

# SPACECOM MNO'S



## Satellite based Cellular Backhaul as a service

The service is intended to deliver efficient and cost-effective cell site backhaul as a full service package including:

- Guaranteed Satellite capacity (Mbps)
- Network Planning
- Hardware and Software Procurement (Hub and Remote Terminals)
- Hub and Network Segment
- Project Management
- Installation
- Maintenance
- Support

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## Why Spacecom

- Best-of-Class Satcom services and solutions provider
  - Decades of experience in delivering telecom services over satellite
  - Extensive knowledge in the design of satellite payloads and operation
- Owners and Operators of 4 satellites
- Decades of experience delivering telecom services to operators
- Europe, Africa and the Middle East
- (Extensive knowledge in the entire lifecycle of the satellite service from design, satellite networking, experience with all major ground segment vendors)
- AMOS 17 – Latest generation high throughput digital satellite covering all of SSA
- Turnkey projects expertise

# MNO Value Proposition

## Spacecom as MNO's prime partner for all satellite related services

- Flexible business models to suit MNO goals Business models that can be tailored to meet MNO's objectives / Flexible and Scalable models that accommodates MNO's business growth
- Full set of services designed to provide Be the MNO with peace of mind re. its satellite needs's provider
- Tiered offering from satellite capacity to full (Backhaul Network-as-a-Service) NaaS
- Purposely built and optimized backhaul for low ARPU and Rural networks
- Rural optimized Low Cost BH
  - Pay as you grow
  - Low power consumption (, reducing Ssolar energy investments)
  - Satellite bBbackhaul bandwidth optimization software reducing OpEx
  - Comprehensive, Scalable and Reliable Network Infrastructure
  - Field proven solution, lLow maintenance and operation costs
  - Field proven solution
  - C-Band country beams specifically built for cellular services

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## AMOS-17 Satellite Specific Advantages

- Very high throughput – 3G/4G ready
- Lowest rain fade - Highest availability (C-Band!)
- High antenna elevation – No LOS blocking
- Small size antennas and BUCs – low cost
- Low power consumption terminals – less costly power solution

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## About Spacecom

Spacecom (TASE: SCC) is a satellite communication provider, and proprietary owner and operator of the AMOS satellite fleet. Its recent addition, AMOS-17, is a fully digital and advanced High Throughput Satellite (HTS) which further expands Spacecom's reach over Africa, Middle East, and Asia.

Operating since 1992, the company has built a strong standing as an innovator in its field, and serves as a partner to its customers, providing satellite connectivity, network optimization technologies, consultation, and tailored solutions to suit their specific needs and drive business growth.

Spacecom's solutions include managed services, professional services, turn-key solutions, cellular backhaul, trunking solutions as well as broadcast, data, and broadband satellite services. Spacecom's customers include ISPs, Telco's and MNO's, DTH / OTT operators, network integrators and government agencies, for both civil and homeland security.

Spacecom provides vast, reliable coverage over Africa, Asia, Europe, and the Middle East via its satellite fleet which includes AMOS-3 and AMOS-7 satellites co-located at 4°W, AMOS-4 at 65°E, and AMOS-17 at 17°E. The company also holds various teleports strategically positioned in Africa, the Middle East, North America, and Europe.