The problem

80% of the world has no mobile coverage

Today satellite IoT is not commercially viable for most use-cases

- Most of today's market is serviced by **GEO**, coverage is limited by region and terrain.

- All solutions in the market today (LEO and GEO) use **expensive**, **proprietary devices** (often >$100) and operate on closed networks that are satellite-only.

- This makes today's solutions **too expensive to address the vast majority of use cases**.

Result:

Current market is only 4m connections

The Solution

A telecoms-focussed standards-based approach

- As a **LEO solution**, Sateliot provides coverage everywhere.

- Having incorporated satellite NB-IoT into **3GPP standards**, devices can **roam from terrestrial telco networks to satellite**.

- Existing, **sub-$5 off-the-shelf devices** can be used, and service can be provided close to a terrestrial price point.

Only 5G NTN NB-IoT can offer coverage everywhere at a terrestrial price point

SATELIOT

A standards-based approach is the only way to meet customer demands

There is a huge market opportunity for Satellite IoT if a solution could use off-the-shelf, non-proprietary technology. They evaluated three standards-based protocols against these requirements.

Customer demands…	sigfox	LoRa	3GPP NB-IoT	LTE-M
① Designed for massive IoT, and affordable	✓	✓	✓	✗
② Extension of existing MNO coverage	✗	✗	✓	✓
③ Seamless ability to roam between terrestrial and space infrastructure, with a single device	✗	✗	✓	✓
④ Single point of contact for billing and service, ideally with existing service provider	✗	✗	✓	✓

We selected NB-IoT, and then worked for 3 years with the standards organisation to implement satellite connectivity

SATELIOT

Only NB-IoT NTN can offer a price that unlocks the Massive Satellite IoT market

Superior pricing enabled by roaming store & forward, dramatically reducing upfront CapEx

Area size representative of relative of market size
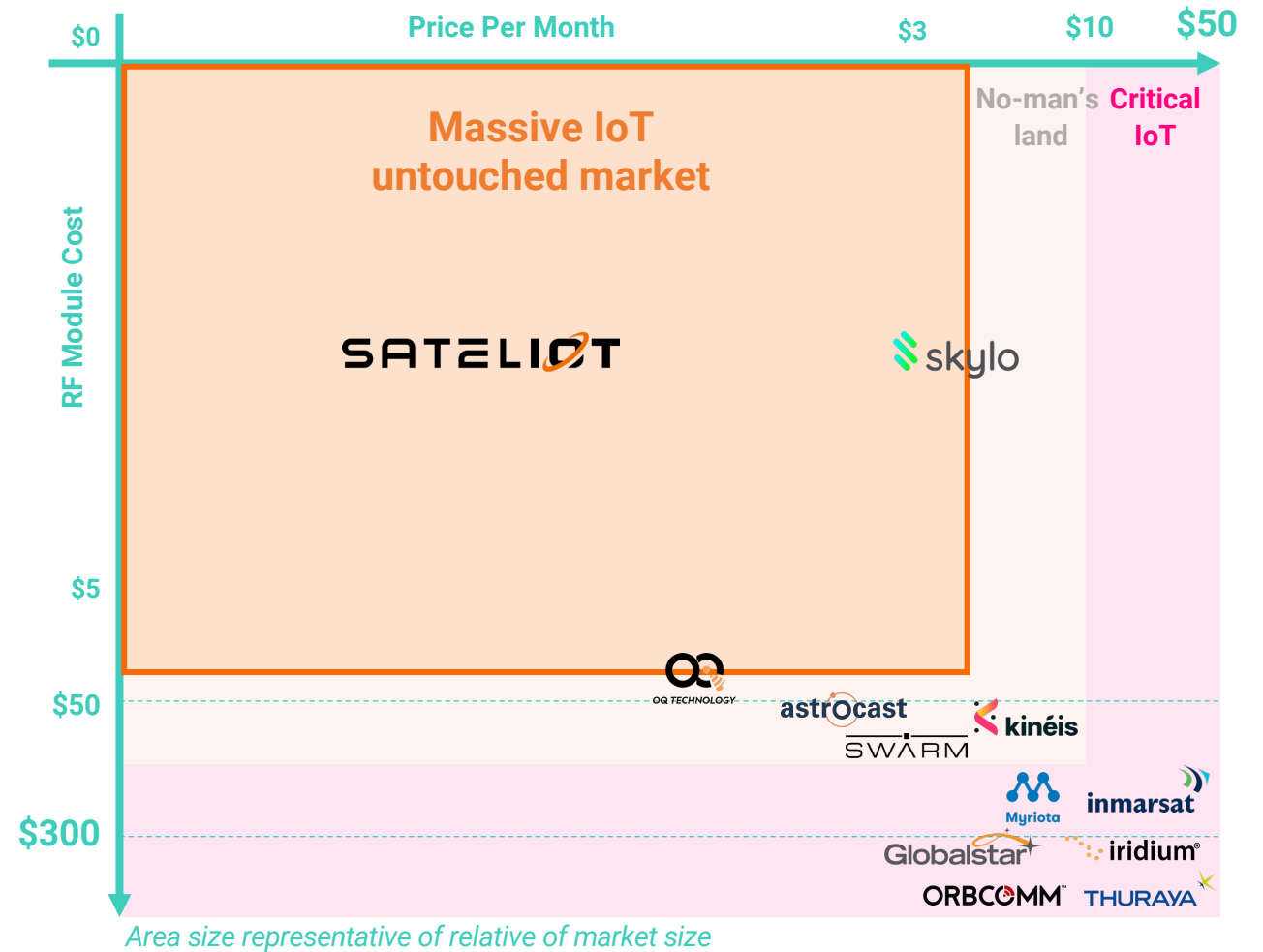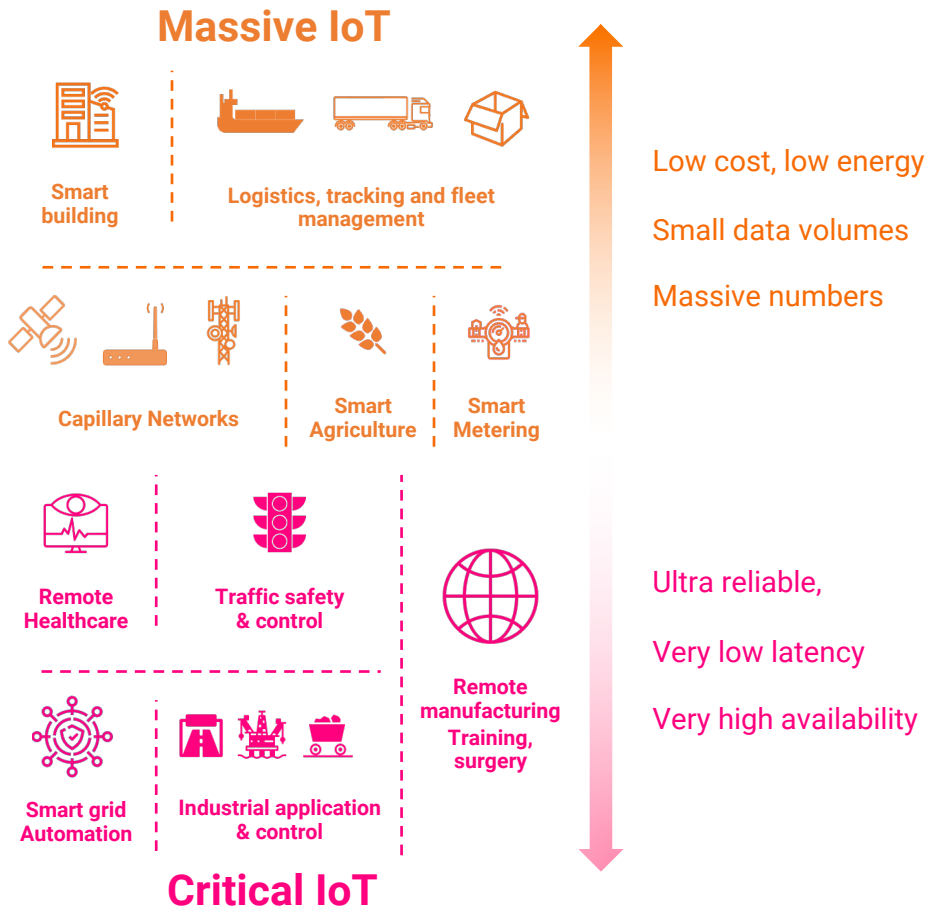
A LEO solution is the only way to offer coverage everywhere

GEO

LEO
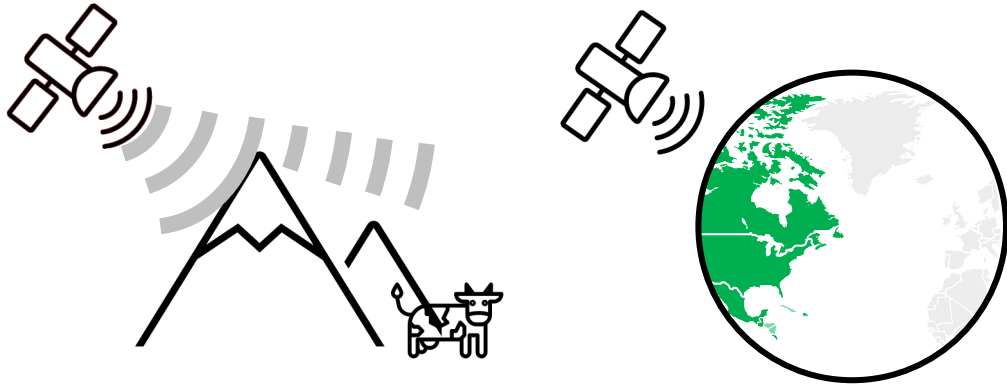
Connection difficulties due to terrain blockage

Specific regional coverage
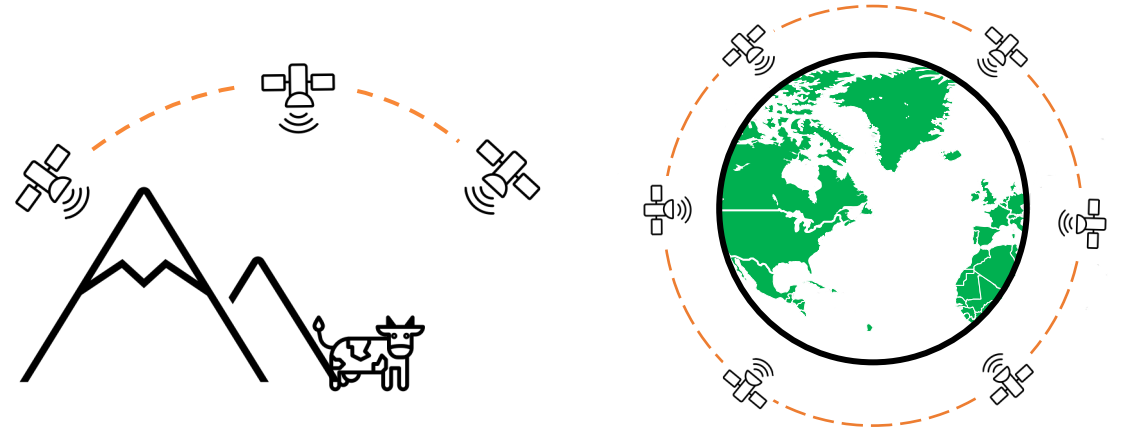
Unencumbered

Global coverage

inmarsat

skylo

THURAYA

astrocast

kinéis

Myriota

SATELIOT
Space · Connecting · 5G IoT

iridium

Lacuna

OMNISPACE

SWARM

KEPLER

ligado
NETWORKS

OQ TECHNOLOGY

Note: LEO (Low Earth Orbit), GEO (Geostationary orbit)

Standards-based approach

SATELIOT

SATELIOT

has **reshaped mobile standards**,
becoming the **first 5G NB-IoT telecom operator from space**,
providing **standards-based, low-cost,** coverage everywhere,
by unique implementation of **roaming store & forward technology**

Sateliot has been #1 contributor from the space industry to the Release 17

Mediatek	60	Sateliot	17	Omnispace	5	Chairman NOKIA	1
Ericsson	53	Gatehouse	16	Zhejiang Lab	5	Chairman QUALCOMM	1
Huawei	50	Lg	16	Bupt	4	Coordinator MCC	1
Nokia	49	Itri	15	Ntt Docomo	4	DEUTSCHE TELEKOM	1
Zte	49	Eutelsat	14	Sequans	4	EDF	1
Hisilicon	48	Panasonic	14	Tno	4	ESOA	1
Qualcomm	48	Iii	13	Avanti	3	IITH	1
Thales	48	Convida Wireless	11	Ct1	3	IITM	1
Oppo	46	Echostar	11	Hispasat	3	MAGISTER	1
Xiaomi	43	Esa	11	Kt	3	MAVENIR	1
Cmcc	41	Fraunhofer	11	Lockheed Martin	3	Moderator EUTELSAT	1
Samsung	39	Caict	10	Cewit	2	Moderator NOKIA	1
Catt	36	Inmarsat	10	Itl	2	Moderator QUALCOMM	1
Apple	32	Vivo	10	Mitsubishi	2	Moderator SAMSUNG	1
Lenovo	31	Asus	7	Moderator Ericsson	2	NCCUNTU	1
Motorola	31	Etri	7	Moderator Mediatek	2	NOMOR	1
Nec	30	Vodafone	7	Moderator Thales	2	OQ	1
Sony	28	99 Error	6	Moderator Zte	2	PHILIPS	1
Intel	27	Intelsat	6	Rakuten	2	SAANKHYA LABS	1
Interdigital	27	Kepler	6	Reliance	2	SHARP	1
Spreadtrum	27	Novamint	6	Turkcell	2	SIERRA WIRELESS	1
Asia Pacific Telecom	22	British Telecom	5	Acer	1	SOFTBANK	1
Sanechips	22	Chairman	5	Chairman Ericsson	1	TELECOM ITALIA	1
Fgi	21	Ligado	5	Chairman Mediatek	1	UNIBO	1

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Sateliot's approach enables seamless terrestrial extension cost-efficiently

MNO Core

Standard Roaming Arrangement GSMA

Core Network Integration 3GPP

SATELIOT **Core**
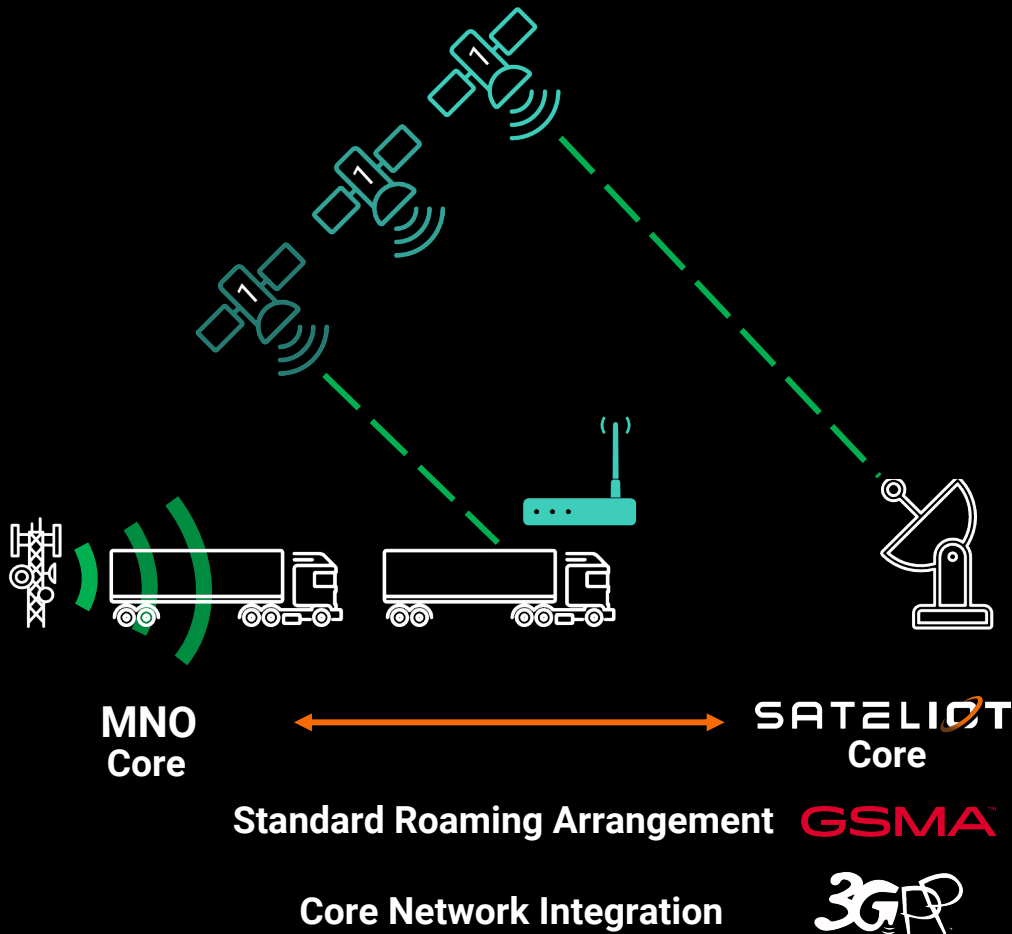
- ✓ **Same device (<$5 OTS)**

- ✓ **Seamless end-user experience (ROAMING)**

- ✓ **Customer keeps 1 point-of-contact for billing/support/etc**

- ✓ **Immaterial price increase vs current contract**

- ✓ **Service provided with fewer satellites using patent pending store & forward technology**
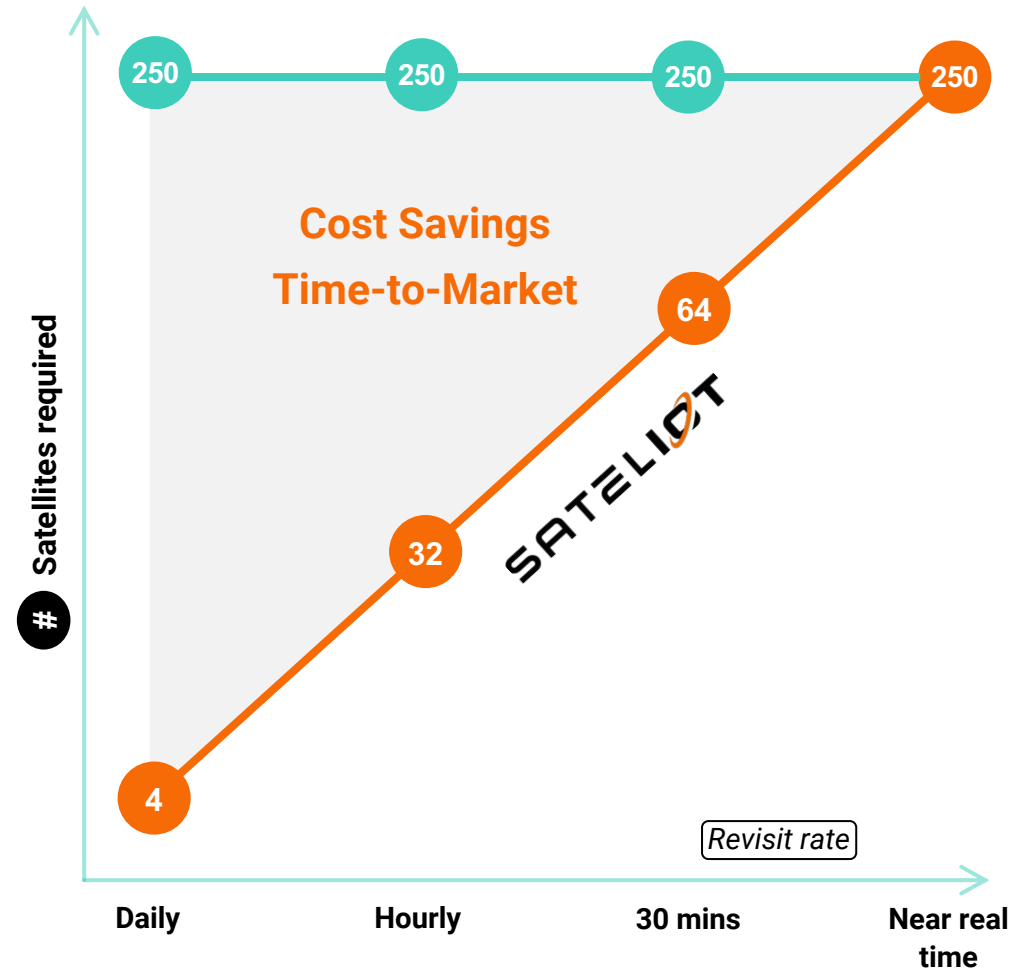
- ✓ **New capex-free revenue stream for the MNO**

SATELIOT

Roaming store & forward tech allows Sateliot to begin delivering service with 4 satellites

Competitors using a similar standards-based approach would need to launch 250 upfront

SATELIOT can…

▶ Service the market years ahead of anyone else

▶ Go-to-market with a much lower capex requirement
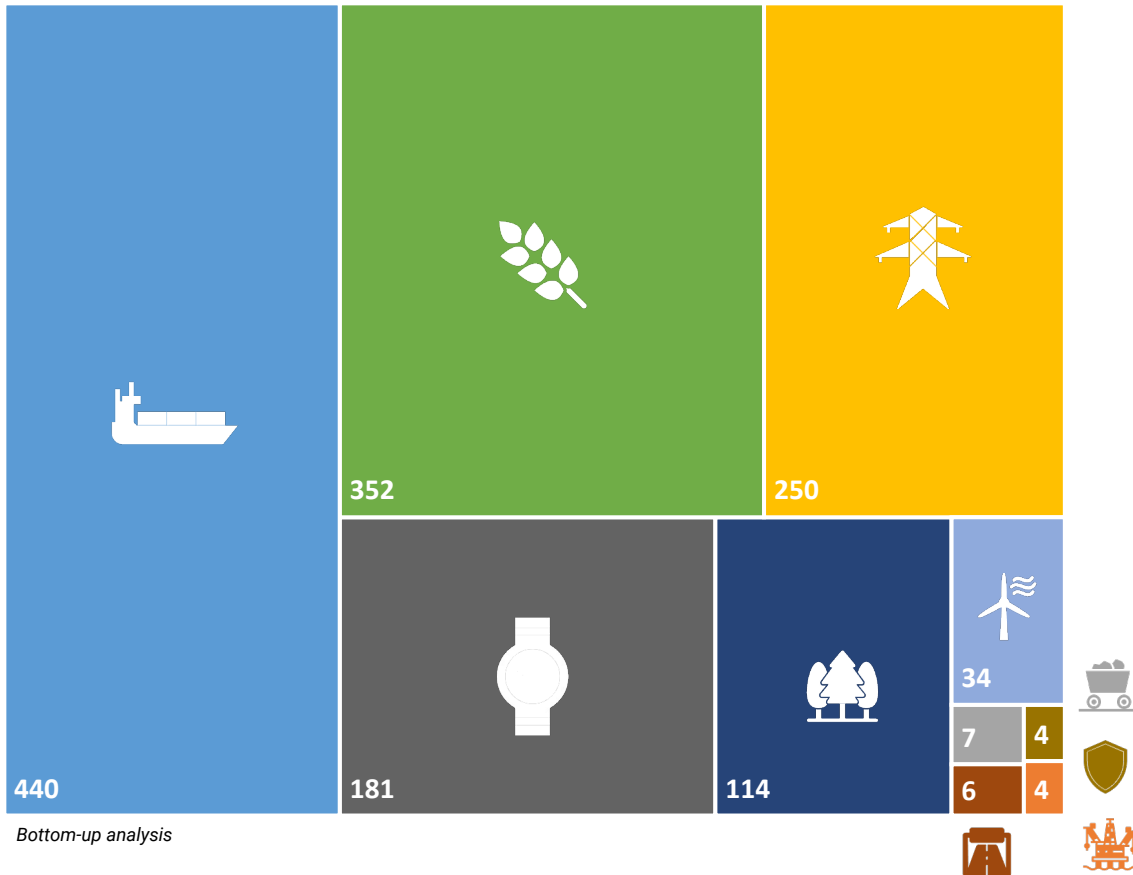
▶ Become profitable without servicing the NRT market

**Cost Savings
Time-to-Market**

Satellites required

#

250 — 250 — 250 — 250

64

32

4

Revisit rate

Daily   Hourly   30 mins   Near real time

SATELIOT

Sateliot is the only satellite NB-IoT addressing customer demands affordably

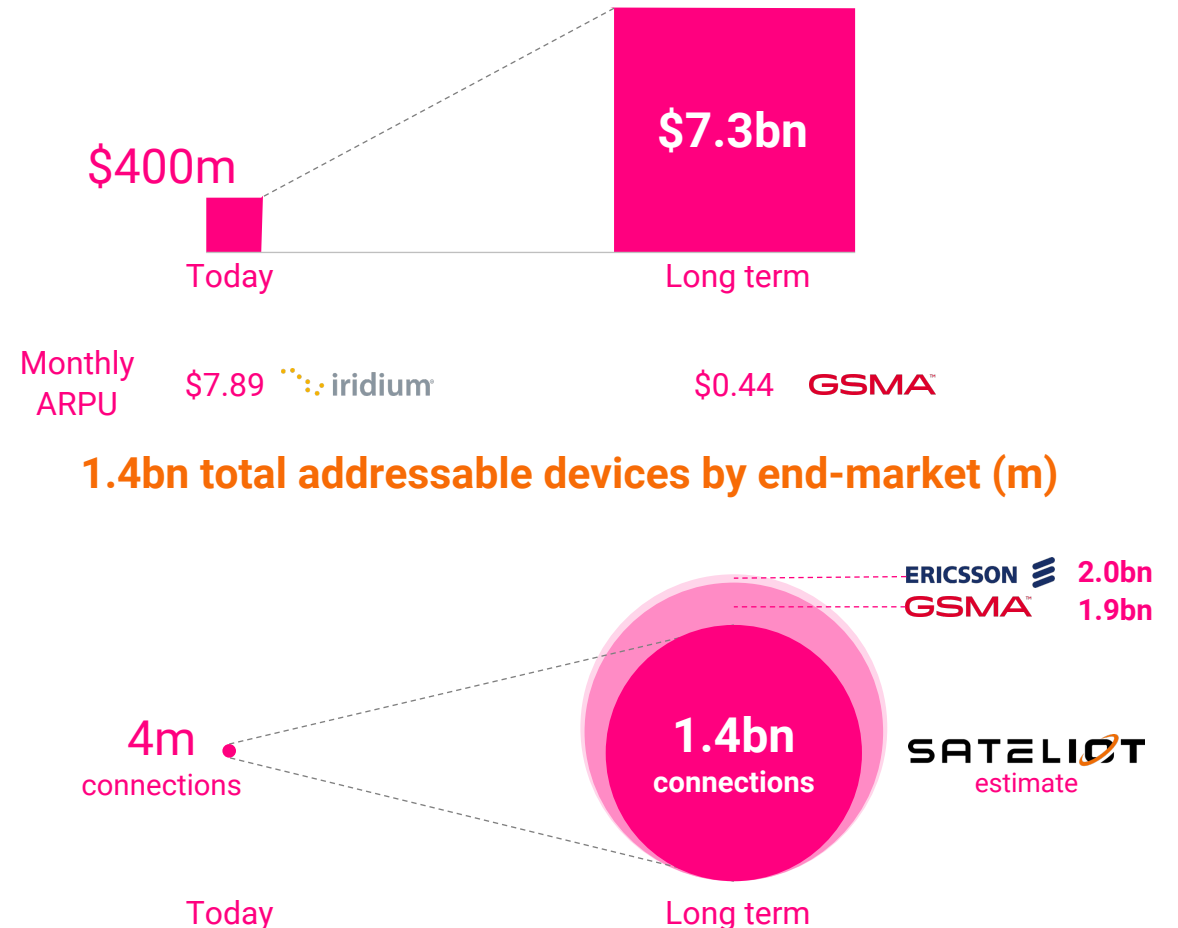|		Telecoms led Approach				NewSpace disruptors		Direct 2 Device (D2D)		Legacy Incumbents	
		SATELIOT									
	Headquarters	Spain	Luxembourg	USA	Switzerland	France	USA	USA	USA	UK
	Market segment	IOT	IoT	IoT	IoT	IoT	D2D	D2D	Voice & Data	IoT
Coverage	Orbit	LEO	LEO	GEO	LEO	LEO	LEO	LEO	LEO	GEO
	Network	Standard	Standard[1]	Standard	Proprietary	Proprietary	Std Phone	Std Phone	Proprietary	Proprietary
	Full GSMA membership	GSMA	✕	GSMA	✕	✕	✕	✕	✕	GSMA
Device	Standard Device	✓	✕	✕	✕	✕	✓	✓	✕	✕
	Roaming terrestrial	✓	✕	✕	✕	✕	✓	✓	✕	✕
	Power Utilisation	Low	Low	Low	Low	Low	High	High	High	Low
Service	Roaming Store & Forward	✓	✕	✕	✕	✕	✕	✕	✕	✕
	Delivery via MNOs	✓	✕	✕	✕	✕	✓	✓	✕	✕
Cost	Cost per device	$	$$	$	$$	$$	$$$	$$$	$$$	$$$
	Services cost	$	$	$$	$	$	$$	$$	$$$	$$$
	Service deployment cost	$	$$	$	$$	$$	$$$	$$$$	$$$	$$$

[1] Proprietary device

SATELIOT

To open the opportunity to address potential 1.4bn devices currently unserviceable

Once unlocked by Sateliot pricing, these connections will generate $7.3bn in annual revenues

$400m — Today

$7.3bn — Long term

Monthly ARPU: $7.89 iridium | $0.44 GSMA

1.4bn total addressable devices by end-market (m)

352

250

440

181

114

34

7

4

6

4

Bottom-up analysis

4m connections — Today

1.4bn connections — Long term

ERICSSON 2.0bn
GSMA 1.9bn

SATELIOT estimate

Sources: Company Analysis, Silverpeak Analysis, GSMA, Space News. Market price is the FY-22 Iridium ARPU (Average Revenue Per User); $400m market size assumes 35% Iridium market share
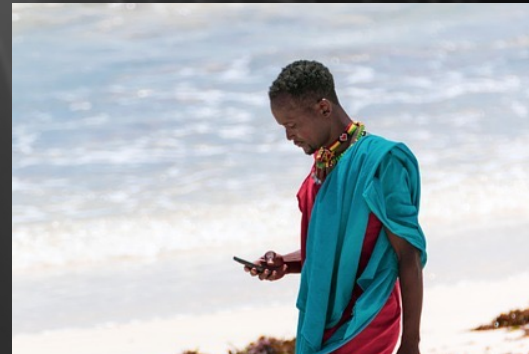
SATELIOT

And direct to device: will it be NTN NB-IoT? 5G NR? Or 6G?

OVER 500 MILLION WORKERS WORLDWIDE

OVER 750 MILLION HOBYSTS WORLDWIDE

BILLIONS OF PEOPLE IN VERY LOW COVERAGE AREA

60M AMERICANS WITH 25% OF THE DAY WITH NO COVERAGE

SATELIOT