



NEW MULTI-ORBIT PARTNERSHIP MODEL: RICHES IN NICHEs WITH PARTNERS

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Shaping the future for satellite network communications



A PIONEER IN SPACE

Operations in every continent
+6,400 TV channel customers
Connectivity for Land, Sea and Air

+40
years of experience



SHAPING THE FUTURE

Enhanced coverage, flexibility,
resilience and security
Innovations in products, hardware

**Global
roll-out**
of LEO network



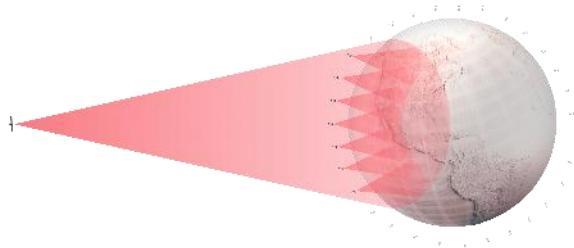
TECHNOLOGY ROADMAP

World-leading expertise in satellite
communications network technology
and hardware, building more
strategic autonomy for data services

**GEN1R
GEN1E
NEXTGEN
Iris2**

A unique GEO & LEO combination to maximise your network reach and performance

GEO satellite



35,000 km orbit
> 600-700ms latency

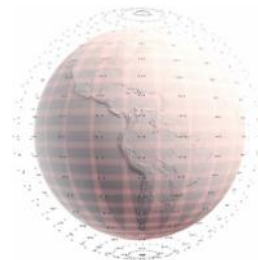
High throughput

Network density

GEO-led applications:

Video broadcasting, satellite newsgathering, broadband services data connectivity, connecting airplanes and ships, enabling mission-critical government and NGO communications etc.

LEO constellation



<2,000 km orbit
~100ms latency

Ubiquitous connectivity

High speed

LEO-led applications:

Low latency global internet access, maritime and aviation connectivity, IoT, Smart agriculture and farming, vehicle and rail connectivity

\$16bn opportunity | four key verticals

	VERTICAL	KEY APPLICATIONS	DRIVERS	2030 MARKET	10-Y CAGR
B2B	FIXED DATA	<ul style="list-style-type: none"> → Mobile backhaul → Corporate networks 	<ul style="list-style-type: none"> → Network extension → Seamless integration in enterprise networks → Growing data usages → Ubiquitous coverage need 	\$3.9bn	+10%
	GOVERNMENT	<ul style="list-style-type: none"> → Military / Security → Civil government 	<ul style="list-style-type: none"> → Defense budget increases → Significant bandwidth demand → Remote sites connection 	\$3.9bn	+13%
	MOBILITY	<ul style="list-style-type: none"> → In-Flight Connectivity → Maritime Connectivity 	<ul style="list-style-type: none"> → Growing number of aircraft / ships → Improved equipment / take-up rates → Enhanced service leading to higher usages 	\$3.4bn	+17%
B2C	CONSUMER BROADBAND	<ul style="list-style-type: none"> → Internet access for individuals → Community Wi-Fi hotspots 	<ul style="list-style-type: none"> → Internet access a fundamental need → Universal Service Obligation pressure → High cost of terrestrial rollout → Long-term growth in individual data usage 	\$4.4bn	+17%
				S=\$15.6bn	+14%

GEO and LEO services designed for land, sea and air

CAPABILITIES

GEO - Network density and high throughput

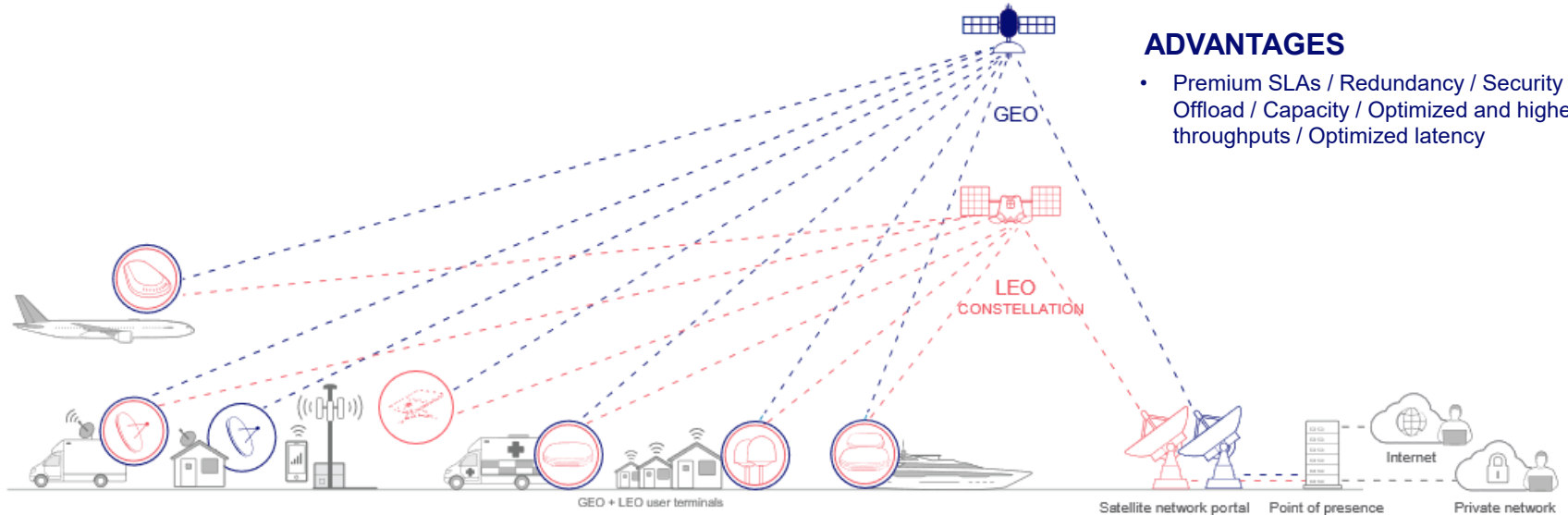
LEO - Highest speed and low latency everywhere

APPLICATIONS – FIXED & MOBILITY

- **Telcos & ISPs**
(Backhaul / Community Wi-Fi / 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



Shaping the future for satellite technology

OneWeb NEW GENERATIONS



GEN1R Replenished Gen 1 satellites (added to continue services and boost connectivity)

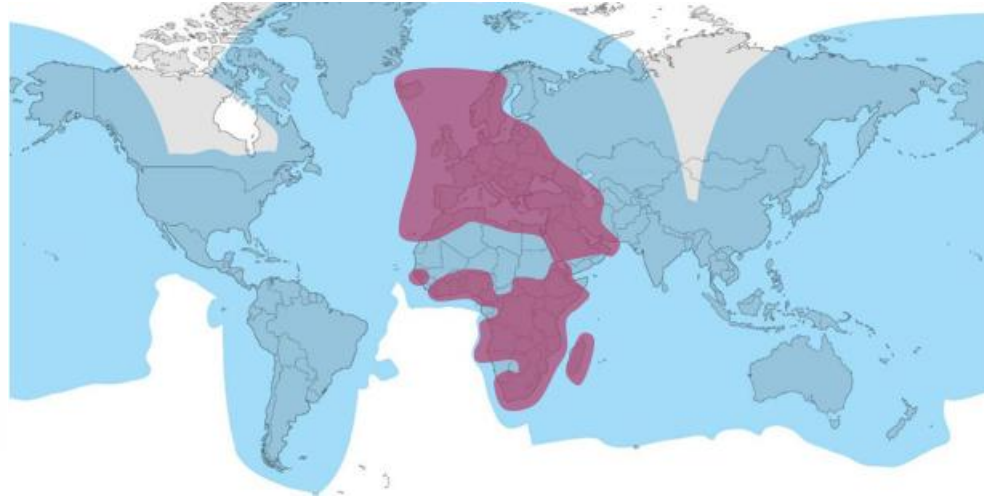
GEN1.5 Enhanced (more efficient use of capacity, better services, Auxiliary payload, OISL introduction)

GEN 2 (Optical Inter-satellite links, regenerative payload, beam forming, higher throughput to UT)

THE GEO NETWORKS ON MULTI ORBITS MULTI BANDS

Global Ku & C-Band Satellite Network (FSS and now HTS)

- Newtec Dialog-Based
- MRC Dynamic Returns
- Multilayer Beam Redundancy



Regional Ka-Band HTS Network (Konnect, KVHTS)

- Hughes Jupiter-Based
- High Terminal Qty
- High Burst Speeds

UNIFIED VIA

Eutelsat's Global Orchestration System

- Unified OSS / BSS / Portal / APIs
- Ground Network Infrastructure, PoPs
- QoS / DPI Systems

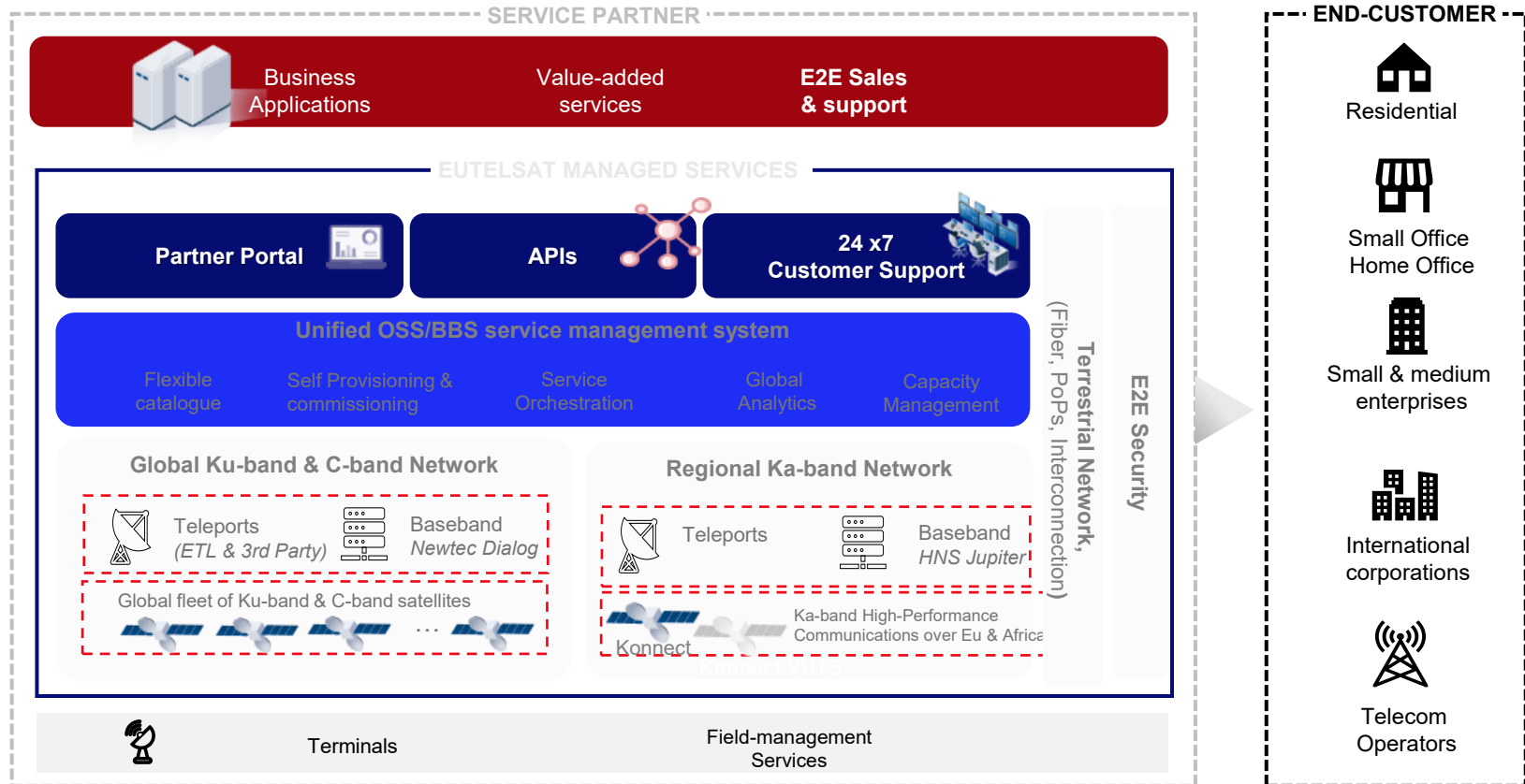
DELIVERING

Beam VNOs	Terminal Packages
Region VNOs	Ku, Ka & Hybrid

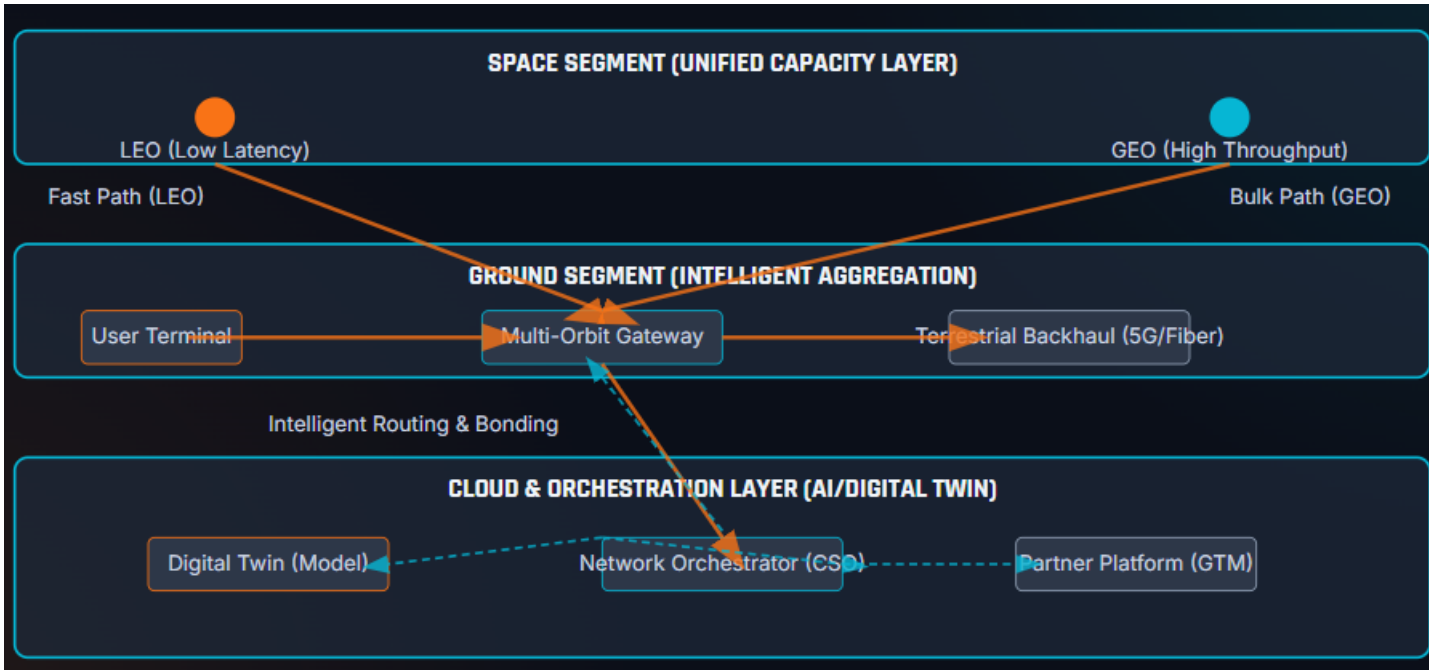
Eutelsat's OneWeb LEO ground segment



Integration of Partner Networks to NTN



NETWORK ORCHESTRATION IS KEY



Orchestration of Networks

✓ INTELLIGENT AGGREGATION -TECHNICAL

Driving technological integration by overseeing the aggregation and bonding of Multi-Orbit (GEO, LEO) and Multi-Network (5G/6G NTN) capabilities.

✓ SMART ROUTING & SLAS- TECHNICAL

Application-based Network Management. Utilizing smart routing to ensure CIR and strict SLAs for niche, high-value applications.

✓ THE ORGANISATIONAL CHANGES-COMMERCIAL AND TECHNICAL

A dedicated board-level executive required to bridge the gap between technical operations and commercial strategy in a complex ecosystem.

- Translate Opportunity: Convert "Riches in Niches" into a cohesive, actionable multi-orbit roadmap.
- Drive Integration: Oversee the bonding of networks and utilization of system optimization tools.
- Secure Competitiveness: Navigate complex regulatory and commercial challenges to ensure long-term resilience.

Business Model- Partnership GTM Strategy

FROM CAPACITY TO SOLUTIONS

The market is saturated with raw capacity. The real value lies in serving high-value, specific customer requirements. Successfully exploiting this complex landscape requires more than just technology:

- Deep integration with Telecom Industry partners.
- Willingness to execute a fundamental organizational shift.
- Moving from "Vendor" to "Strategic Ally".

	Satellite Network	Terrestrial Network	Service Design	Region Exclusivity	Terminal Equipment Installation
Packaged Services	Eutelsat	Eutelsat	Eutelsat	Non	Partner
VNO Services	Eutelsat	Eutelsat	Partner	Non	Partner
Region Exclusivity	Eutelsat	Eutelsat	Partner	Yes	Partner

Public IP

Inverse NAT/PAT allowing to reach devices from the Internet through a public IP address. Port forwarding configurable through customer web portal

Delivery to Pop

All traffic originated from Customer Devices of a Distributor is routed and transported by Konnect to an interface point in one of the Konnect Terrestrial PoP using eBGP through protected and geographically differentiated paths

Traffic Acceleration

Traffic accelerating techniques to reduce latency and improve the customer experience

Security / VPN

Multi-protocol VPN support (IPsec , GRE, PPTP, L2TP, IP-IP, SSLVPN, OpenVPN UDP, OpenVPN TCP, GTP..) to isolate and prioritize traffic across different entities

CONNECT WITH US

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