

MR EYAL COPITT SPACECOM SVP AFRICA

## **AMOS-5 BRINGS AFRICA HIGH PERFORMANCE CAPACITY IN 2011**

2011 will be the year of Spacecom's AMOS-5 satellite. The satellite, to be located at 17°E, will bring new business to our company and be a powerful platform offering a pan-African C-band beam connecting Europe and the Middle East alongside three Ku-band regional beams. The satellite's fixed pan-African C-band beam and three steerable Ku-band beams will cover Africa with connectivity to Europe and the Middle East and support multiple transponders in both C-band and Ku-band. The AMOS-5 positions us as an attractive source of capacity for a variety of African and African-related businesses, including telcos, cellular operators, broadcasters, governments and others.

Scheduled for launch in Q3-2011, the AMOS-5 satellite will primarily serve the growing African market and will also be able to link to the Middle East, and Europe. Its 14x72 MHz and 4x36 MHz C-band transponders combined with 18x72 MHz Ku transponders will enable it to be a prime carrier of African traffic in the years to come in both broadcast and data services. Together with the AMOS-2 and the AMOS-3 satellites co-located at the 4°W orbital "hot spot", the AMOS-5 satellite will provide coverage over many of the world's fastest growing and highest-demand satellite markets in the Middle East, Central and Eastern Europe, and Africa.

We are excited by our official entrance into this market and look forward to announcing new deals for pre-capacity in the next few months as well as deals for commercial service once the AMOS-5 commences operations. During the past year, we began pre-selling capacity on the satellite and arranging agreements with new clients and partners in the region. We also solidified and expanded our sales team as well as conducted detailed market studies of the various regions and countries that we are addressing to ensure the success of our efforts in Africa. We can also say, that we have reached a very good pre-sale capacity goal on the satellite.

On a corporate level, the AMOS-5 enables us to reach our vision of becoming a multi-regional satellite operator. Already in 2006, our Board of Directors decided that Africa's communications market was evolving and growing, making strategic sense for the company to begin working on providing AMOS coverage for the continent. Today, we believe that we have made the right decision. Africa, with a growing population, its ability to capture more infrastructure investments that has led to the modernization of communications platforms and its overall attractiveness for business, is a place that represents an important element of our business strategy.

In 2010, football really created a new awareness of Africa. We saw the South Africa World Cup catalyze tremendous economic growth. In addition, regional economic conditions eased the path for more multi-nationals to speed investment into the continent. The communications industry was full of M&A action and government projects in the satellite sector that had been on hold were pushed forward. Also, new ventures added more new fiber connections primarily to the coastal regions, in West and East Africa and this led to more and more communications services being offered throughout the region.

All of these game changers, especially the addition of new fiber, created the right synergies for the communications business to accelerate a trend towards developing more local communication hubs in Africa. These local hubs enhance communications speeds and quality, open broadband Internet for mass consumption and lower the barriers for enterprises to add Internet services. Having more local hubs, telcos and service providers are seeking improved quality and reach. Satellites, such as the AMOS-5 will offer this. With its powerful beams, AMOS-5 will reach rural as well as urban areas and be a highly reliable aspect of the communications landscape for years to come by supplying services to these telcos and other providers within its wide pan-African geographical reach.

In the broadcast market, we are also seeing more television operators opening new services and penetrating to new markets. International broadcasters continue to view the African market, and its various language and national identities, as a huge and growing space. They are constantly introducing new channels and this is an excellent sign of the continent's economic health. Advanced television applications are also gaining in Africa, including HDTV, which is very much a direct result from the success of 2010 World Cup and other sports events. For broadcasters, satellite continues to be the most reliable and smartest choice due to their wide reach and signal strength.

In the wireless and cellular markets, operators are seeking out the best methods of transmission and satellite communications offers exactly that, with superb quality of service, attractive rates and greater service coverage. Wireless applications are popular not only for governments and national organizations but also for emergent enterprises and multinational groups. AMOS-5 will be an excellent and reliable partner for these operators for cellular backhaul, data back up, and for reaching rural and outlying regions.

Spacecom is looking forward to AMOS-5's launch in Q3-2011 and commencement of commercial operations not long after. Our teams are pre-selling capacity and readying themselves to serve all types of communications services from broadcast to data to telecom backhaul and more. AMOS-5's 14x72 MHz and 4x36 MHz C-band transponders combined with 18x72 MHz Ku band transponders will make it a platform with abundant capacity to serve the continent. *AT* 

## 4 COVERAGE MAPS OF AMOS-5 SATELLITE

- a AMOS-5 Pan-Africa C Band Beam (description: all of Africa is covered)
- b AMOS-5 Africa Ku Band West Central Regions (K1) (description: upper west through Madagascar covered -with a coverage area in Western Europe)
- c AMOS-5 Africa Ku Band South Central (K2) (description: Central and South Africa covered with some blue over British Isles)
- d AMOS-5 Africa Ku Band East West (K3) (desciption: stretches from East Africa to West Africa, Madagascar not covered, Western Europe in Blue)

