STATE AND PROSPECTS FOR THE SATELLITE COMMUNICATION MARKET

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SATCOMRUS

7 Oct 2021

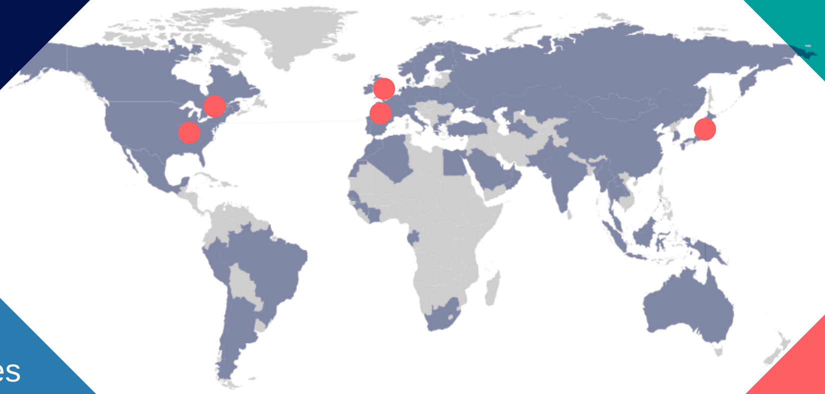
EUROCONSULT – WHO WE ARE

TAILORED CONSULTING SERVICES

- Market studies
- Government programs
- Feasibility studies
- Program monitoring
- Business strategy
- Public policy

THEMATIC RESEARCH PRODUCTS

- **New!** Digital platform
- Continuous data-gathering
- 25-years historic data
- 10-year forecasts
- Proprietary databases
- Strategic reports



THEMATIC TRAINING

- **New!** Training modules
- Deep dives
- Technical or strategic
- Customized & Tailored
- High-level programs
- User driven or guided

EXECUTIVE SUMMITS

- Market insights
- Business deals
- World-class speakers
- Executive-level networking

EUROCONSULT 2020 IN KEY FIGURES

70+ consulting missions
in **20+** Countries

15 market studies published

600 clients on 4 business lines

38 years experience in the business

3 million
Data points collected, monitored and updated across space markets and applications

85% of our activity realized for international clientd

70 experts working over
5 countries

100%
Self-owned

100%
Dedicatoed to space

Euroconsult

THE FAST-MOVING SPACE & SATCOM INDUSTRY

Innovation & offerings

- Sustained innovation at all levels of the ecosystem (satellites, ground segment etc.)
- Digitization of activities creating more flexibility
- Overall optimization in cost efficiency of infrastructure and services

Financing

- High level of fundraising and investment in satcom/space industry
- Larger number of M&As and partnerships in the last two years
- The pandemic has created turbulence, but industry has again shown a strong resilience

Business models

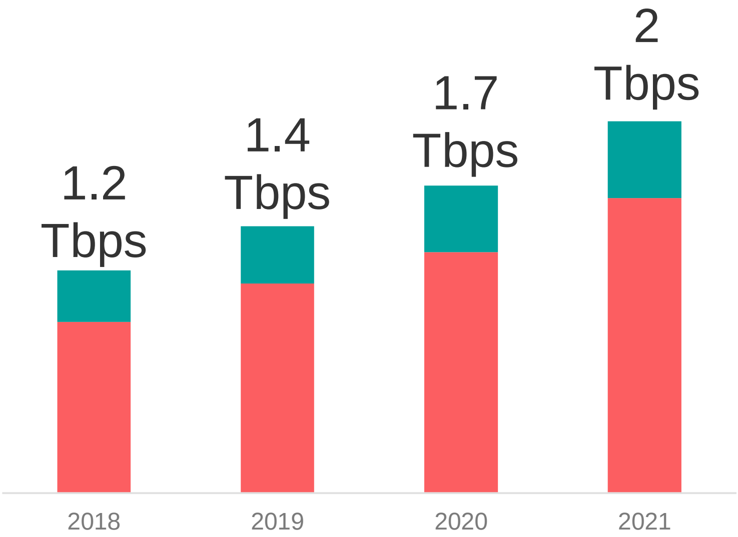
- Increasing diversity of models in the different vertical segments and geographies
- More dynamic adaptations than the previously dominant long-term agreements
- Enlargement of the addressable use cases as strategic focus

DATA APPLICATIONS DRIVING CAPACITY USAGE

Data applications driving capacity usage

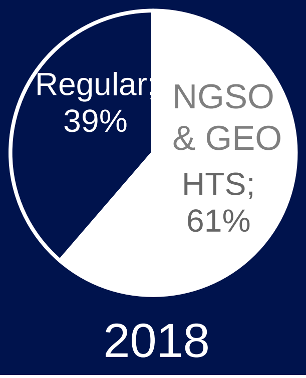
+~800 Gbps

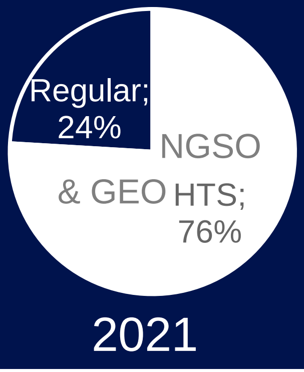
capacity usage between 2018-2021



Video applications stable but remain important

Represent **52%** of the total infrastructure revenue





2021 total capacity leased

>2 TBPS

Source: Euroconsult research – *Satellite Connectivity and Video Market 2020 edition*

A MULTILAYERED CAPACITY ENVIRONMENT

Commercial deployment

2005 | 2010 | 2015 | 2020 | 2025

The new norm: "multi-layered" environment

GEO HTS 1.0
First payloads - fixed design - <10Gbps

GEO HTS 2.0
Fixed design - mostly <50Gbps

GEO HTS 2.5
Partially "flex" - dozens to hundreds of Gbps

GEO HTS 3.0
Up to "fully flex" - dozens to hundreds of Gbps

BB NGSO CONSTELLATION
Up to "fully flex" - dozens to hundreds of Gbps

INDUSTRY TRANSFORMATION INVOLVING MORE M&A TRANSACTIONS

Chapter 11 and reorganization

Recent M&As / strategic partnerships

Raw capacity supply

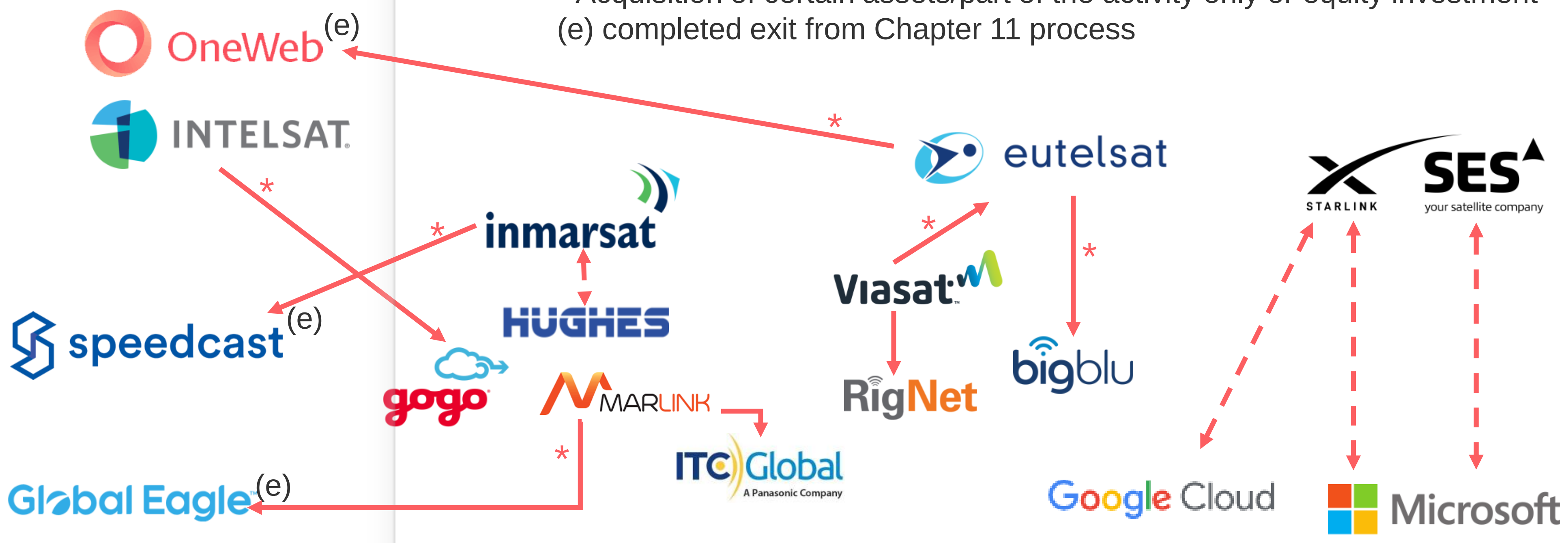
Managed capacity

“Standard” service platform

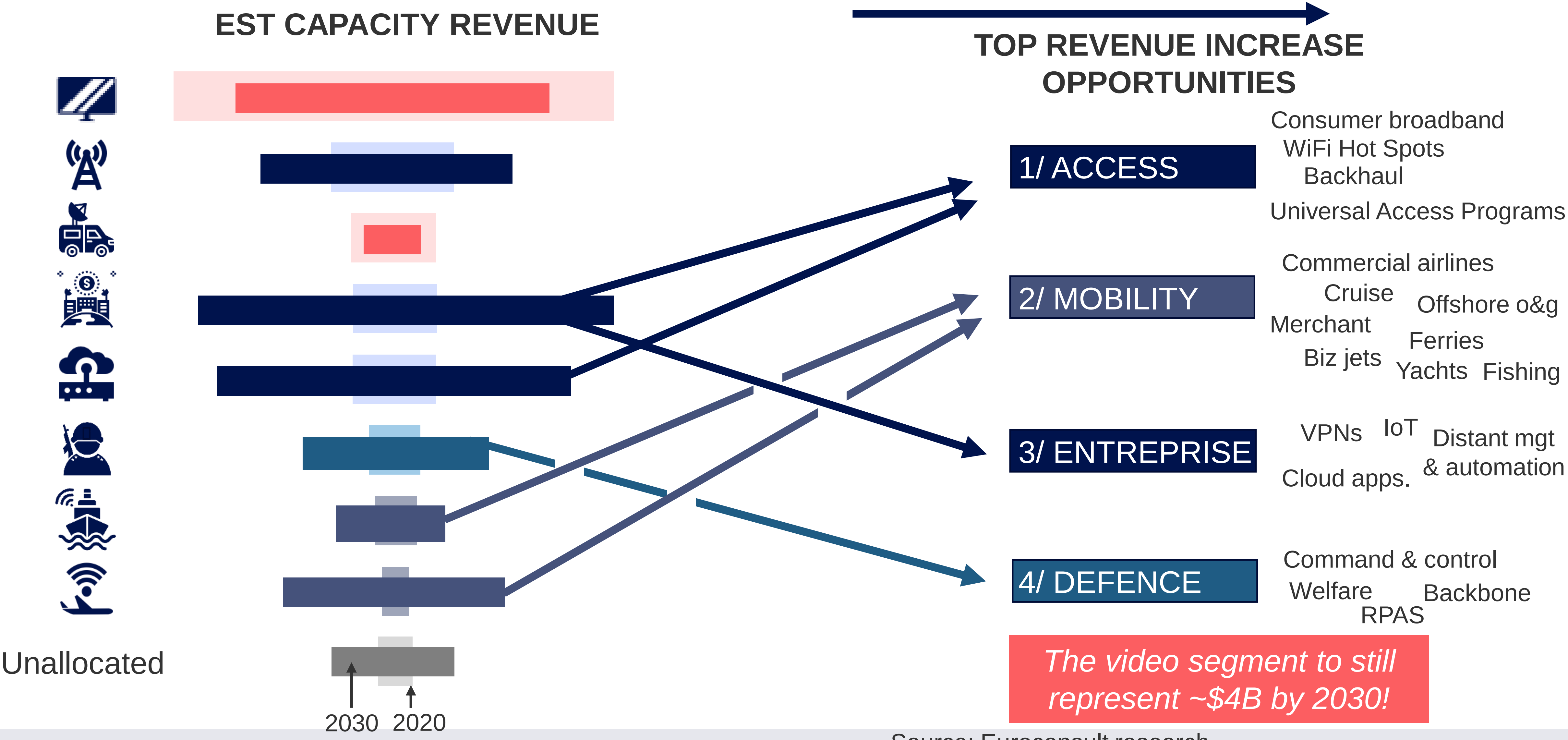
”Sat” VAS & ground segment

Cloud and IT solutions

Strategic partnership
* Acquisition of certain assets/part of the activity only or equity investment
(e) completed exit from Chapter 11 process



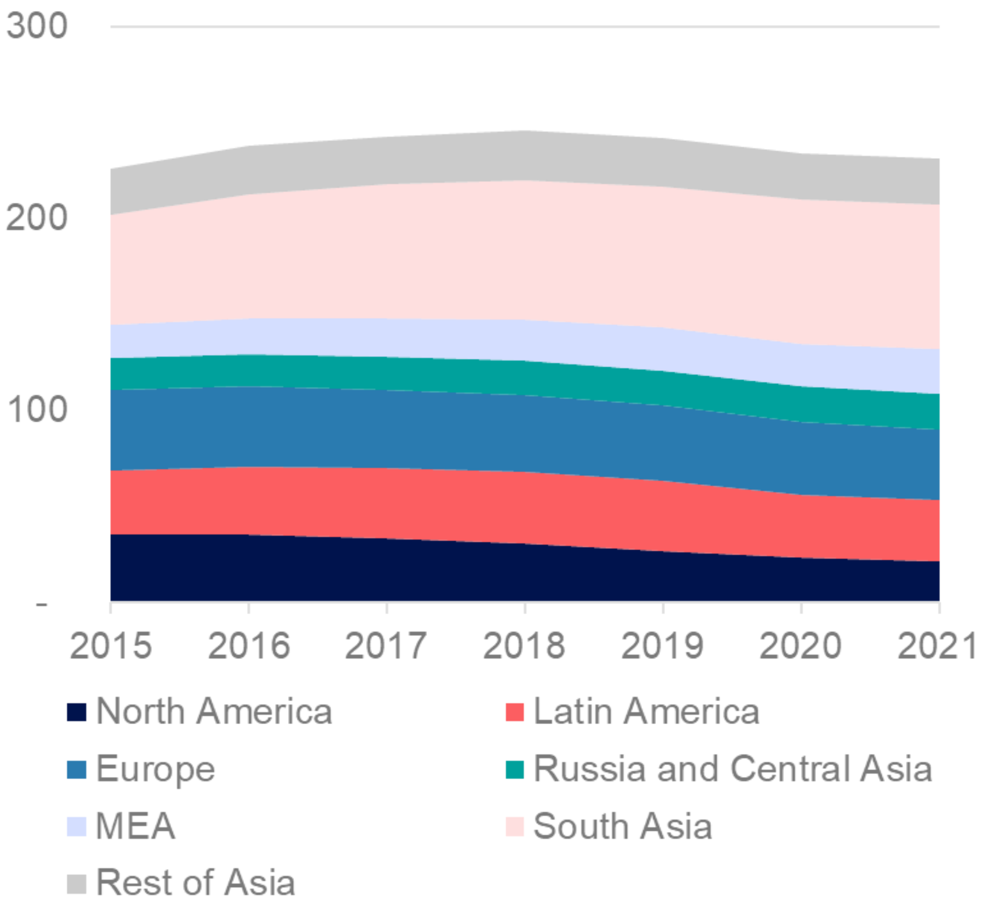
REVENUE OPPORTUNITIES IN THE SATCOM BUSINESS



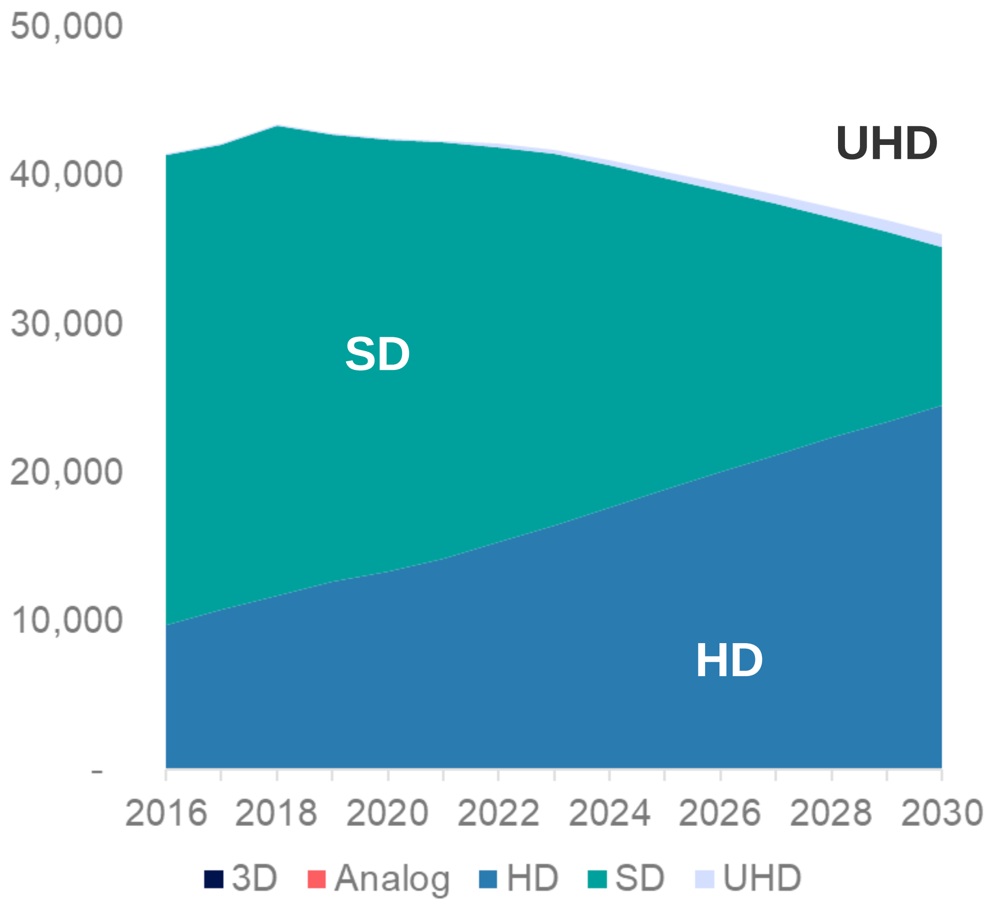
Source: Euroconsult research –
Satellite Connectivity and Video Market 2020 edition

DYNAMICS FOR SATELLITE BASED VIDEO SERVICES

DTH PAY-TV SUSCRIPTIONS (M)



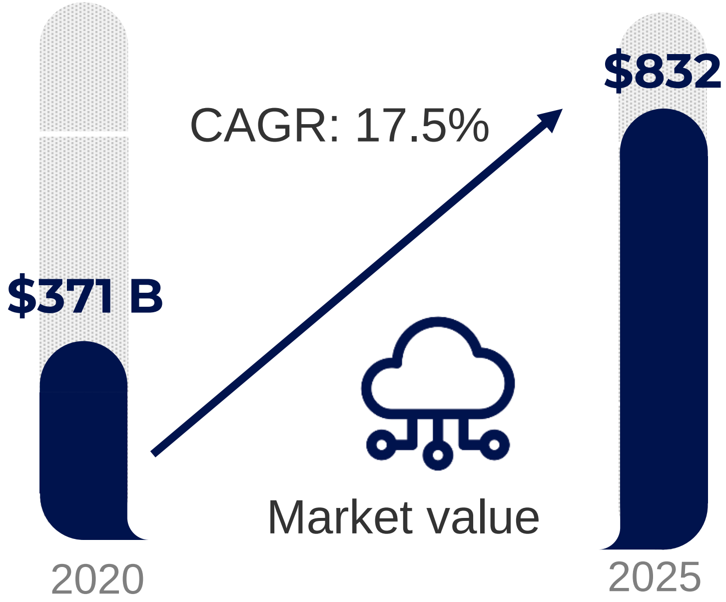
OF TV CHANNELS FORECAST



Source: Euroconsult research – *Satellite Connectivity and Video Market 2020 edition*

THE ICT ENVIRONMENT – CLOUD & 4G/5G AS KEY DRIVERS

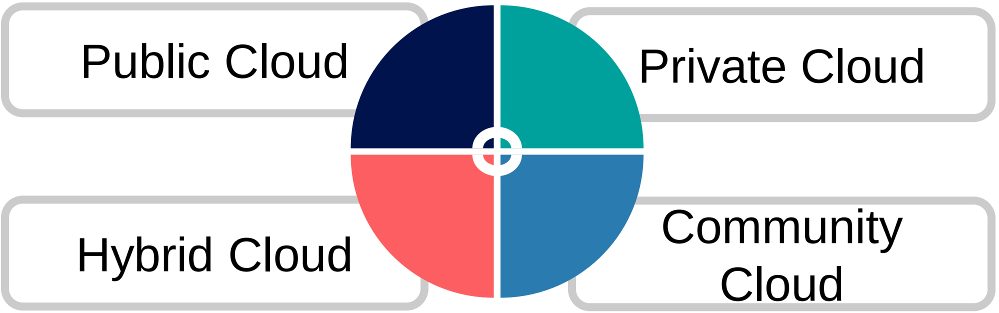
TRENDS ON CLOUD COMPUTING



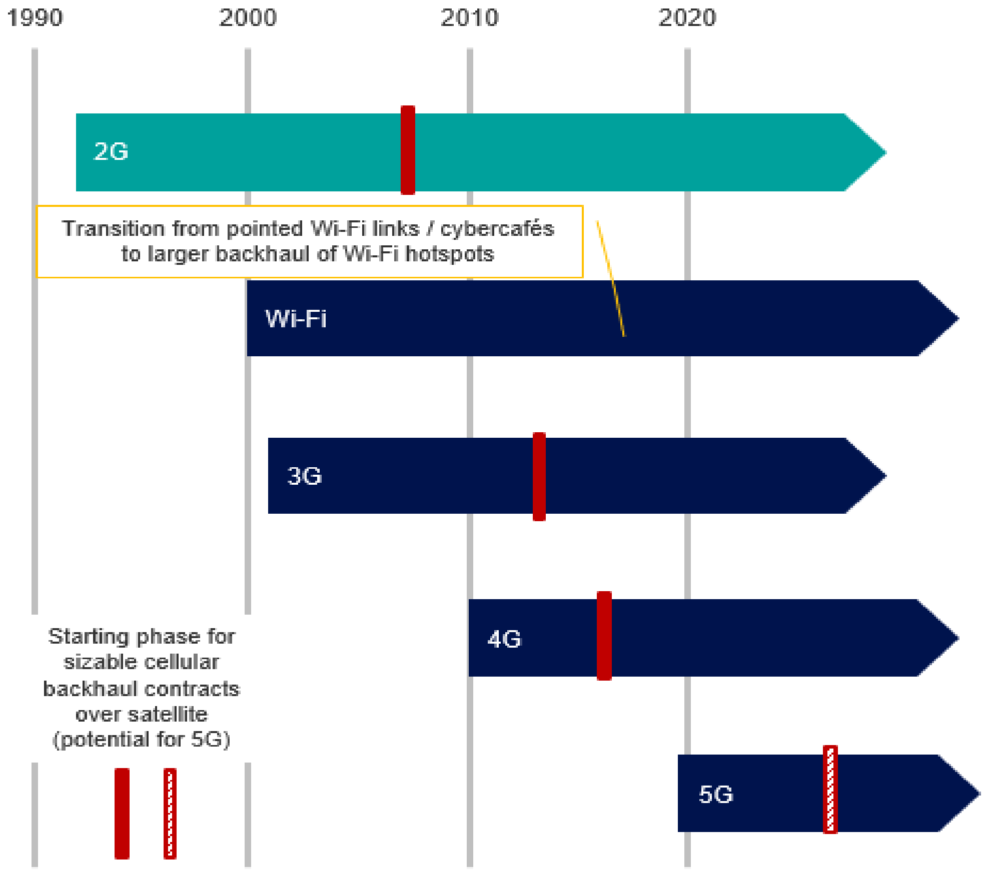
92 %

organizations already are at least somewhat in the cloud now

Source: Intrado



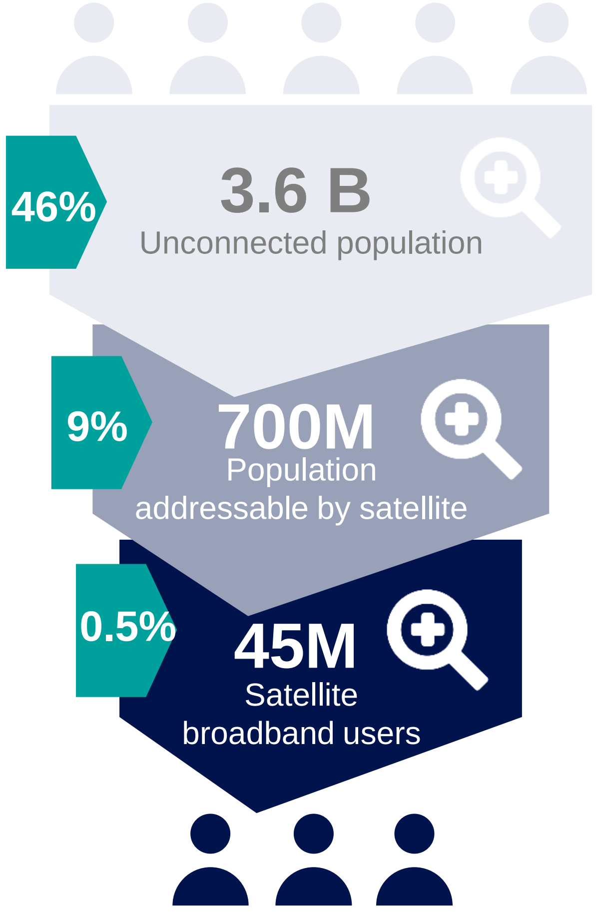
CELLULAR STANDARD DEPLOYMENT



Source: Euroconsult research & estimates

UNIVERSAL BROADBAND OPPORTUNITY

2020 ADDRESSABLE MARKET



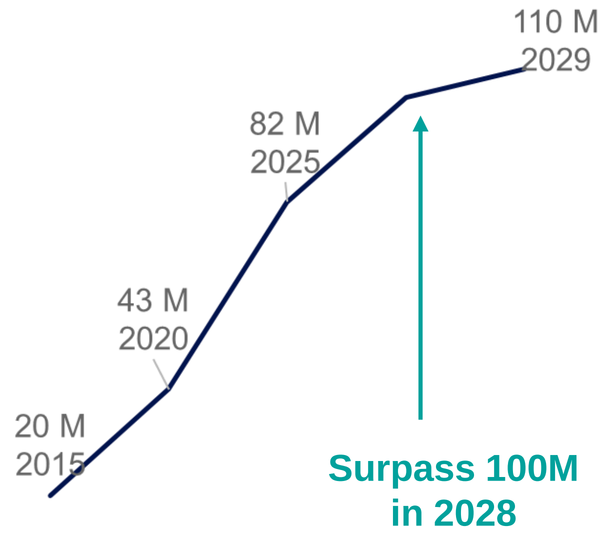
Share out of 7.8 billion total population

Consumer Broadband

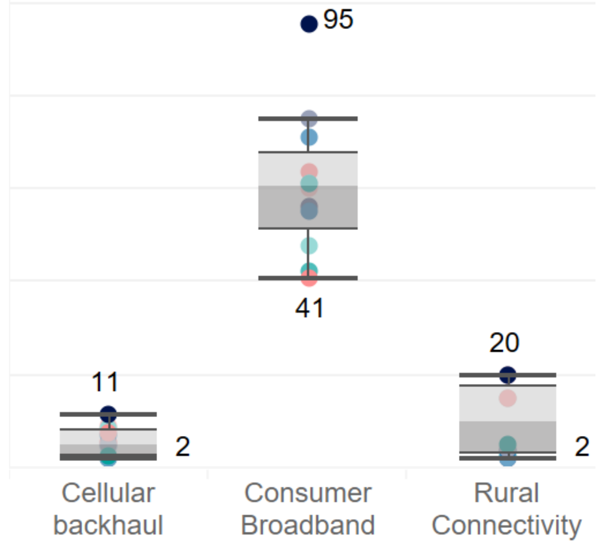
Cellular backhaul (3G,4G,5G)

Rural connectivity

World total # of satellite broadband users



Service ARPU per user (2020, $/month)



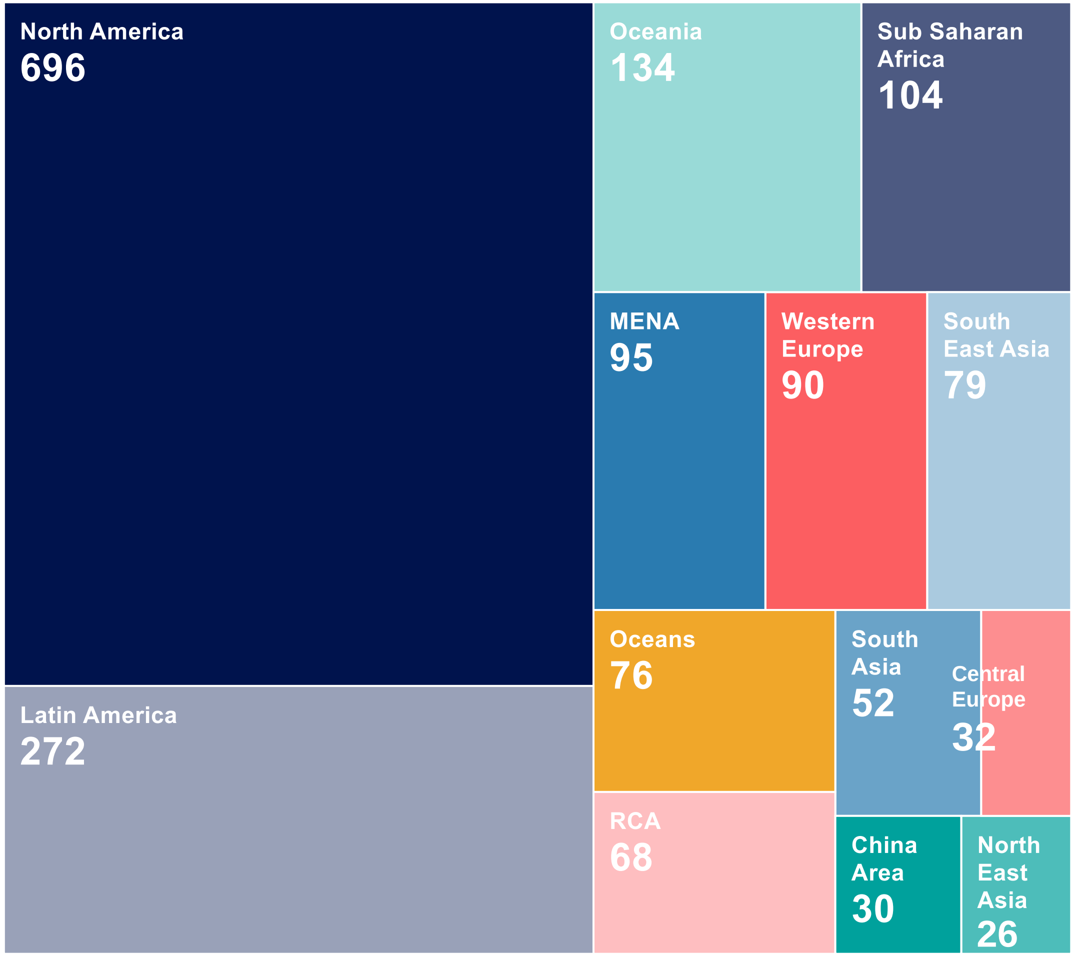
Source: Euroconsult research – *Universal Broadband Access, 2020 edition*

NGSO SATELLITE CONNECTIVITY DRIVING CHANGE

FOCUS ON GEOGRAPHIES

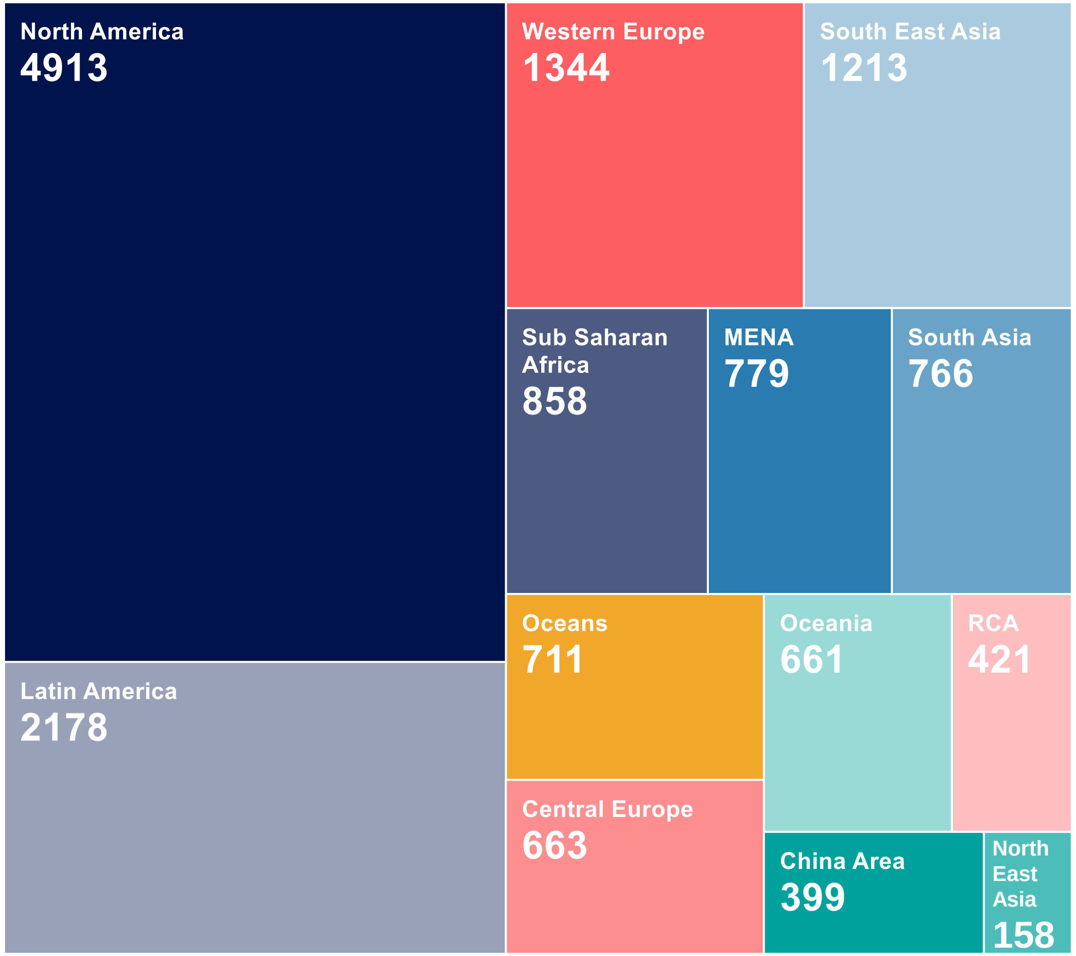
Capacity demand breakdown by region 2020

In Gbps



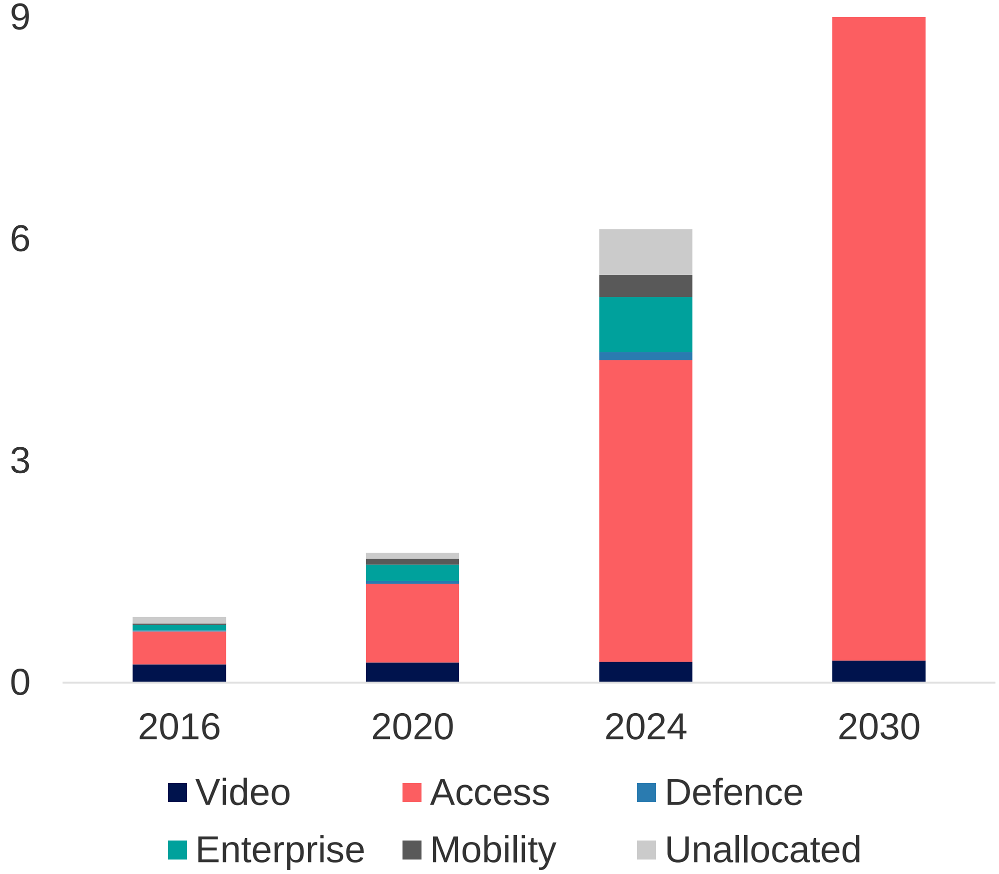
Capacity demand breakdown by region 2030

In Gbps

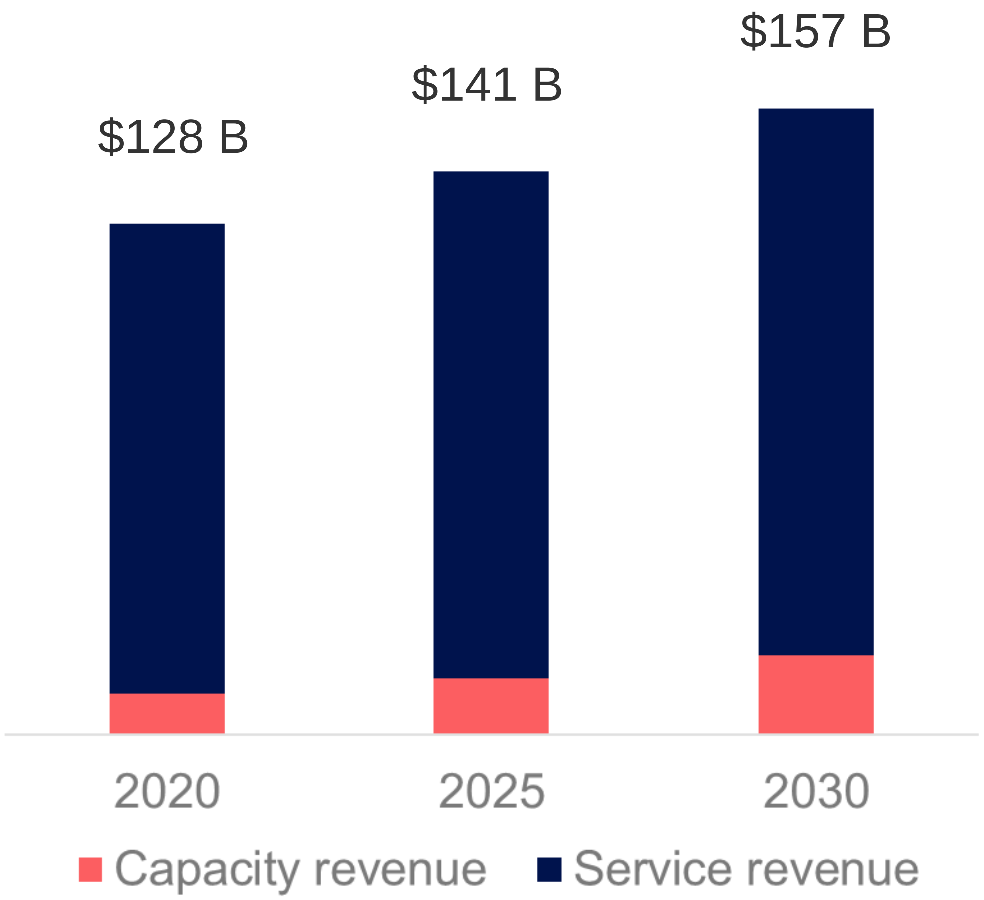


SATCOM "CAPACITY" BUSINESS DYNAMICS

LEASED CAPACITY (TBPS)

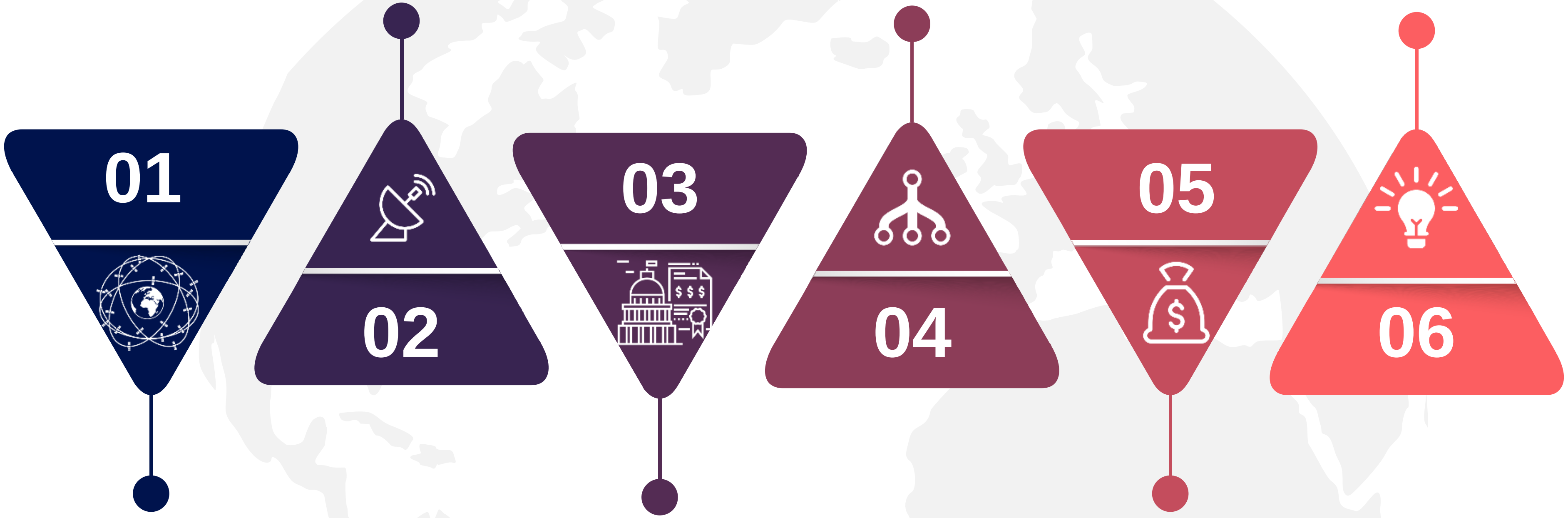


REVENUE FORECAST



Source: Euroconsult research – *Satellite Connectivity and Video Market 2020 edition*

SELECTED STAKES FOR THE INDUSTRY



01 NGSO CONSTELLATIONS DRIVING CHANGE

02 NEXT GENERATION USER TERMINALS

03 GOVERNMENTS WILL CONTINUE TO PLAY AN IMPORTANT ROLE

04 NETWORK INTEGRATION IN CLOUD AND 4G/5G

05 LOWER COST BASE

06 ADOPTING SALES MODELS TO NEW DYNAMICS

Muchas Gracias

Дякую

Danke

Merci

谢谢

شكرا

Thank you

спасибо

Շնորհակալություն

ありがとうございました

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France · USA · Canada · Japan · Singapore