



Creating Europe's Leading Two-Way Broadband Service Provider

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SATLYNX S.A.



*Creating Europe's Leading Satellite
Two-Way Broadband Service Provider*



Our Mission

- SATLYNX was created in 2002 as a result of a joint venture between three leading European satellite service companies : SES GLOBAL, Gilat Satellite Networks and Alcatel Space / Skybridge.

- Our mission is:
 - to develop and build upon an existing 2-way satellite network infrastructure business serving corporate customers

 - to market two-way satellite broadband services through wholesale partners for the following segments:
 - Consumers
 - SOHOs, SMEs and enterprises

 - to deploy network services using cutting edge VSAT technology



Founding partners

(Subject to pending regulatory approvals)

SATLYNX partnership was initiated by three leading European satellite service companies:

- **SES GLOBAL**

(40%)

- **Gilat Satellite Networks**

(40%)



- **Alcatel Space/Sky**

(20%)





Company overview



Who is SATLYNX ?

- Satellite service provider
- Pan- European VSAT networks
- Growing European market-share with over 25,000 VSATs installed
- Operating licenses in over 20 countries
- 115 employees in Europe (13 nationalities in 8 countries)
- HQ in Luxembourg.
- Other offices in:
 - London
 - Paris
 - Backnang
 - Prague
 - Madrid
 - Rome



The market

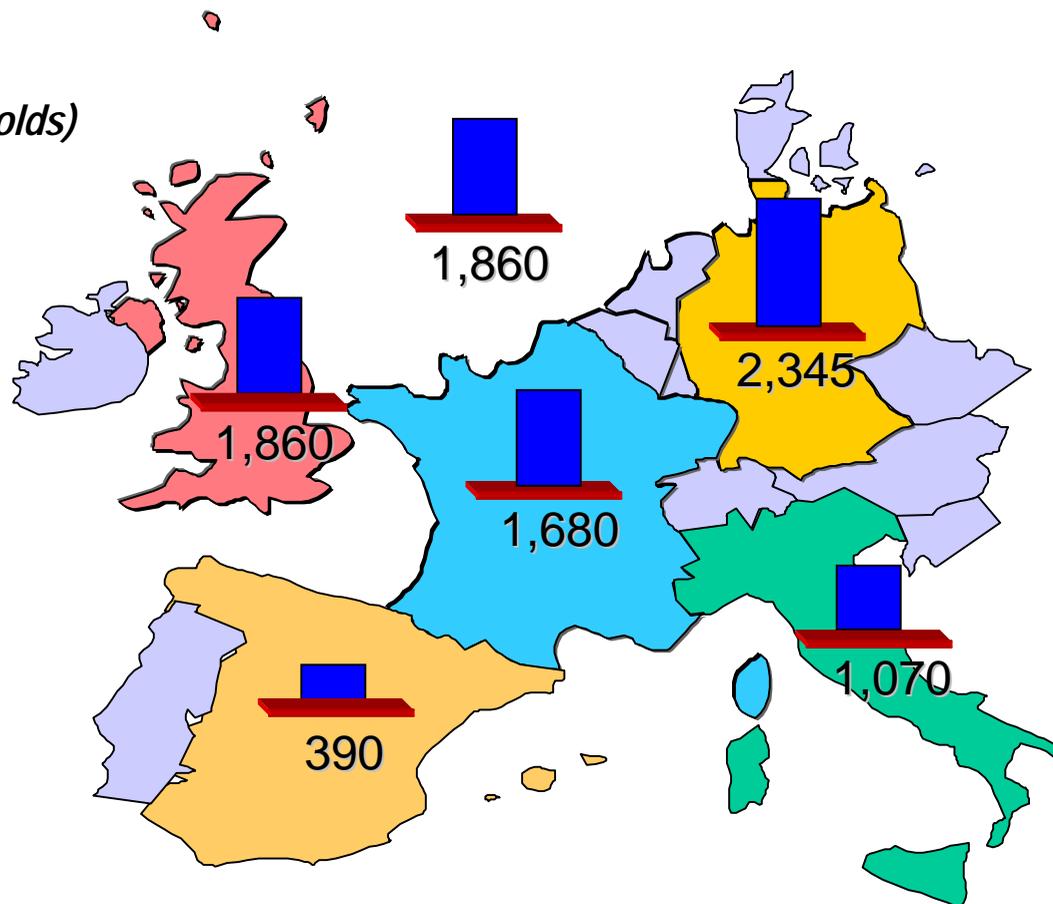
Leading the European Broadband
Two-Way Market



European residential broadband demand 2005

Five major European countries

(*'000 households*)



Total households with no DSL/Cable BB access: 7.3 million

***Source: McKinsey Analysis 2001**

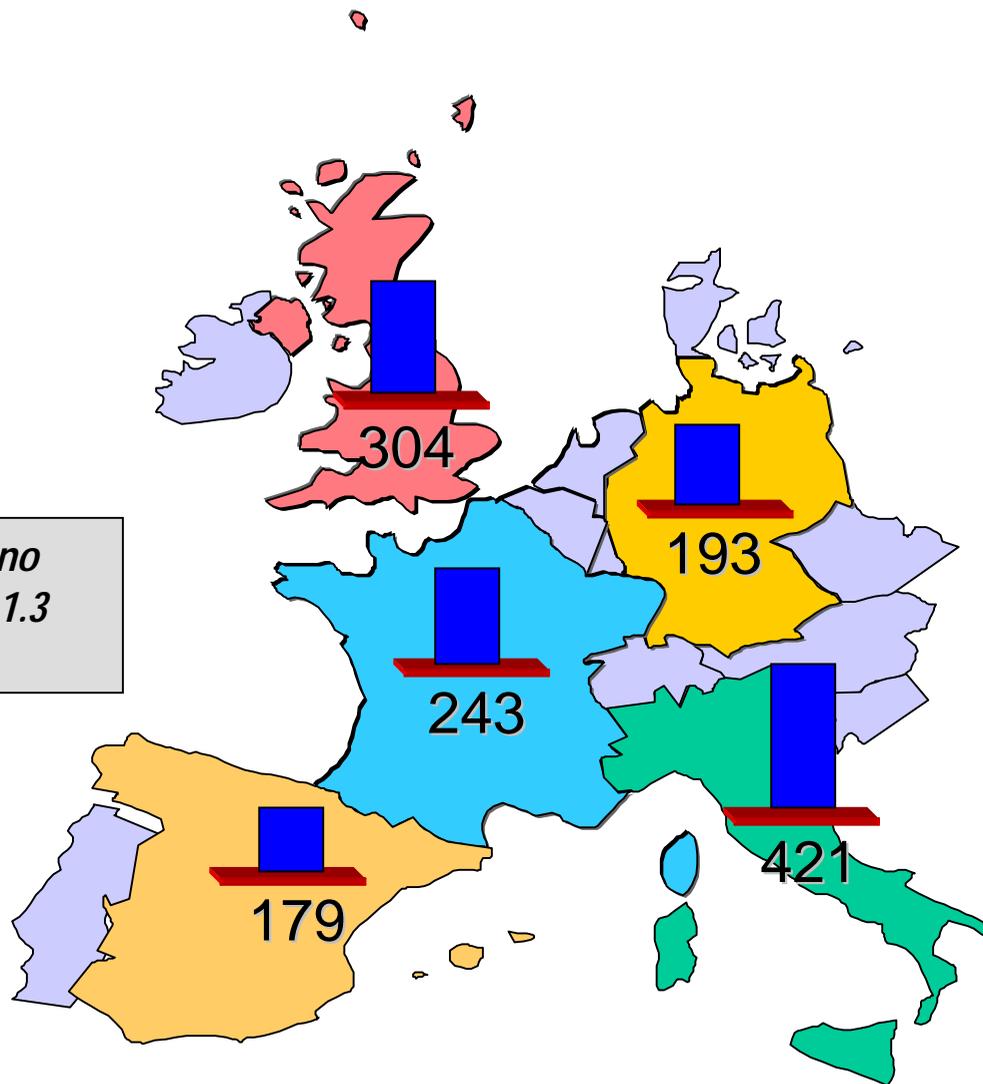


European SOHO/SME Broadband demand 2005

Five major European countries

('000 households)

Total SOHO/SME with no DSL/Cable BB access: 1.3 million





Our Customers

New Venture
Market Segments and Services



Corporate/SME Market

- **Provision of broadband network solutions directly to end-customer or through other network integrators**
 - Blue Chip European corporate customers
 - New SME customers

- **Applications**
 - Broadband internet access
 - Intranet
 - Multicast/content delivery
 - Legacy Networks

- **Services to customers**
 - Satellite bandwidth
 - Transmission services
 - Help desk
 - Network and hub operations
 - Remote installation and commissioning of terminals



What Corporate Customers do we serve?

(Sample list)

list)

The COOPERATIVE BANK

PSA PEUGEOT CITROËN



LA POSTE

Les Mousquetaires



SkyBone
Satellite Co.



logica

Eni
Agip Deutschland
GROUP



GE Capital
Přinášíme dobré věci do života





Residential/SOHO Market

- **Wholesale provision of 2-way satellite broadband solutions through:**
 - Telcos
 - ISPs
 - DTH pay-TV service providers

- **Applications:**
 - Internet access

- **Services to customers comprise:**
 - Satellite bandwidth
 - Hub operations & network provisioning
 - 2nd level help desk
 - Backbone connectivity
 - Engineering & tech support
 - Maintenance
 - Installer Training



SATLYNX Consumer Retailers

➤ Tiscali

- Presence in almost all target markets
- One of the largest ISPs in Europe (Over 9M users)
- Start consumers, add SOHOs
- Rollout: Germany and Italy (1Q 2002) followed by UK
- Additional countries to join in 2002/2003
- Pilot started Q4 2001



<http://satellite.tiscali.com/>



SATLYNX Consumer Retailers

- **BTOpenworld:**
 - Contract signed in September 2001
 - Major Telco in Europe
 - Start rural - Scotland and N. Ireland then expand
 - SOHO focus
 - Pilot – early 2002
 - Major rollout – late 2002



<http://www.btopenworld.com/satellite>



Our Technologies

A great range of customized
technical solutions



Skystar Advantage – Corporate/SME Broadband

- **Primary Market – Corporate Networks and SME**
- **Major Features**
 - Wide Range 2-way Satellite Modem
 - Supports a comprehensive suite of legacy protocols
 - Full IP support
 - Embedded routing and TCP/Web acceleration technologies
 - LAN connection
 - Up to 8Mbps download stream 38.4 - 153.6 Kbps upload stream
 - 0.75 – 1.2 meter dish
 - Ku / Ku band
- **Over 250,000 VSATs shipped worldwide**
- **Positioning**
 - Corporate Networks with legacy protocol requirements
 - Low to mid-range throughput – Enterprise /SME broadband services





360 – Residential/SOHO Broadband

- **Primary Markets - Residential and SOHO**
- **Major Features**
 - Low-cost two-way satellite modem
 - Always-on internet connection
 - Easy to deploy
 - LAN or USB connection to PC
 - TCP/Web accelerator software
 - 60x90 cm elliptical dish
 - Ku/Ku band technology today
 - Ku/Ka band technology under development
- **Over 60,000 units shipped worldwide**
- **Positioning**
 - Optimized for download/upload speeds of 150 kbps
 - Residential / SOHO





BBI (Broadband Interactive System) Enterprise/SME Broadband

- **Primary Market – Enterprise / SME**
- **Major Features**
 - Professional 2-way satellite modem
 - Always-on
 - Up to 8Mbps download stream
 - Up to 2 Mbps upload stream
 - LAN Connection
 - 90 or 120 cm circular dish
 - Ku/Ka band hybrid system
- **Open-Standard DVB-RCS technology**
- **Positioning**
 - High throughput Enterprise / SME product
 - Ideal for corporate LANs or cable systems connecting multiple PCs through one terminal
 - IP-TV streaming possible





Faraway/SCPC Solutions

- **Primary Market – Remote location connectivity**
- **Major Features**
 - Professional customised 2-way satellite solutions
 - Full DVB, IP, VoIP and telephony support
 - Up to 45 Mbps solutions
 - Ku and C-band systems
- **Systems shipped and installed worldwide**
- **Positioning**
 - Integrated connectivity product for remote fax, phone, internet access, LAN-LAN connections
 - Dedicated Internet backbone access lines
 - SNG Solutions, data line backup, etc.





SATLYNX SCPC business

- Services to corporate clients mainly used for primary and backup communications,
 - Point-to-point links
 - Star-shaped or meshed
 - Data and voice transport
 - Broadband broadcast services
 - Corporate networks with branch offices throughout Europe, Africa and Asia.

- Customer base: Roughly 80 customer contracts; approximately 350 links, generally with a 3 or 5-year contract term.

- Customer Satisfaction: Historically, more than 80% of the contracts are renewed at expiration of the contract term.



Some SCPC customers



RADIO FREE EUROPE/RADIO LIBERTY





SATLYNX Network Operation Center



- Multilingual help desk
- ACD system for Hotline calls
- Separated Hotline numbers
- Sophisticated Network Management and Performance Monitoring Tool Set
- Full Escalation Procedures
- First and second level support
- Scalable solutions!