

A New Era of Connectivity

The Heart of Opportunities

Hussein Oteifa
General Manager , SES Networks MENA

SES: the company that...

Supports telcos with their 2G/3G/4G roll-outs and connecting remote areas on our MEO & GEO fleet



Invested in second generation MEO satellite fleet via O3b mPower

Is the #1 Direct-to-Home service provider in the country, delivering HD and Ultra HD content to any platform, on any device



Provides solutions for border control, intelligence, surveillance and reconnaissance which is helpful for border disputes

Helps restore connectivity after natural disasters similar to what happened during Yolanda

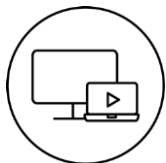


Delivers more than 28GB of capacity in the Pacific region

* As of February 2018

Company Structure

SES[^]



Video

Technical reach of **351 million** TV households worldwide delivering over **7,740** TV channels of which **33%** are HD



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Widebeam and GEO/MEO HTS capacity and teleport services for **>300 enterprise customers**, **99%** global coverage, **62 governments** in **28 countries**

SES Networks

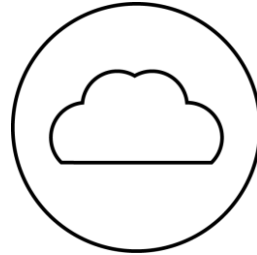
Market-Focused Solutions



Telco/ISP



MNO



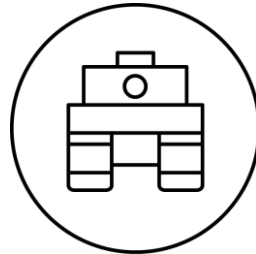
Cloud



Maritime



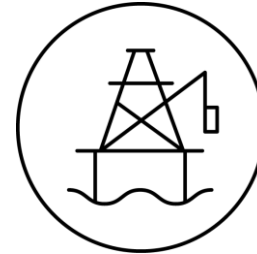
Aero



Defence and
Security



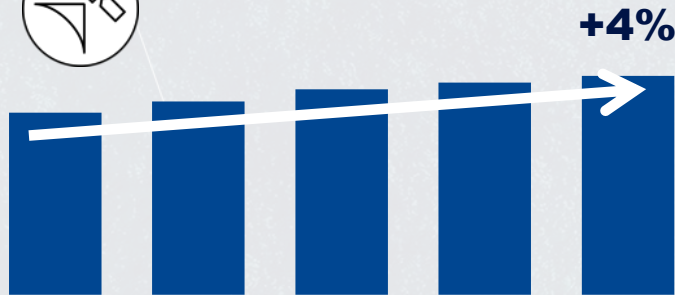
Civil
Applications



Energy

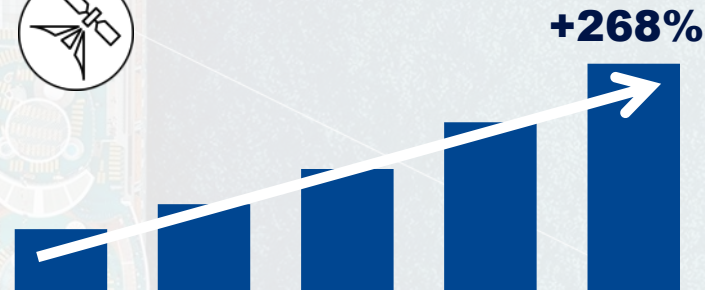
GROWING BANDWIDTH DEMAND

WIDE BEAMS (36MHz) TPE



(NSR) 2018 – 2022

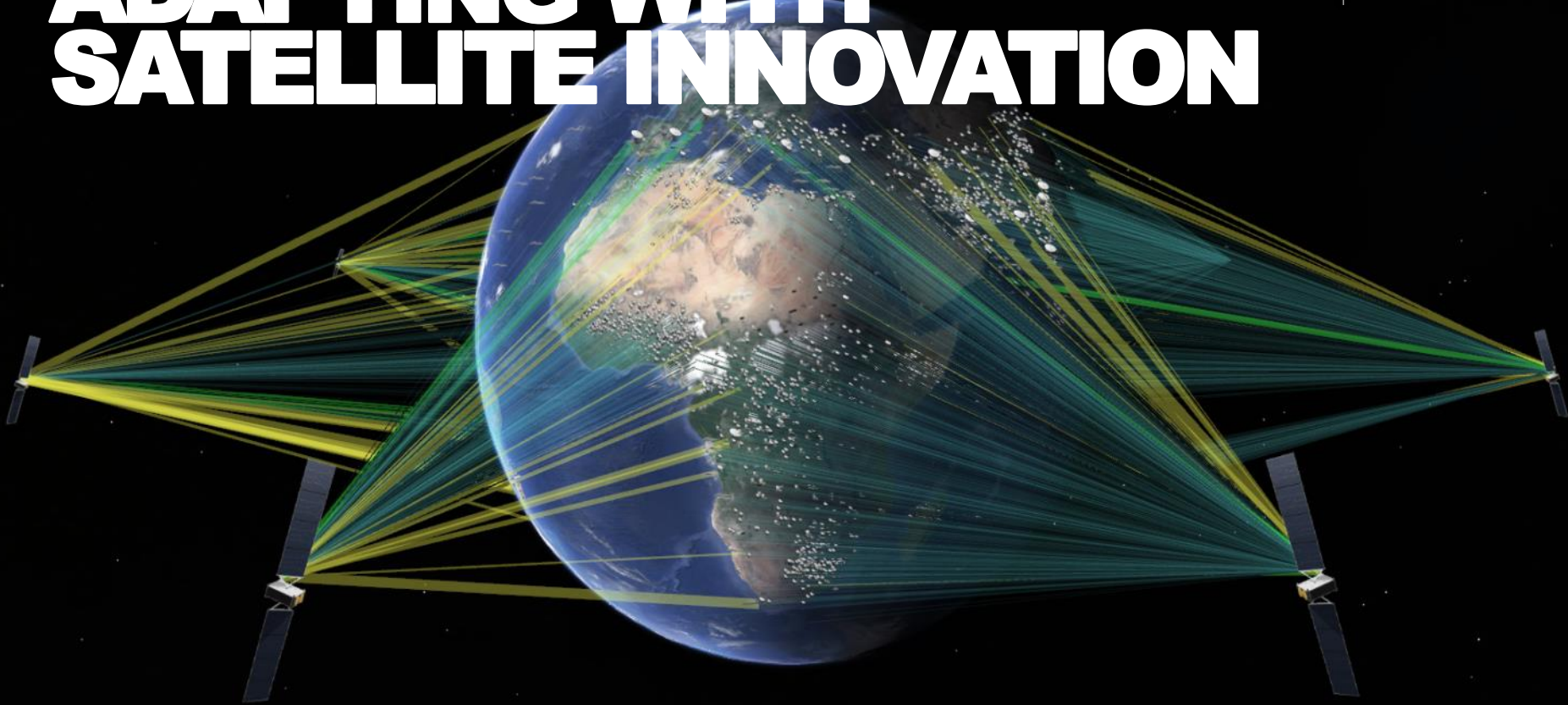
HTS (Gbps)



(NSR) 2018 – 2022

ADAPTING WITH SATELLITE INNOVATION

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O3b mPOWER



The most powerful and most flexible satellite-based system ever

THE STRATEGY

Empowering the growth of our business and expanding the role of satellite

THE TECHNOLOGY

Empowering a multi-terabit “virtual fibre” network virtually anywhere

THE OPPORTUNITY

Empowering more growth opportunities for more customers in more locations

A New MEO Constellation

The Most Powerful Satellite System Ever



- ▲ SES Networks already operates the only MEO satellites for the lowest-latency service from space
- ▲ In 2021, seven next-generation MEO satellites will be added to the O3b fleet
- ▲ Setting new industry benchmarks across multiple performance metrics

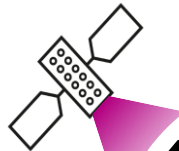
CAPACITY

Multi-terabit

Scalable to 10s of Tbps globally



FLEXIBILITY



Shape, moderate, route, shift & switch

4,000+
beams per satellite

COVERAGE

~400M

Square kilometres covered

PRODUCTIVITY

100%
productive

Beams go to customers, not empty territory

O3b mPOWER

More Opportunities for More Customers in More Markets



CURRENT MEO

16 satellites in service⁽¹⁾ plus four more launched in 2019

- ▲ Small cities and towns
- ▲ Large multi-national organisations
- ▲ Fixed rigs/larger production vessels
- ▲ Large cruise ships
- ▲ Larger fixed/mobile installations

NEW OPPORTUNITIES WITH O3b mPOWER FROM 2021

Seven super-power satellites

- ▲ Multiple units in theatre
- ▲ VIP aircraft
- ▲ Commercial aircraft
- ▲ Inter-regional commercial ships
- ▲ Large yachts
- ▲ Smaller cruise ships
- ▲ Smaller mobile production vessels
- ▲ Cloud access
- ▲ Data centres
- ▲ Remote offices
- ▲ Small towns and remote locations

¹⁾ Comprising nine operational satellites and three held as in-orbit back-up

Breaking out of the Niche

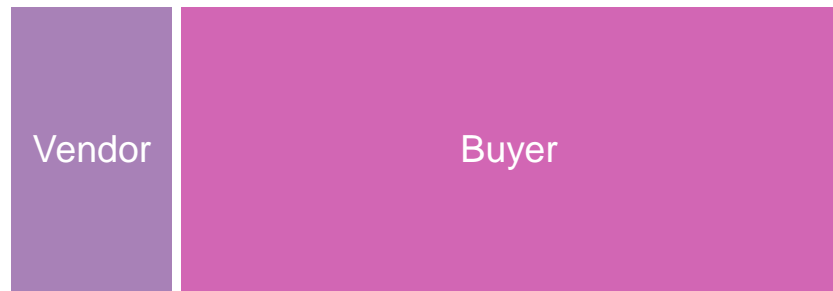
STRONG HOLDS



GROWTH VECTORS



Collaborating to Create more Value for Our Customers



OLD way of working



NEW way of working

TECHNOLOGY

- Thought leadership
- Standards based
- Open APIs
- SDx

TEAM

- Location
- Operations
- Agile Development

GO-TO-MARKET

- Marketing
- Lead generation
- New business models

JOINT

- Roadmap
- IP
- Risk

**STRONGER
TOGETHER**

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