

# Real broadband innovation for the Pacific communities

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## **Kacific Broadband Satellites**

Cyril Annarella– Executive  
Director

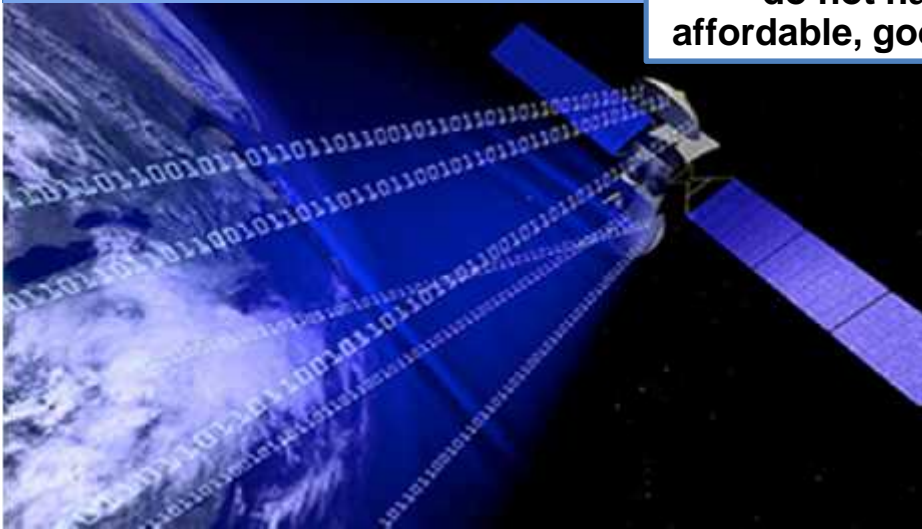


ITU, Bali  
September 8<sup>th</sup>, 2016

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**10 Million Pacific Islanders  
do not have access to  
affordable, good quality Internet**



## Connecting the dots

We started by looking at the needs of the people in the blue continent: the world's most-difficult-to-connect geography

What they need: simply, affordable broadband access everywhere

Our vision: enable good quality broadband with a magnitude in price reduction

Insight: if the price is right then demand crystallizes



## Test your underlying assumptions: Vanuatu

A country with a cable (Port-Vila) and LTE

Yet many schools and public institutions (hospitals..) dispersed in the outer islands remain unconnected

Only one affordable solution to connect them all at once



## First deployment in Vanuatu



- Working together with TRR (regulator) and Telsat (local service provider)
- Kacific has connected 8 communities in different islands of Vanuatu with broadband at 17Mbps
- Remote villages, schools and clinics are now connected for the first time to Port-Vila and beyond



# Vanuatu: Kacific contribution to making a change

## First human capital dividend of Kacific vision

- ▶ Three remote clinics enabled with good quality broadband internet
- ▶ Two critical medical cases solved thanks to an online consultation with a remote doctor

## Not a social service – A Public service

- ▶ Affordable broadband can be sustainably and profitably enabled for remote communities by satellite



# Vanuatu: What we learned



## Thirst for Internet in Pacific communities

1 school = 1TByte per month

## Enabling critical services

Saving lives, empowering schools with access to updated material and mentoring



Dr. Paul Lankford  
Thomson Reuters



## Video and mobile rule

Tablets and smartphones precede internet access

Multimedia content (including video-calls) dominates traffic



# Vanuatu: What we learned

Communities as actors of their Internet

Creating, not just consuming

Whole villages online

Bonding with extended families in Port-Vila and abroad

E-commerce initiative (green gold- medicinal plants)





## Unprecedented fill rate achieved pre-launch for a Ka-band satellite



US\$430m+ of firm pre-launch contracts in 13 Asian and Pacific countries

Partnership with the ITU to connect telecenters in the Pacific





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## The opportunity for satellite broadband for the Pacific

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Community-based broadband access is the way to go in the Pacific

Internet consumption by Pacific islanders, whether personal or for community services, is driven by multimedia and much larger than our industry think

Ka-band is a paramount for affordable, ubiquitous, community broadband access in the Pacific (and remote communities at large) and should be protected by national regulators

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With roots in the Pacific, connecting the world's remote communities

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