



Connecting the Unconnected

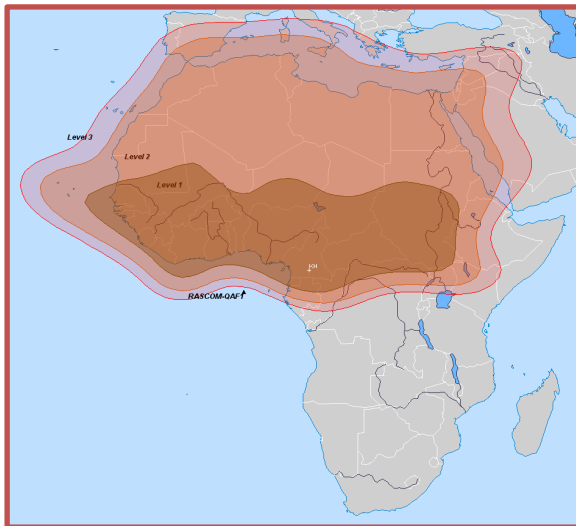


Company Mission

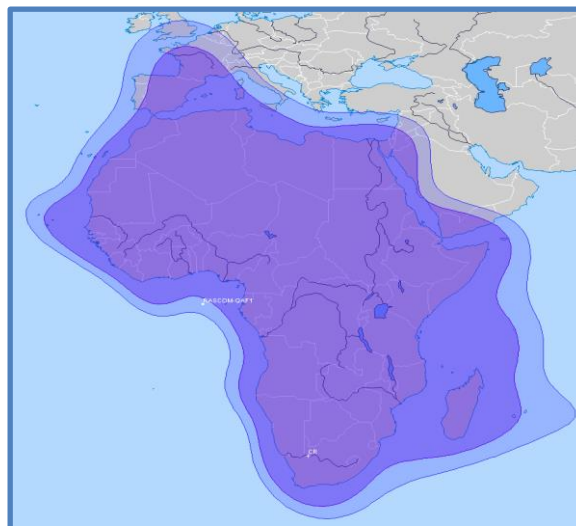
RascomStar is the first Pan African satellite operator

- It was created by 45 African countries
- Launched in 2010, it operates a geostationary satellite @3°East covering the whole African continent in C and ku
- Originally built to address the rural market for telephony
- Operates a whole range of value added services

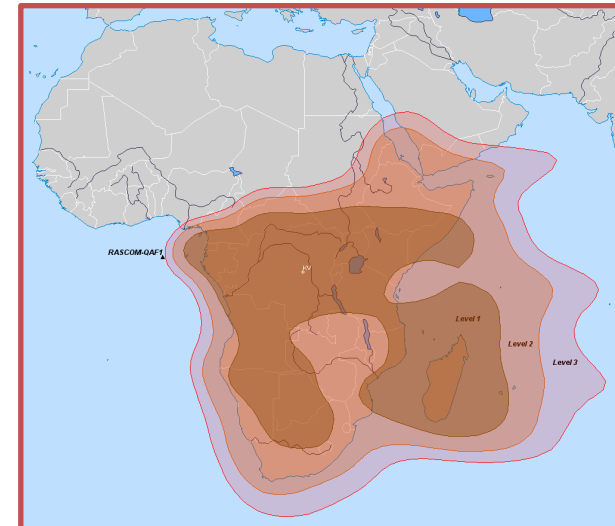
Ku-Band North Coverage



C-Band Coverage



Ku-Band South Coverage



Experience Feedback

Market Reality

- Dealing with Governments is slow, need to address the private market
- Selling pure space capacity is not enough
- Capacity prices in Africa dropped by 60% in the last few years due to overcapacity and high competition
- Need to go up the value chain and offer Value Added Services such as TV, VSAT, GSM backhaul etc...
- Sales Cycle could be up to 2 years : need to be patient
- Still a lot of needs for satellite communication despite the arrival of new submarine cables as inland Africa is not yet covered by fiber



Future of Satellite Communications in Africa is bright

- Broadband & TV still in high demand for Government, Enterprise and retail
- Uncertainty about what will happen with the ongoing launch of LEO constellations (Amazon, Elon Musk, OneWeb..) whose aim is to cover the whole earth with Broadband services (billions of investment)
- African satellites have their chance to address specific markets (hospitals, education, ministries, etc..)
- Capitalize on the experience of the people on the ground with local knowledge
- Recipe is : PPP : Public / Private / Partnership but need to go faster

**Operating an African satellite
is possible : it already exists !**

