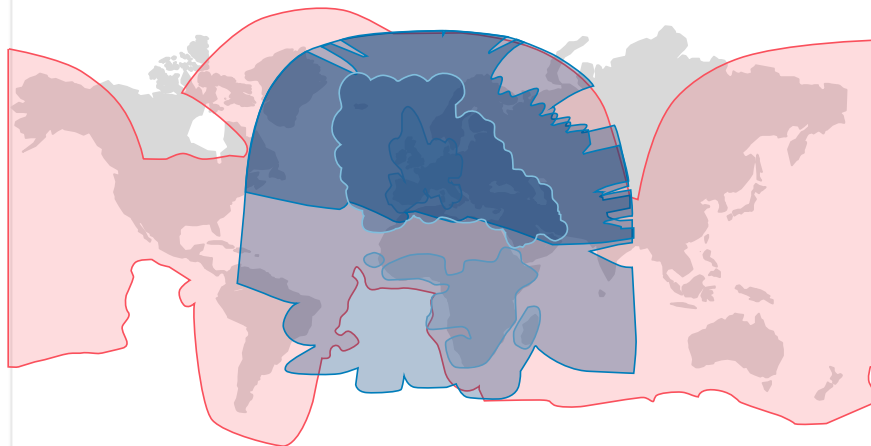


Leveraging hybrid
advantages of **LEO**
(speed & latency) with
GEO (throughput
& density) on same
frequency

THE INTEGRATION OF TWO SYSTEMS

MAXIMISE PERFORMANCE & REACH

GEO

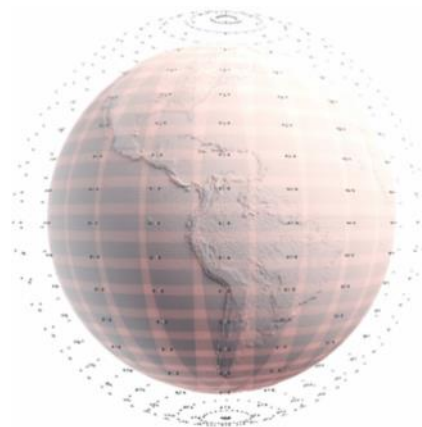


BANDWIDTH

RESILIENCY

RELIABILITY

LEO



Constellation on 12 orbital planes that range in altitude from 1,175km to 1,219km (~745 mi) to prevent inter-plane collisions

Premium spectrum Ku- and Ka-band rights

3.5 GHz of globally-harmonized spectrum

Innovative satellites design with >7 Gbps per satellite

UBIQUITOUS
COVERAGE

LATENCY

PERFORMANCE

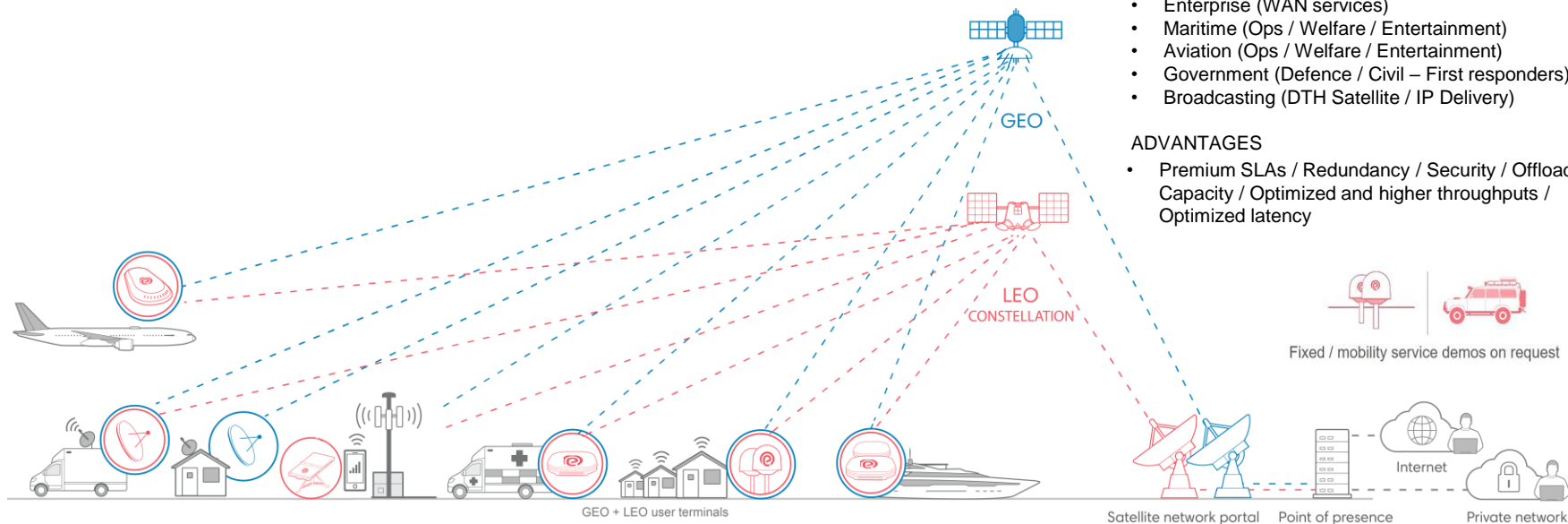
GEO & LEO SERVICE PORTFOLIO UNIQUE IN THE INDUSTRY

SUPPLYING GEO+LEO WITH GUARANTEED PERFORMANCE

CAPABILITIES

GEO - Network density and high throughput

LEO - Highest speed and low latency everywhere



APPLICATIONS – FIXED & MOBILITY

- Telcos & ISPs (Backhaul / Community WiFi / Private networks)
- Enterprise (WAN services)
- Maritime (Ops / Welfare / Entertainment)
- Aviation (Ops / Welfare / Entertainment)
- Government (Defence / Civil – First responders)
- Broadcasting (DTH Satellite / IP Delivery)

ADVANTAGES

- Premium SLAs / Redundancy / Security / Offload / Capacity / Optimized and higher throughputs / Optimized latency

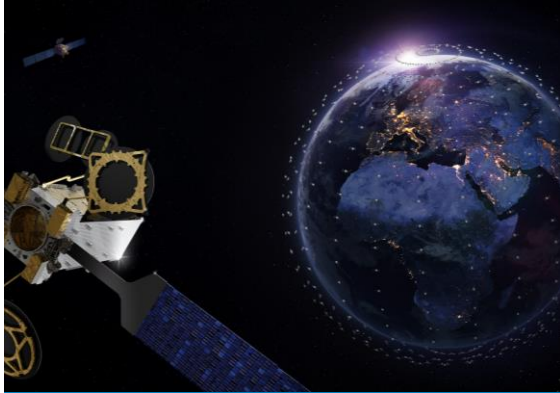


CASE STUDIES BY VERTICAL



ACTIVATIONS	LOCATIONS	CHALLENGE	SOLUTION	END-USER BENEFITS
Maritime 	Arctic region	Extending coverage / network access to the North Pole	Hybrid multi-connectivity network featuring GEO + 3 x LEO activations	Unparalleled throughput and UX across all northern latitudes
Land COTP / COTM 	UK	Limited or absent Primary, Alternate, Contingency and Emergency (PACE) communications networks	Portable LEO hardware for fixed, COTP and COTM solutions	Enhanced blue-light services, including for mountain search and rescue
Government Security 	Indo-Pacific / Middle East	US navy demand for high-speed, low-latency connectivity at sea	Multiple deployments and installs for tests and evaluations	Measured and tested resilience in electromagnetic interference environments
Government First responder 	Caribbean	Extreme climate events leading to loss of Primary, Alternate, Contingency, and Emergency communications networks	GEO and LEO hardware for disaster relief communications - fixed and mobility	Improved mission success for search and rescue
Carrier 	Remote communities	More people demanding connection to each other and to applications in the cloud	Cost-effective primary or back-up. Improved capacity, latency and reliability for places already connected.	Options for carriers to pool various cell sites into multiple plans and capacity
Government Education 	Alaska, USA	Remote sites where investment in communications infrastructure is economically impractical	LEO-enhanced access to low-latency, high-speed network service	Community-wide access to improved quality of education

CUSTOMER-FOCUSED DIFFERENTIATORS



BUSINESS OPERATIONS

- Existing infrastructure
- Service management
- Partners/resellers
- Field ops



NETWORK OPERATIONS

- Service Level Agreement
- Remote Installations
- Realtime Control
- Power Monitoring



NETWORK PERFORMANCE

- Reliable > 99.9%
- Committed Info Rate
- Focused Coverage
- No congestion



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KONNECT HTS COMMUNITY WIFI SOLUTIONS

KONNECT WI-FI - PURPOSE-LED & TRANSFORMATIONAL



SATELLITE CONNECTIVITY FOR REMOTE AREAS: AN INCLUSIVE SOLUTION TO CONNECT THE UNCONNECTED IN RURAL COMMUNITIES



THE CHALLENGE

Both power supply and fibre networks are expensive solutions for connecting the most remote villages. Purchasing power is often very low. This makes the broadband coverage gap persistent and a challenge to close.



OUR RESPONSE

Eutelsat Konnect is a technical, commercial and operational response to the need for connectivity across Sub-Saharan Africa. Konnect combines GEO satellite backhauling with shared WiFi hotspots for whole village communities.



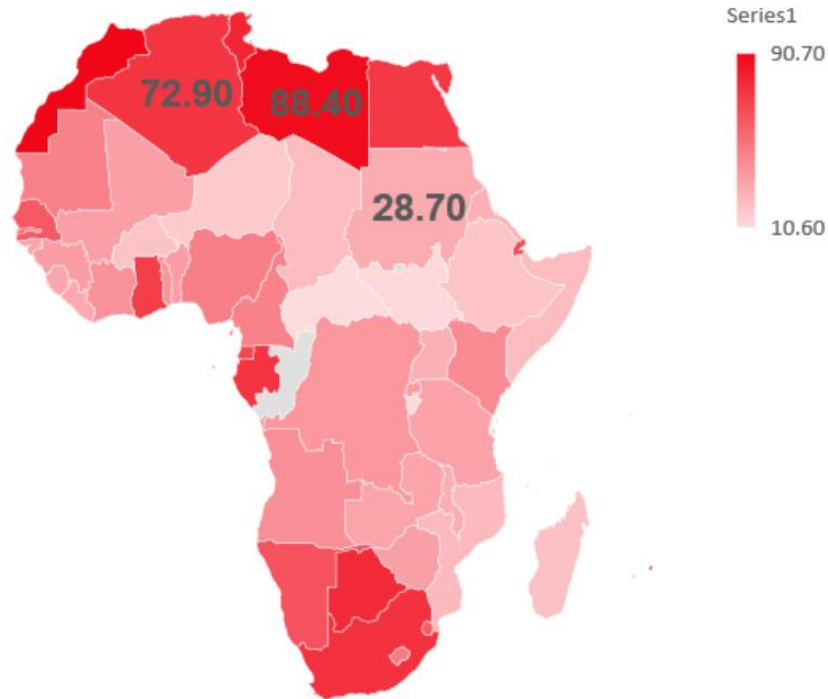
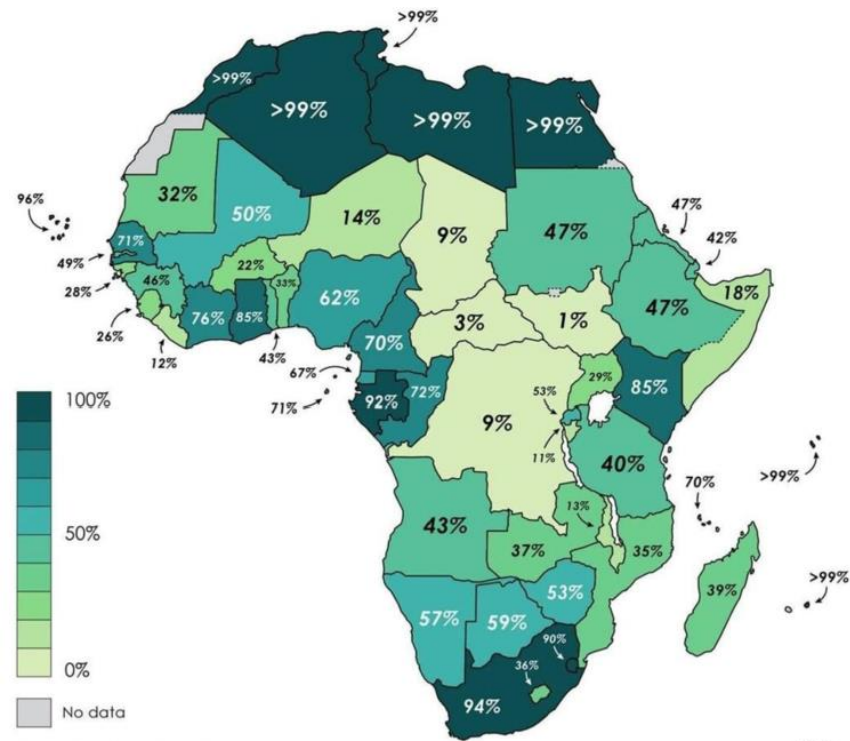
OUR SOLUTION

Our Konnect solution is

- affordable (1GB = 1\$)
- inclusive (local presence and jobs)
- collaborative (with TelCos and with PowerCos)
- sustainable (using renewable energy to progressively solve the usage gap).

ACCESS TO ELECTRICITY & TELECOM IN AFRICA

Internet users (%)



efisha

Source: The International Energy Agency

KONNECT WIFI: BROADBAND FOR UNDERSERVED AREAS

- **A plug & play & self-sustainable** solar powered satellite broadband Wi-Fi hotspot (managed via a tailored and dedicated platform) to provide broadband in hard to reach & unserved rural areas outside of the MNOs' reach.
- **A flexible model requiring no hardware investment for end-users** who can access fast, reliable and affordable internet using only their mobile phones even in the most remote areas that lack mobile connectivity coverage.

Up to 40 simultaneous users



Perfect for:

Shops

Restaurants

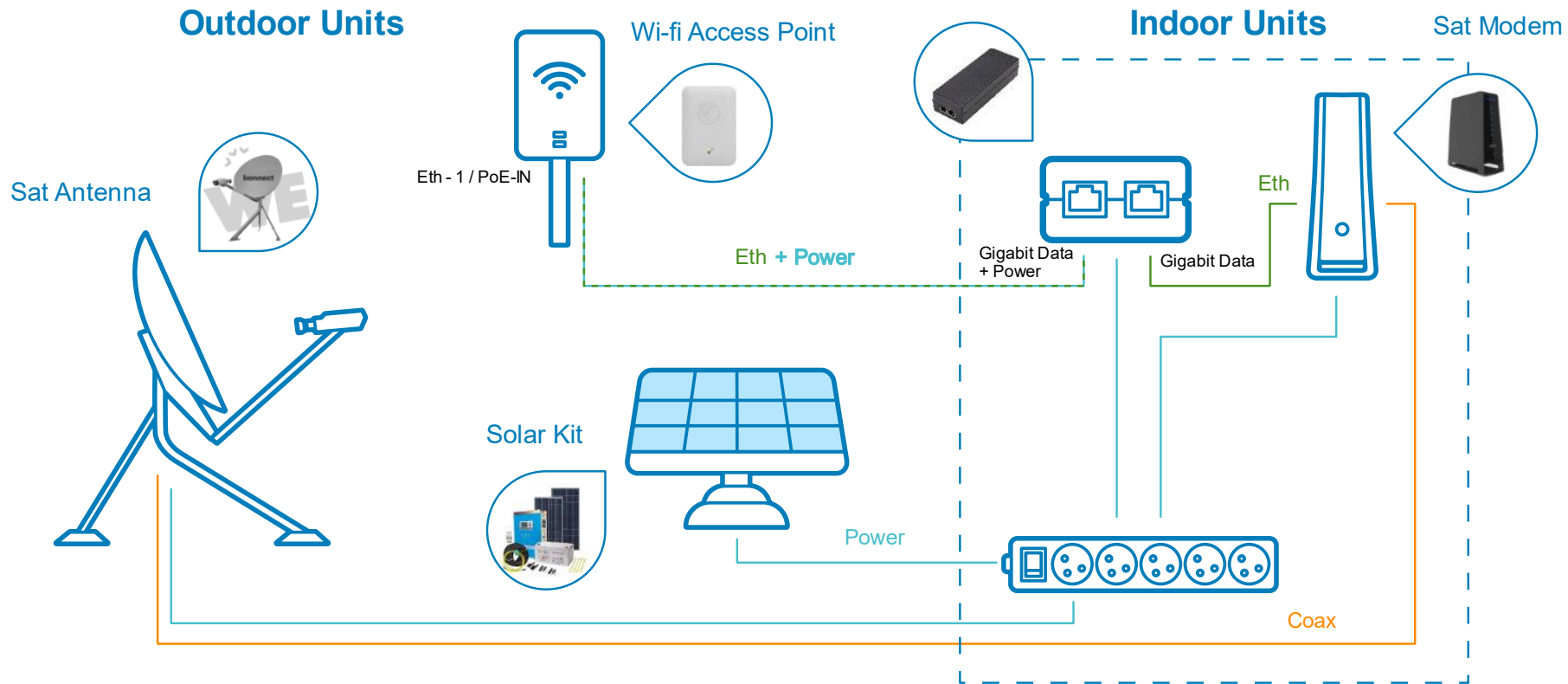
Bars

Mobile Money Agents

Mines

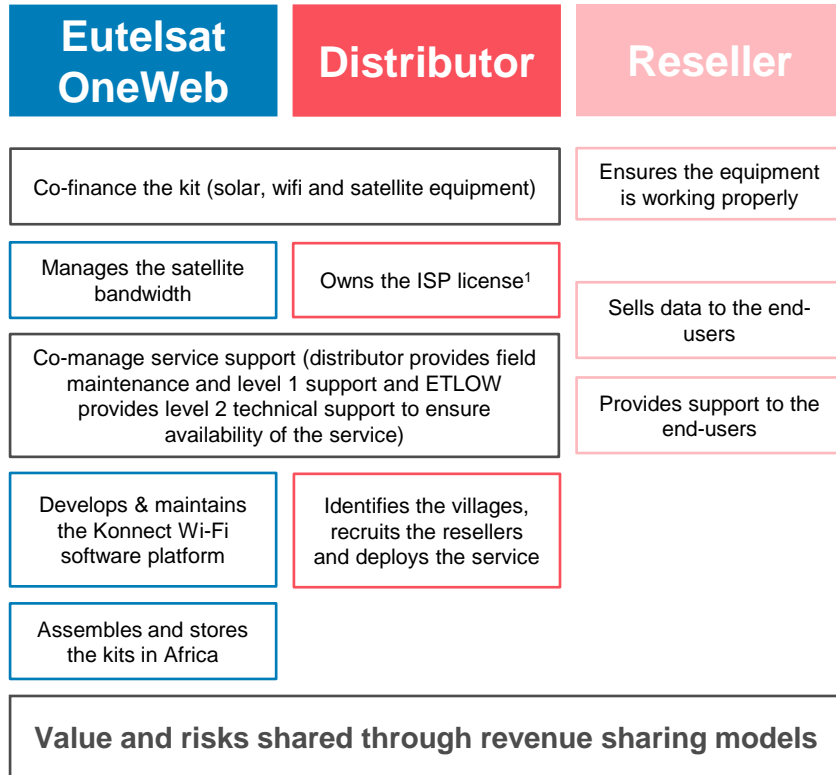
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KONNECT WI-FI: THE KIT

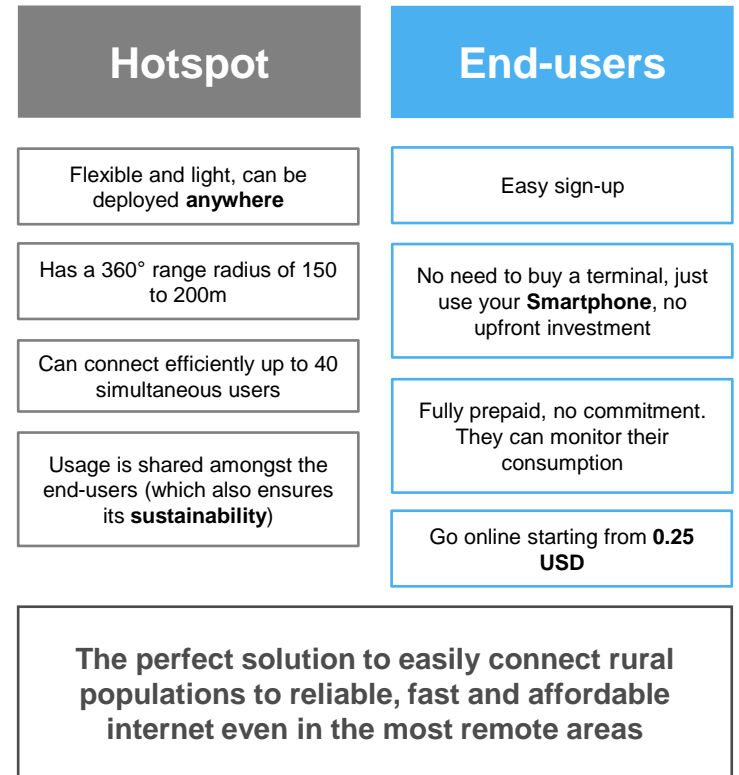


KONNECT WI-FI: BUSINESS MODEL

How each key stakeholder makes it happen



How it works and the value it creates for end-users



KONNECT WI-FI: IN FIGURES

~1000

active villages

~\$4

average monthly spending
per user

~75

users per active village
(average)

~75k

active users²

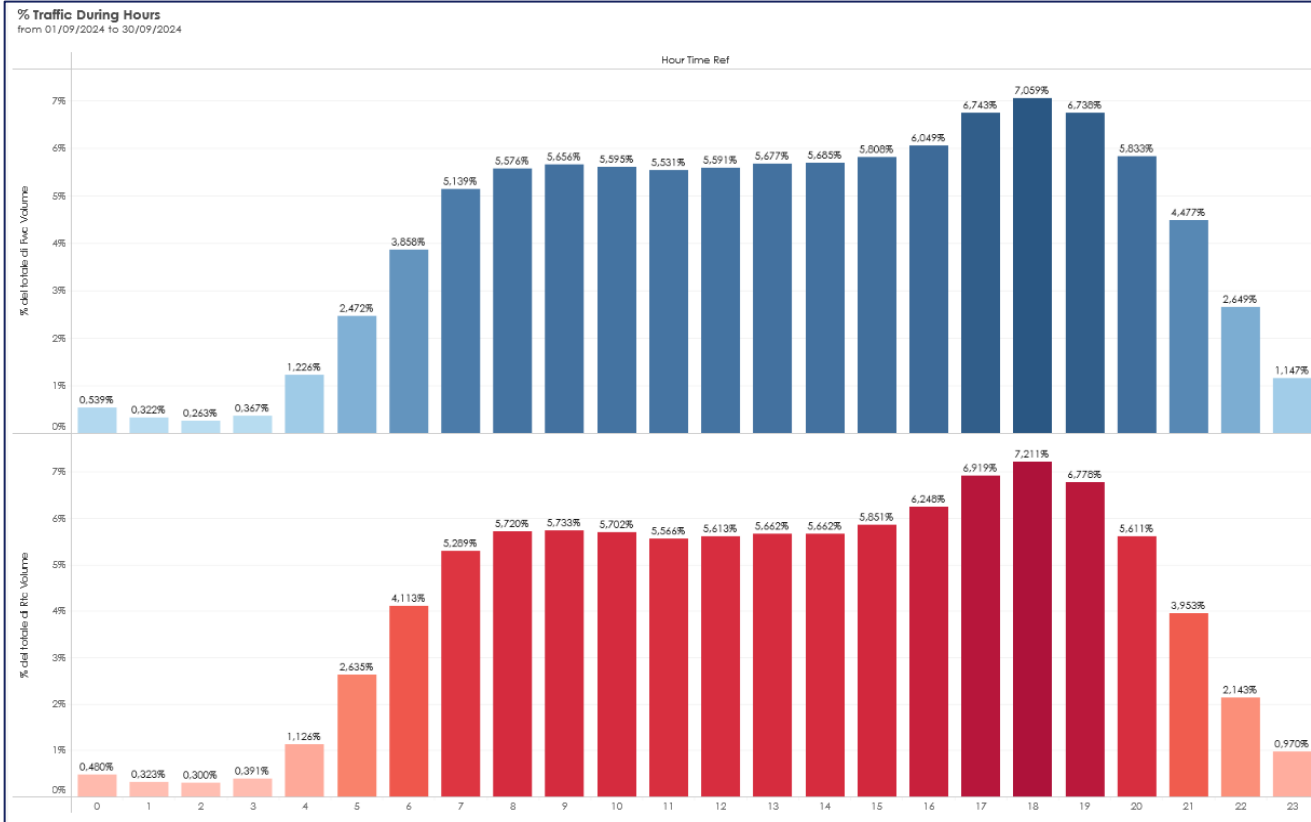
~\$300

monthly ARPAV³

1 Mbps

CIR per village (FWD)
MIR up to 30 Mbps

KONNECT WI-FI: BANDWIDTH UTILISATION



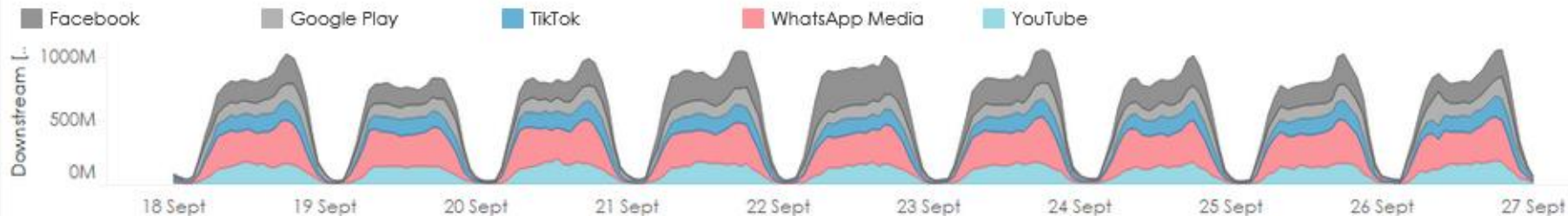
Community WiFi usage spans continuously from early morning (6am) to late evening (10pm), highlighting steady demand across daylight hours.

Unlike typical household patterns with morning and evening peaks, this usage pattern shows high connectivity needs throughout the day.

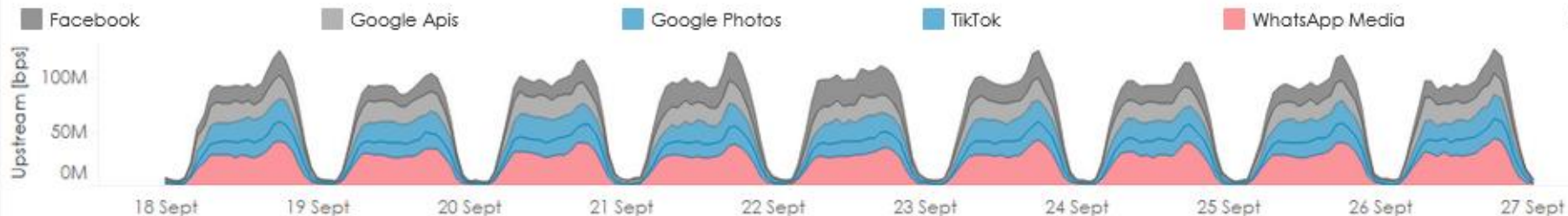
It demonstrates the critical role of Konnect WiFi with users relying on it consistently.

KONNECT WIFI : TOP APPLICATIONS

Top 5 Service by Downstream



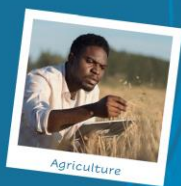
Top 5 Service by Upstream



KONNECT WIFI : IN A NUTSHELL

Proven

1000 villages in Africa



Affordable

\$1 = 1 GB



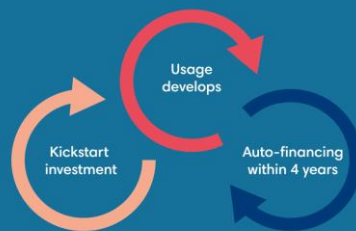
Inclusive



Powerful



Sustainable



Collaborative

Built with partners



CASE STUDY – KONNECT WIFI

TRANSFORMING LIVES FOR VILLAGES & COMMUNITIES IN KATANGA REGION, DRC

