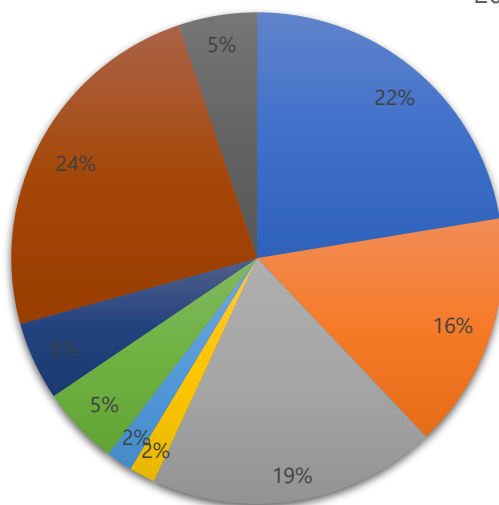
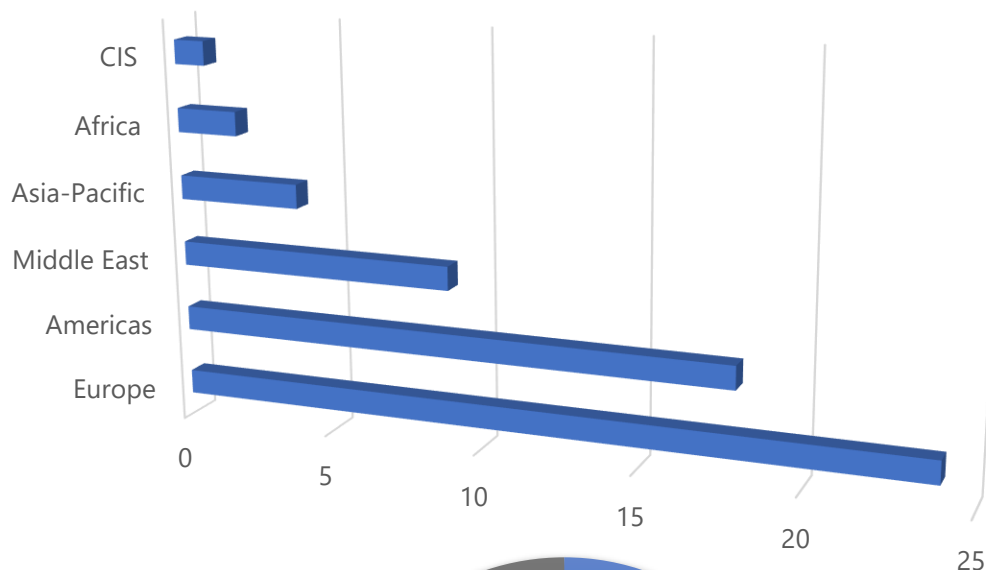


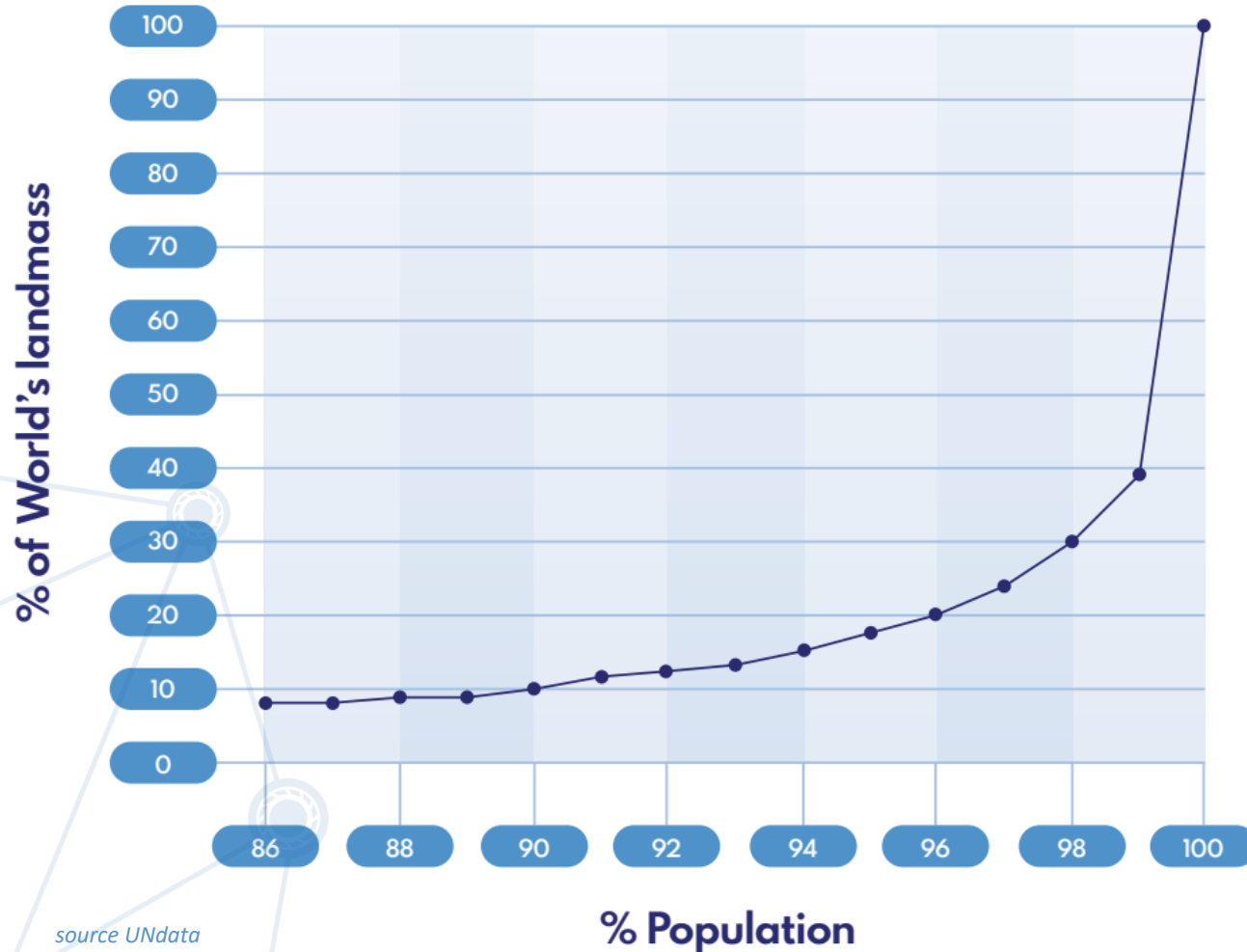


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World's population distribution



Currently, terrestrial solutions cover 96% of the population using infrastructure deployed across 20% of the territory.

To reach 99% coverage, it would be necessary to double the terrestrial infrastructure, bringing it to 39%.

Achieving 100% coverage requires a substantial increase in current investment.



Aero & Maritime



Satellite IoT



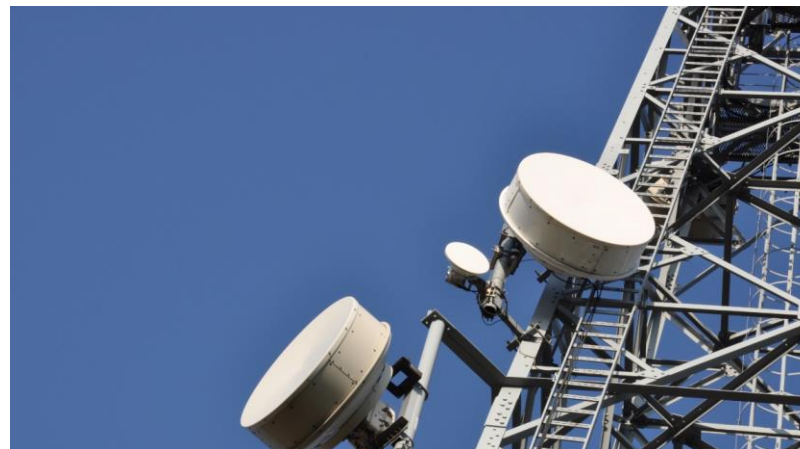
**Satellite
Direct-to-Device**



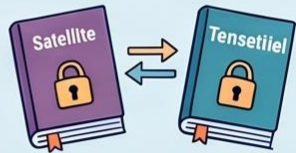
**Cellular
Backhaul**



Connected Cars



Myth vs. Fact: Setting the Record Straight

Myth	VS.	Fact
 Myth: Satellite is meant to replace terrestrial networks.		 Fact: They are complementary; satellite routinely satends terrestrial networks and integrates with them through BEPP standards to serve different geographies and functions.
 Myth: Direct-to-user satellite service is a brand-new, untested phenomanon.		 Fact: Direct-to-user mobile satellite service has existed for over 30 years, and satellite broadband for over 20 years; the model is well-established.
 Myth: There are no existing regulatory regimes for satellite services.		 Fact: Regulatory regimes have existed for over 40 years and successfully govern most modern broadband services.
 Myth: Technology neutrality means identical regulation for all.		 Fact: True neutrality requires ruls that reflect the technical reality of each mediom to achieve the same desired policy outcome.

Why Satellite Economics Are Different

High Upfront Capital vs. Incremental Growth

Unlike terrestrial towers built locally for high-density areas, satellite systems require massive oprtant investment to provide burderless coverage from day one.



VS.



Global Multi-Market Cost Recovery

Forcing country-by-country terrestrial fees onto space assets breaks the industry's ability to serve remote and uncerved populations across multiple nations.



Regional Best Practices

 Inter-American Technical Notebook on Satellite Regulatory Frameworks	 APEC Fostering Conectivity: LBS Satellite Opportunities	 ATU Harmanized Reference Framework for Satellite Licensing	 CEPT / ECC Deliverables on satellite communications and equipment licensing Gemini Notebook
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Diverse Service Categories

Broadband • D2D • IoT • Mobility • Backhaul • Broadcasting and more



Satellite Authorizations

Streamlining national approvals



Service Licensing

Reducing deployment barriers through simplified procedures



Fees & Obligations

Proportionate fees and fit-for-purpose regulatory obligations



Spectrum Licensing

Harmonised spectrum and predictable access



Earth Station Gateways

Licensing for ground infrastructure



User Terminals

Efficient licensing, including ESIMs

Thank You!



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