

Tech Me to the Moon: The NTN Domain

Alexandra Rehak

Head, Industrial & Energy Innovation

Cambridge Consultants

MWC24

Jaume Sanpera Izoard

CEO

SATELIOT

An aerial photograph of a dense forest with vibrant autumn foliage in shades of yellow, orange, and green. In the center of the image, a large, dark, rectangular industrial structure sits atop a hill. Two massive, parallel pipes extend from this structure down the slope towards the foreground. To the left of the pipes, a set of railway tracks runs parallel to the hillside. The overall scene is a striking contrast between nature and industrial infrastructure.

**80% OF THE WORLD HAS
NO MOBILE CONNECTIVITY**



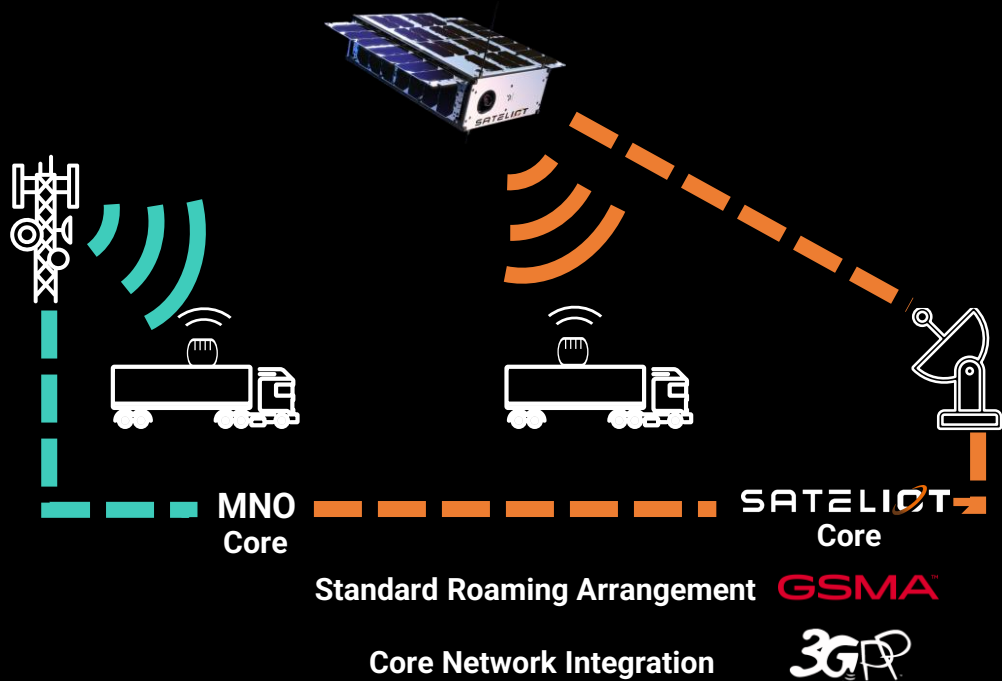
4 MILLION DEVICES

The background features a dark space scene with a view of Earth from space. Several satellites are shown in orbit, with dashed lines representing their communication paths. The overall aesthetic is futuristic and technological.

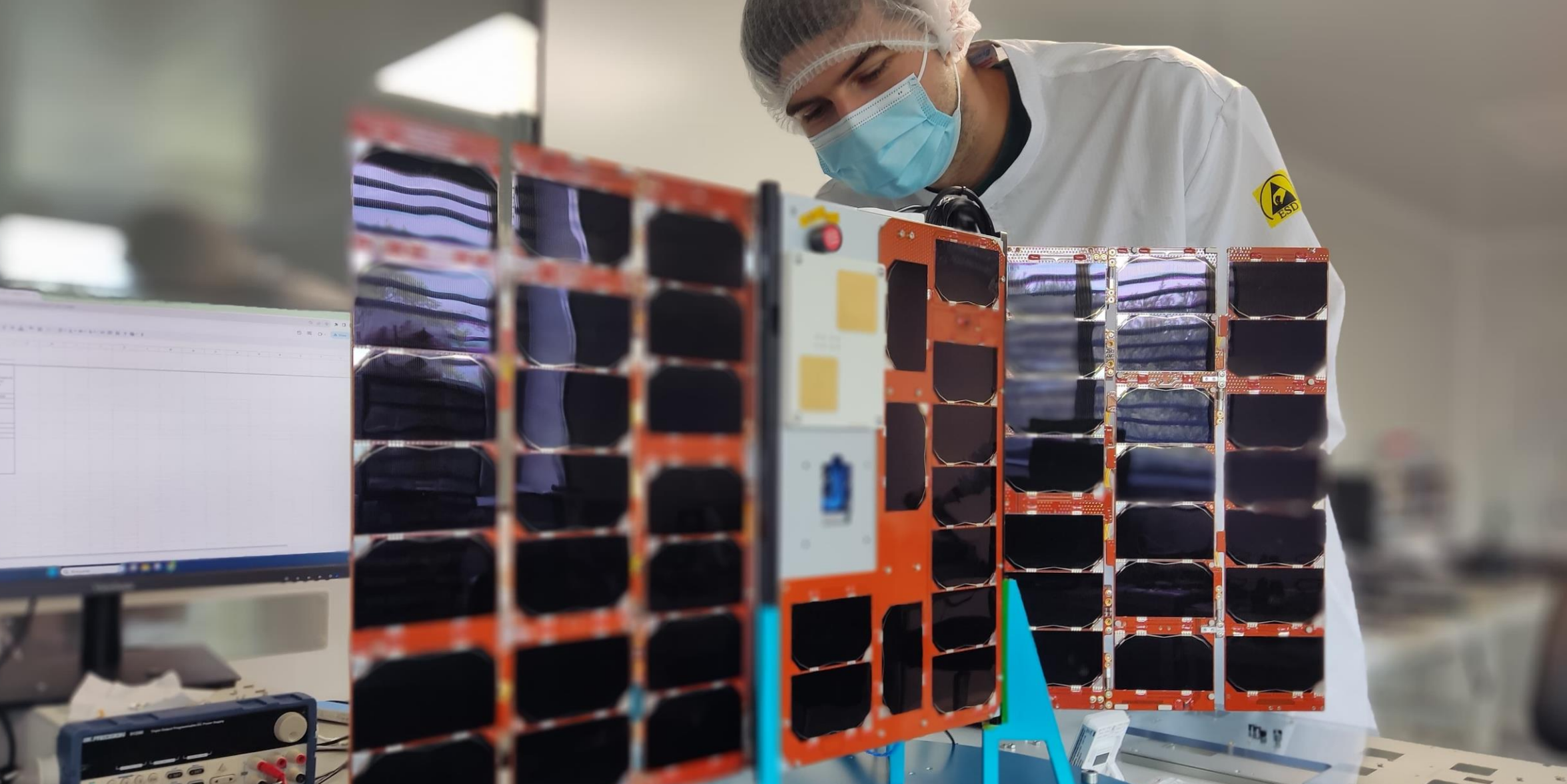
SATELIOT

The **satellite constellation**
that connects globally
Standard 5G IoT devices

Sateliot is the seamless cost-efficient terrestrial extension for the MNOs



- ✓ Same device (<\$5 OTS)
- ✓ Seamless end-user experience (roaming)
- ✓ Customer keeps 1 point-of-contact for billing/support
- ✓ New capex-free revenue stream for the MNO



| Unique Ground
segment approach
with protected IP

Demonstrated with



Sateliot's unique patented technology ⁽¹⁾

Others...

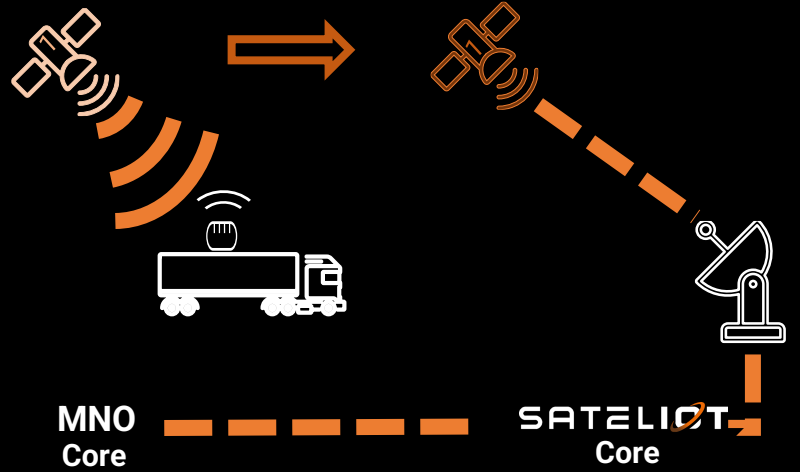


+100 satellites to start commercial roaming

SATELIOT

Step 1

Step 2

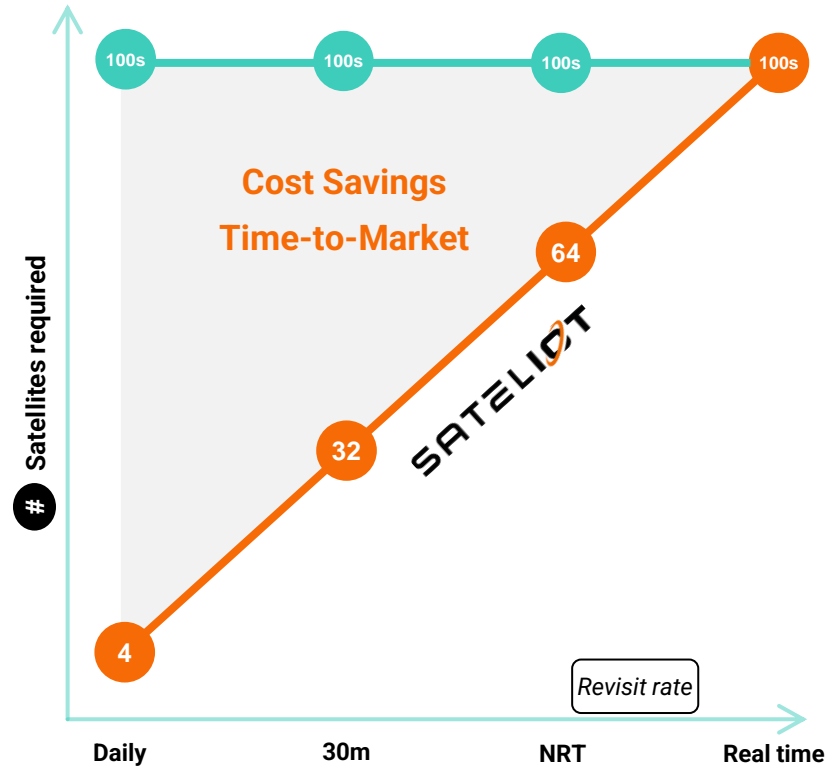


Only 4 satellites to start commercial roaming

(1) Patent pending

A unique capex-lite and scalable deployment strategy

- ▶ Service the market years ahead of anyone else
- ▶ Go-to-market with a much lower capex requirement
- ▶ Become profitable without servicing the NRT market



| Super scalable go to market: partner up with carriers

BEFORE COMMERCIAL LAUNCH

- Get commitment from final customers

AT COMMERCIAL LAUNCH

- Convert into revenues the binding orders backlog
- Generate additional revenues from the carrier's long tail



**The NTN standard is
there to disrupt the
satellite industry.
No way back.**

CHANGE OF PARADIGME

**FINAL
CUSTOMER**

**FINAL CUSTOMER CONTINUES
USING SAME DEVICE**

**SATELLITE COVERAGE AT
TERRESTRIAL PRICE**

CARRIERS

**ADDITIONAL REVENUES
WITHOUT ANY CAPEX**

**EASY STANDARD ROAMING
CONNECTION WITH SATELIOT**



Because a connected world
is a better world

SATELIOT

Space · Connecting · 5G IoT

Jaume Sanpera · jaume@sateliot.com
+1 650 405 7007 +34 647 708 253

SATELIOT

MWC24

Dan Dooley

Chief Commercial Officer

Lynk Global



Mobile World Congress 2024
Satellite Direct to Existing Phone



Patented, Proven, Commercially Licensed and Operational Satellite Direct to Phone



Limited terrestrial base stations provide local coverage, with a very expensive and separate satellite phone and subscription required for global coverage

With Lynk, subscribers receive coverage from cell towers when they have it and satellite coverage when they need it, all from their existing phone

LynkTower1



Voice Demonstration in New Zealand

THANK YOU



MWC24

Laurence Depty

Member, Executive Committee & GM, Video Business Unit

Eutelsat



MWVTM
GSMA

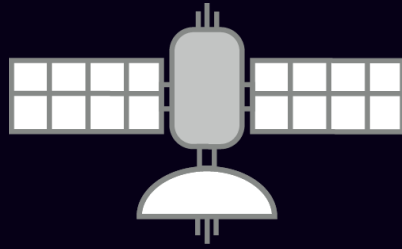
Tech me to the Moon: The NTN domain

February 28th 2024

Eutelsat Group at a glance



Formed from the merger between Eutelsat and OneWeb in 2023



+650
GEO+LEO
satellites

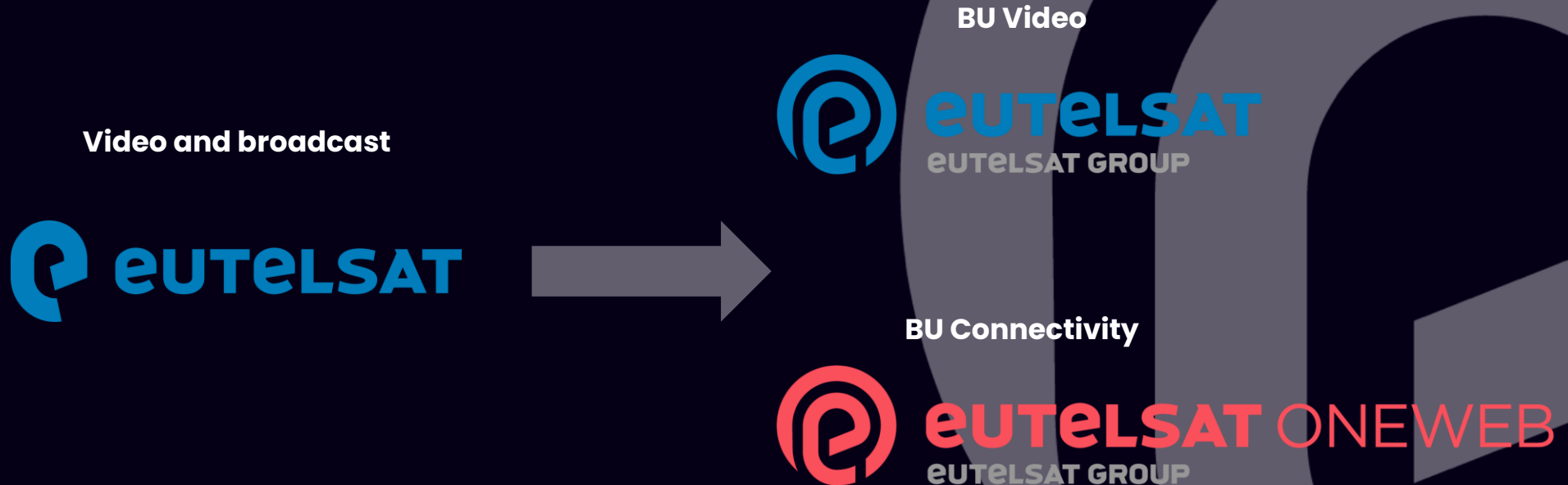


+1,700 people in
+20 locations from
+50 nationalities

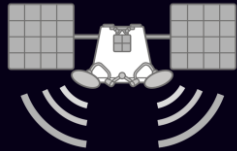
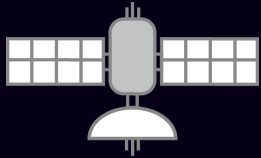


Revenues
€2.15bn

A pivot towards connectivity



Our mission: To be the most-trusted partner for global connectivity



The only multi-orbit constellation combining **GEO** and **LEO**.



An historical BtoB player driven by the desire to see partners succeed.



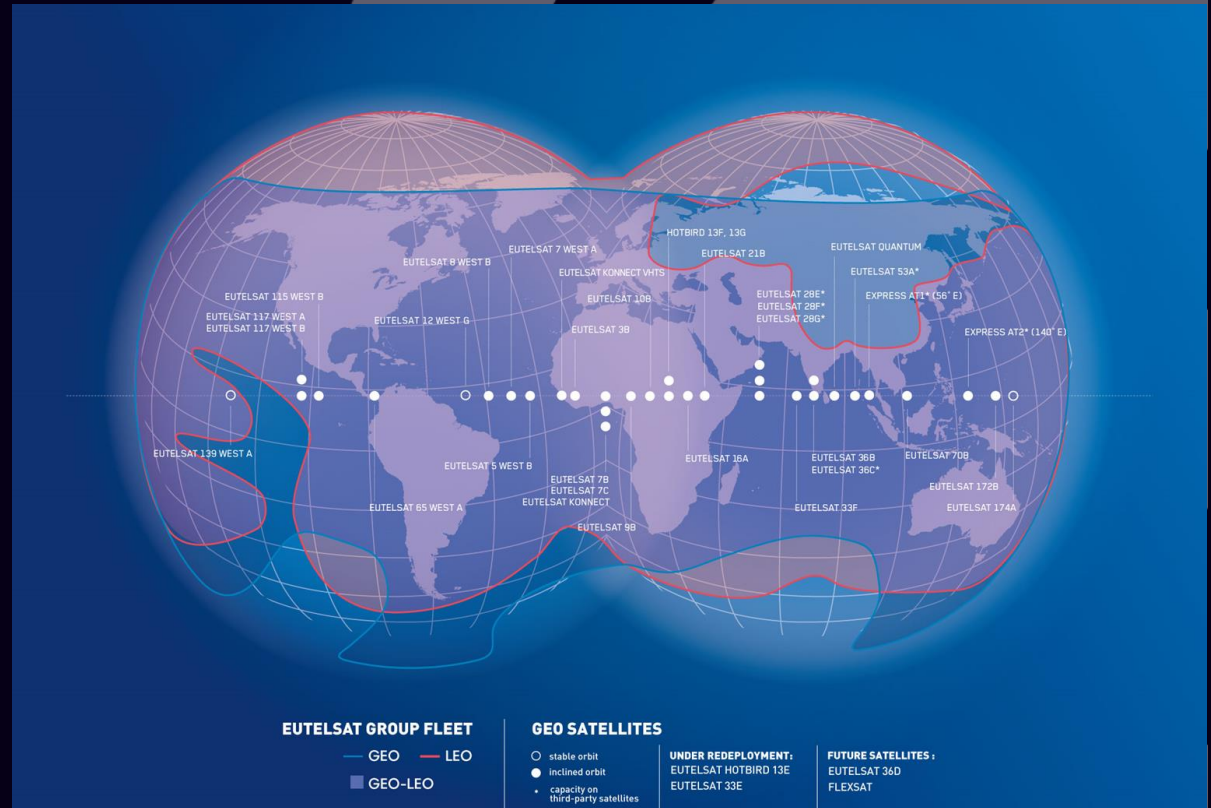
Committed to maintaining a safe and uncluttered space environment.

A unique connectivity offer : **GEO+LEO** for guaranteed performance

Capabilities

GEO: Network density
and high throughput

LEO: Low latency
and ubiquity



Key markets...



Telco



Government



Maritime



Aviation

... and first use cases



Telco



Government



Maritime



Aviation



Connect with us

www.eutelsat.com

MWC24

Isabelle Mauro

Director General

GSOA

Tech me to the Moon: The NTN domain



The global CEO-driven association representing the entire satellite industry



GSOA provides a platform for collaboration between member companies involved in the satellite ecosystem globally and a unified voice for the sector

G
S
O
A



M
E
M
B
E
R
S

Partnerships & Collaborations



...and many more

\$250 billion socio-economic benefits by 2030



Connecting everyone, everywhere



For more information go to the Moon
or contact GSOA on
info@gsoasatellite.com

THANK YOU!



MWC24

Moderator: Alexandra Rehak

Cambridge Consultants

Laurence Deply

Eutelsat

Isabelle Mauro

GSOA

Dan Dooley

Lynk Global

Jaume Sanpera Izoard

SATELIOT

Up Next

Are We In A Data Race?

13:15 - 14:15

MWC24