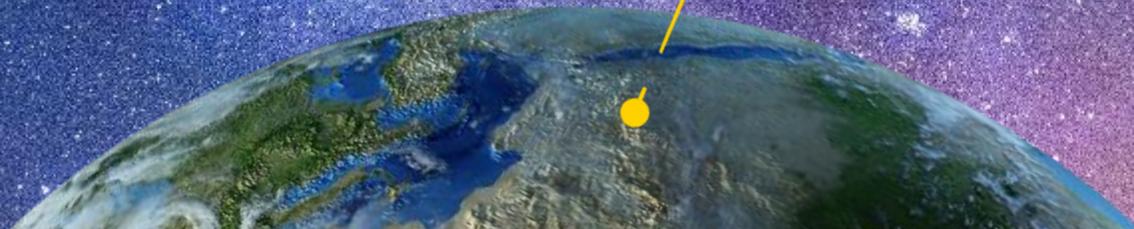


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# Cost-Efficient Communications to Drive Digital Inclusion across Africa



# Small Satellites, Big Value.



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**Communication is Vital to Life. It is a Basic Right for All Human Beings and Essential to Building a Better World.**

**Our Vision** - In a global environment, effective communication is a challenge. Communication is simple, yet complicated to ensure worldwide. For some parts of the world – it's even more complicated. We aim to **Connect the Unconnected.**

**Our Mission** – Sky and Space Global will launch a nanosatellite constellation starting in 2019 with minimal investment and maximum accuracy to provide Affordable voice, data and instant messaging services to **ANYONE, ANYWHERE, ANYTIME.**



# Who Is Sky And Space Global?



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- The **first to market** to demonstrate a **practical, economical** and **reliable** communication solution that **delivers connectivity to the billions of underserved** via nanosatellite technology in space
- Headquartered in the UK and listed on the Australian Stock Exchange
- **First-to-market** to deliver **disruptive, hyper-efficient** nanosatellite-based connectivity...
- ...at **a fraction of the cost** of traditional communication infrastructure...
- ...turning the rural connectivity challenge into an **opportunity**.



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Over 3 billion  
people across the  
equatorial belt  
have low access  
to reliable,  
cost-efficient  
communications

# Obstacles Prevent Digital Inclusion in Remote, Rural Areas of Africa



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- **Scarce** and **Unreliable** Communications
- **Lack of Financial Justification** for Traditional Terrestrial and Mobile Communications Infrastructure Rollout
- **High Capex Investment** Required to Procure Devices and Equipment for Traditional Satellite Connectivity
- **High Opex Required** to Finance Traditional Satellite Communications



## The Global Barriers to Connectivity

### Availability

Supply-side barrier



- Mobile access networks
- Access Innovation
- Adjacent Infrastructure

Nearly 2 billion people are outside the range of broadband networks

### Affordability

Supply / demand-side barrier



- Ability to pay
- Cost of data packages
- Device-related costs

Over 3 billion people cannot readily afford mobile broadband packages

### Relevance

Supply / demand-side barrier



- Useful
- Reliable
- Accessible

Over 2 billion people do not have access to enough content in their language

### Readiness

Demand-side barrier



- Literacy, digital skills
- Awareness and understanding
- Social and cultural acceptance

1 billion people are illiterate, nearly 3 billion are not mobile subscribers

Progress toward universal connectivity requires a better understanding of why people are not connected. There is a consensus on the primary barriers to availability, affordability and readiness. These barriers affect both demand and supply-side factors.

Demand for internet services is growing, but affordability, perceived pay for services, do not match the demand. Many are not aware of its benefits.

If there is not enough demand, operators will not be able to make broadband services a profitable investment. Relevant local content is not available where most people are unconnected.

This overlap between the barriers is the most common factors, shown below. They are the most significant in the developing world, leading to an accelerating gap between connected and unconnected communities.

Factors that affect multiple barriers

Source: Analysys Mason

	Rurality and remoteness	Income
Availability	✓	✓
Affordability	✓	✓
Relevance	✓	✓
Readiness	✓	✓

### Availability

Supply-side barrier



- Mobile access networks
- Access innovation
- Adjacent infrastructure

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### Affordability

Supply / demand-side barrier



- Ability to pay
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- Device-related costs

Over 3 billion people cannot readily afford mobile broadband packages

Lack of availability and affordability are key factors contributing to global barriers to connectivity

Penetration rates in Africa, while increasing, are still far lower than in other regions of the world



Penetration rates in Africa, while increasing, are still far lower than in other regions of the world



# Key Benefits Of Nanosatellite-based Connectivity



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- Reliable Coverage
  - **Accurate, low latency**, S-band LEO nanosatellite IP connectivity **dedicated** to the Equatorial region
- Instant Availability of “IP Network in Space”
  - **Instantly extends reach** of existing networks with **no buildout**
  - **Grows subscriber base** and creates **new revenue streams**
- Cost-Efficient
  - Minimal Capex and low Opex costs enable **hyper-efficient, flexible pricing** model, **zero-forklift** deployment and **rapid ROI**

# World's Firsts Validate Our Value Proposition



- Launch of 3 Diamonds as POC pass **all in-orbit tests**
- First nanosatellite-based **telephone call, financial transaction** and **PSTN Gateway**
- First nanosatellites built and tested according to ESA standards and **fully insured**
- Additional World's firsts:
  - Formation flying **without propulsion**
  - **Cybersecurity** integration
  - **Spectrum monitoring** from space
- Planned for the Pearls 200 LEO nanosatellite constellation commencing 2019:
  - First satellites to **maneuver autonomously**
  - First **full IP network** in space
  - First 8UL nanosatellite to generate **>100W of power**

# Dedicated Offering for Africa



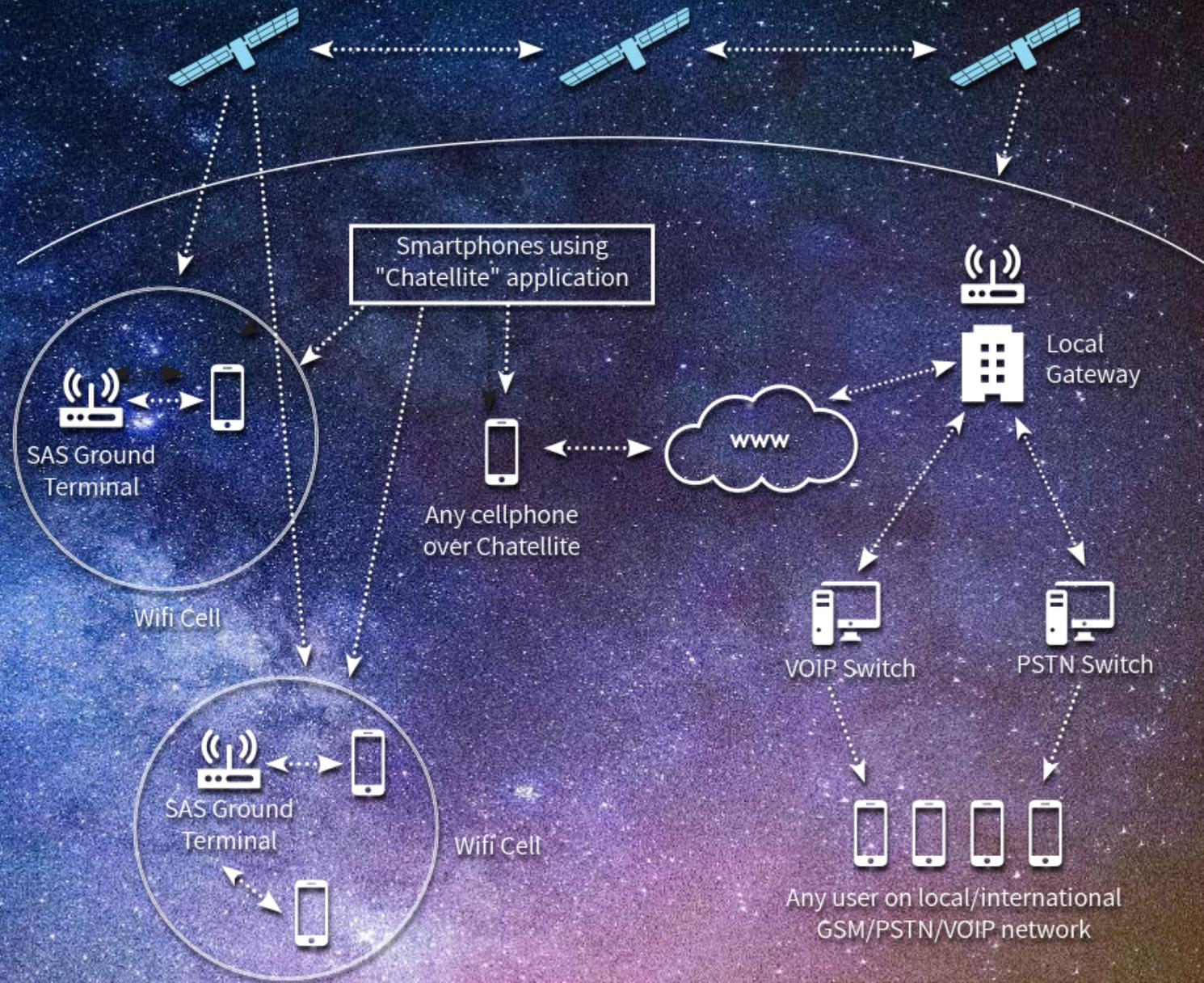
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- **Tailored, customized** packages for Rural Telecom Connectivity, IoT/M2M and Remote Asset Tracking perfectly address the growing African market
  - Extends the reach of terrestrial and mobile service providers with **no buildout** and **zero-forklift deployment**
  - **Application – specific** services are **tailored** to meet the specific requirements of the industrial and commercial operations typical to underserved regions of Africa
  - **Flexible business model** and **pricing** fit the needs of previously unreachable subscribers, increasing **digital and financial inclusion** and creating **new streams of revenue** for both service providers and emerging businesses

# Telecom Rural Connectivity Solution

## Key Benefits

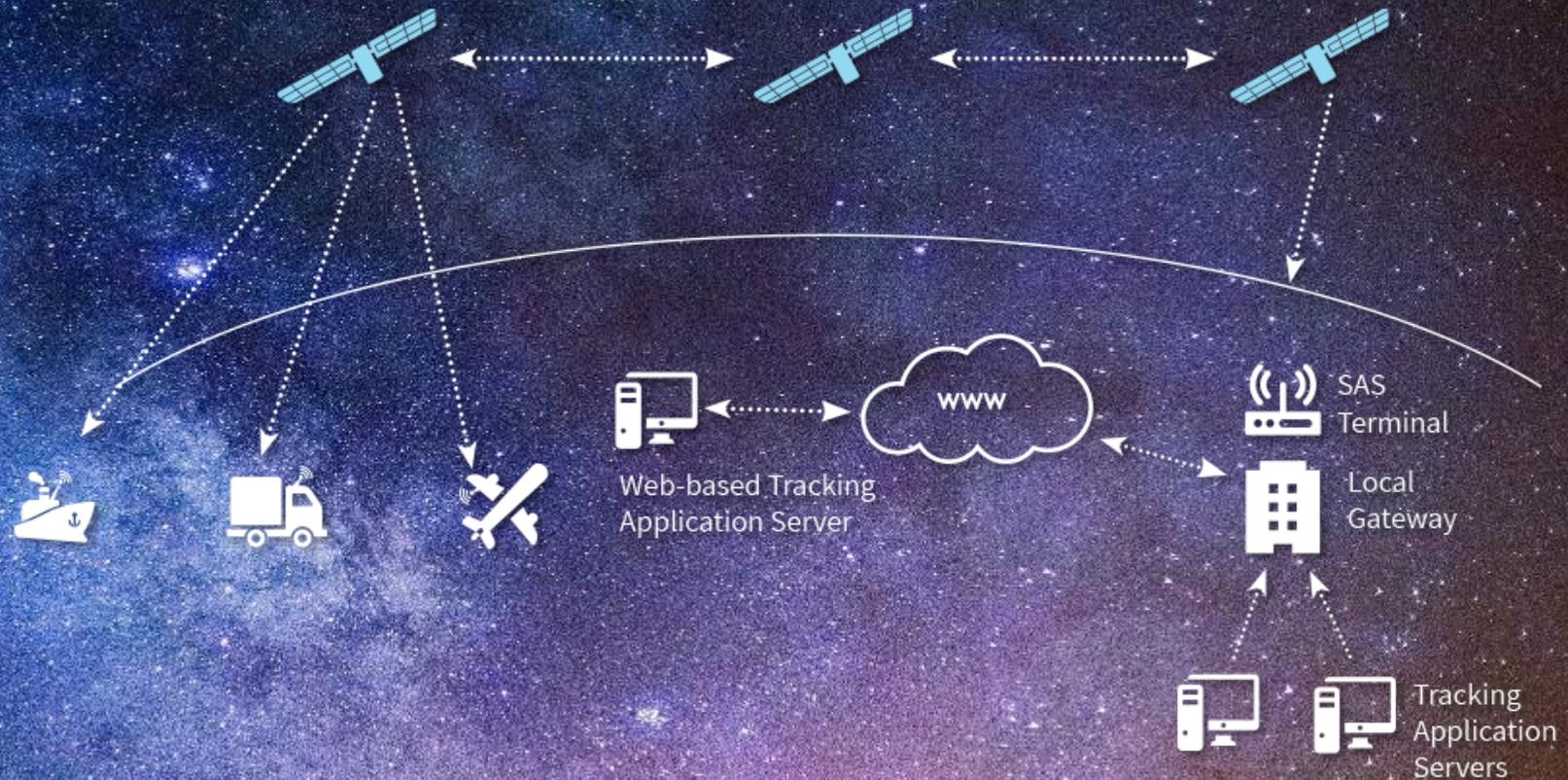
- Resilient IP Network
- Minimal Latencies
- Plug & Play Deployment
- Flexible Competitive Plans
- Requires No Infrastructure



# Remote Asset Tracking Solution

## Key Benefits

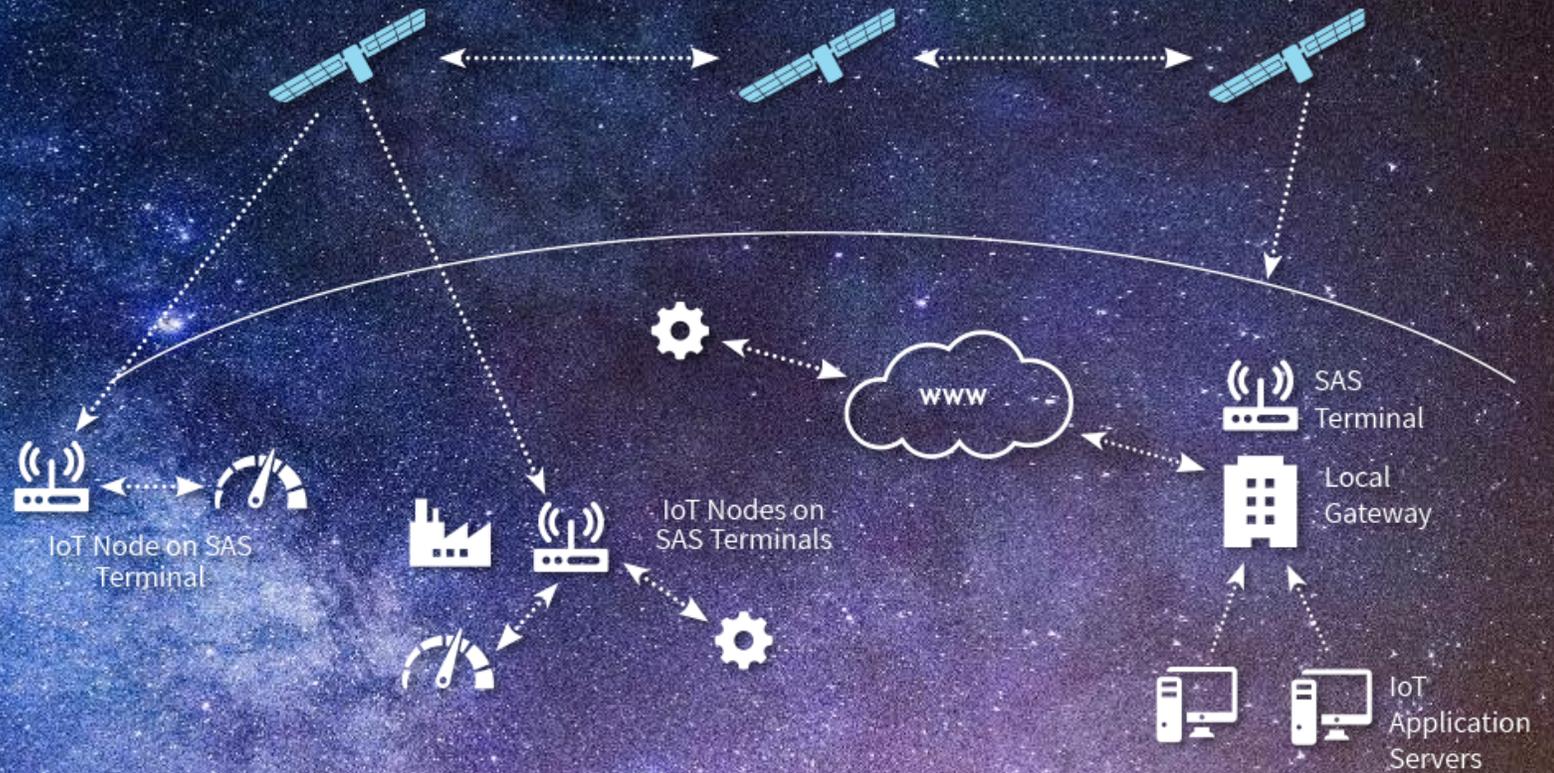
- Plug & Play Deployment
- One Network Solution
- Flexible Competitive Rates
- Minimal Latencies
- Highly Reliable Service



# Remote IoT/M2M Connectivity

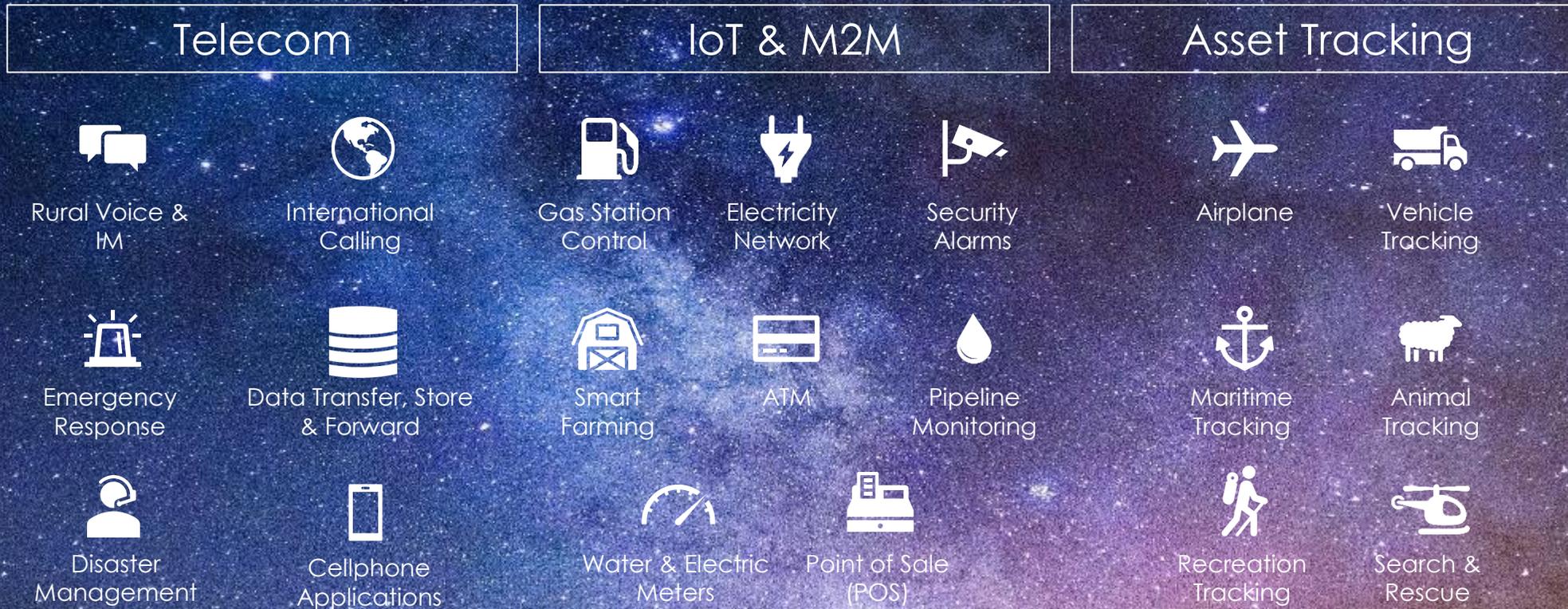
## Key Benefits

- Dedicated M2M Solution
- Flexible M2M Rate Plans
- Highly Reliable Service
- Higher Pickup Frequency
- Plug & Play Deployment
- Off-Grid Solution



# Broad Range of Services and Use Cases

Sky and Space Global can provide any type of narrow-band connectivity service



# Connectivity Serving Multiple Needs



# Extending Hyper Cost-efficient Connectivity to Remote Sites



Sky and Space Global:  
Small Satellites, Big Value.

- Reliable
- Instantly Grows your Network
- Cost-Efficient

# Cost-efficient Connectivity Significantly Increases ROI for Smart Energy Projects



Sky and Space Global:  
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# Water Metering, Smart Agriculture and Fertigation Are Growing Digital and Financial Inclusion for Remote African Farmers



Sky and Space Global:  
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# Ocean Freight Surveillance and Related Marine Tracking Operations Can Benefit from Cost Reductions



Sky and Space Global:  
Small Satellites, Big Value.

- Reliable
- Instantly Grows your Network
- Cost-Efficient

# Fleet Tracking and Preventative Maintenance is Effective along Remote Desert and Mountain Highways



Sky and Space Global:  
Small Satellites, Big Value.

- Reliable
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- Cost-Efficient

# Aircraft Tracking and Fuel Management Applications Can Also Benefit from Low Capex and Opex Costs



Sky and Space Global:  
Small Satellites, Big Value.

- Reliable
- Instantly Grows your Network
- Cost-Efficient

**Telecom Rural Connectivity Solutions Empower  
Remote Businesses, Driving New Streams of Revenue  
from Remote Points of Sale (PoS) and Subscribers**



Sky and Space Global:  
Small Satellites, Big Value.

- Reliable
- Instantly Grows your Network
- Cost-Efficient

# Gaining Commercial Traction In Africa



## Demonstrations



South America



Caribbean

## Global Exposure

- Africa
- Australia
- Europe
- Canada
- Caribbean
- China
- Central America
- India
- South America
- USA

## Binding Contracts and Agreements

A sample of the material contracts signed

- BeepTool
- Sat-Space
- Global Sat
- Paratus Group
- Universal Cyberlinks
- Commsat
- China Great Wall Industry corporation
- Caribbean Telecoms Union
- IATAS
- Foundation Busie Suriname

# Market Potential in Africa is High and Growing



Total addressable market by geography (\$ in millions)

■ Africa ■ Asia ■ Central / South America



\*World Bank and UN data. Based on the geographies that SAS is targeting, taking into account **only** the rural population with access to electricity and segments of the labor force that are in need of communication infrastructure

# In Conclusion: Small Satellites, Big Value.

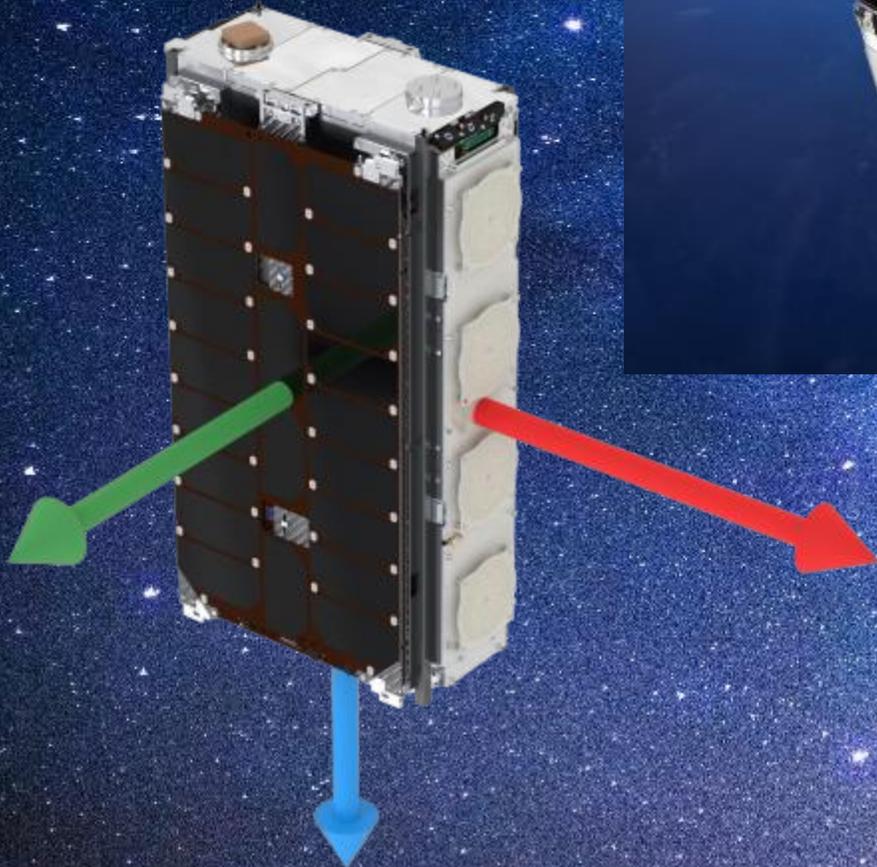


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- Revolutionising satellite communications with **price disruptive, first mover** technology. Others plan, we deliver.
- “IP Network in Space” using **Space-Proven**, nanosatellite constellation for **continuous coverage**
- Up to **80% savings** vs conventional satellites
- Successfully penetrated **high barrier of entry** with combination of expertise in space technology and network management
- **Constant upgrades** built into the business model with **short turnaround timeframes**
- Delivering **competitive advantage** for telecom providers to **reach the underserved**



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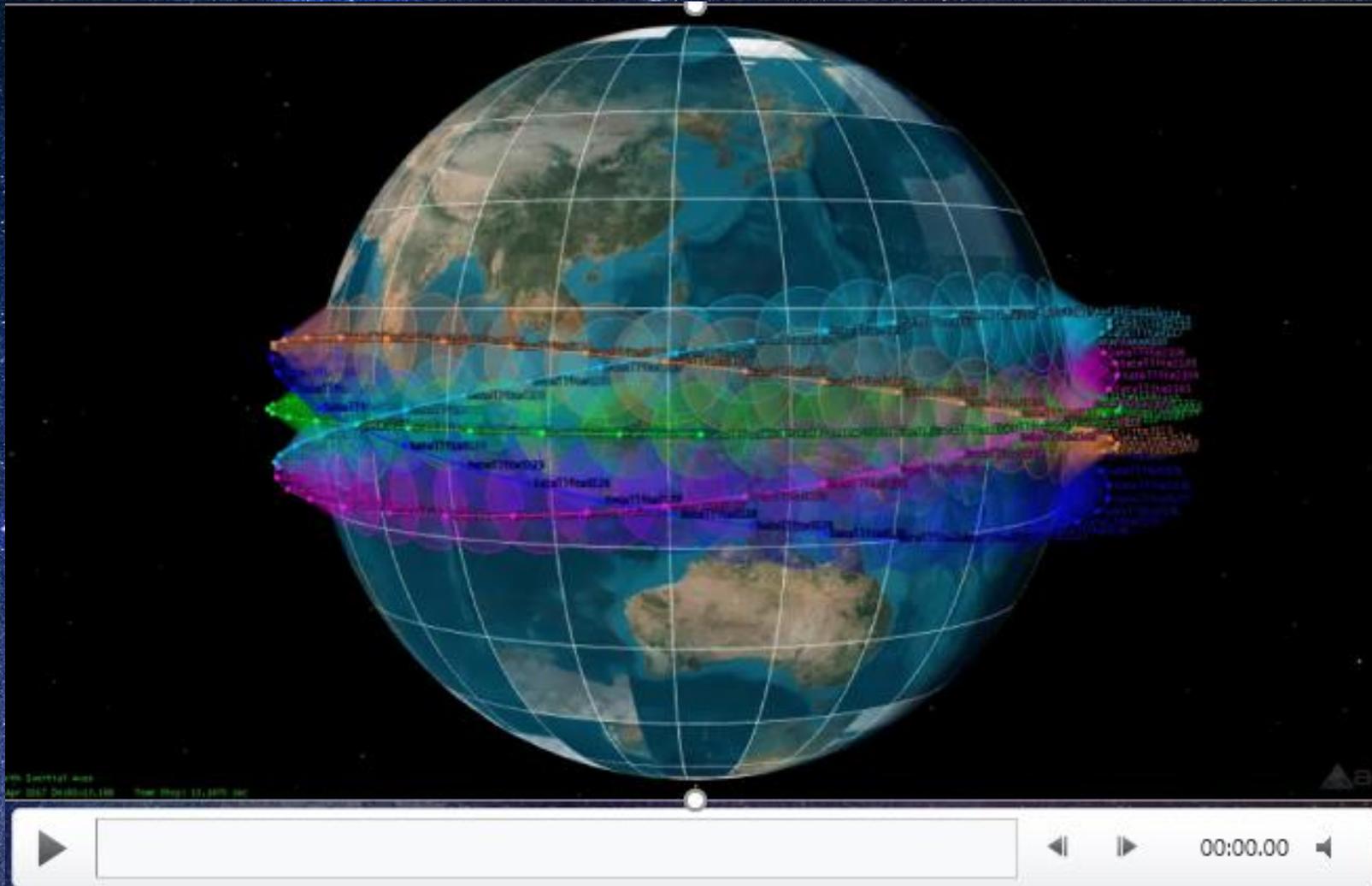


PSLV-C38 at the First Launch Pad

# Our 2020 Vision



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