Bringing new HTS technology to bridge the digital divide in the Pacific and beyond

Kacific Broadband Satellites
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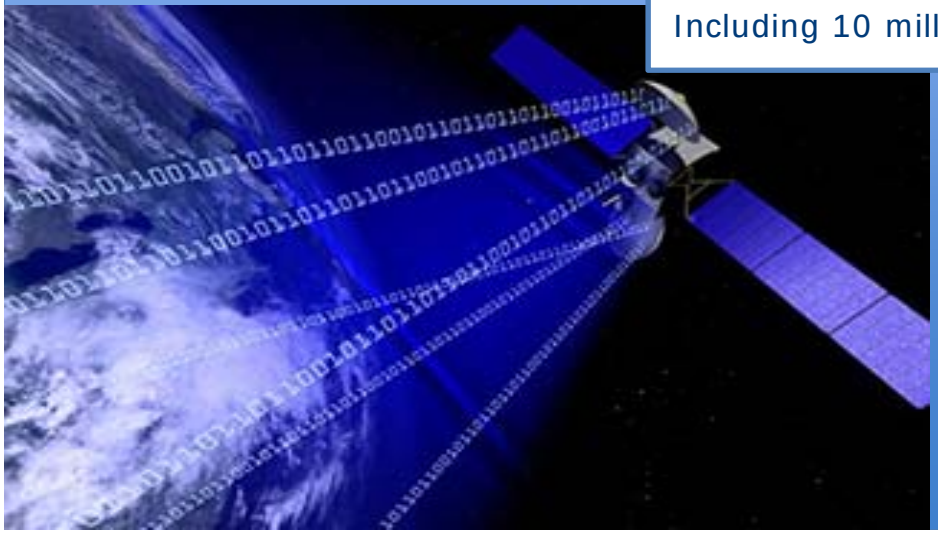
4 billion people in the world do not have access to affordable, good quality internet where they live

Including 10 million Pacific Islanders



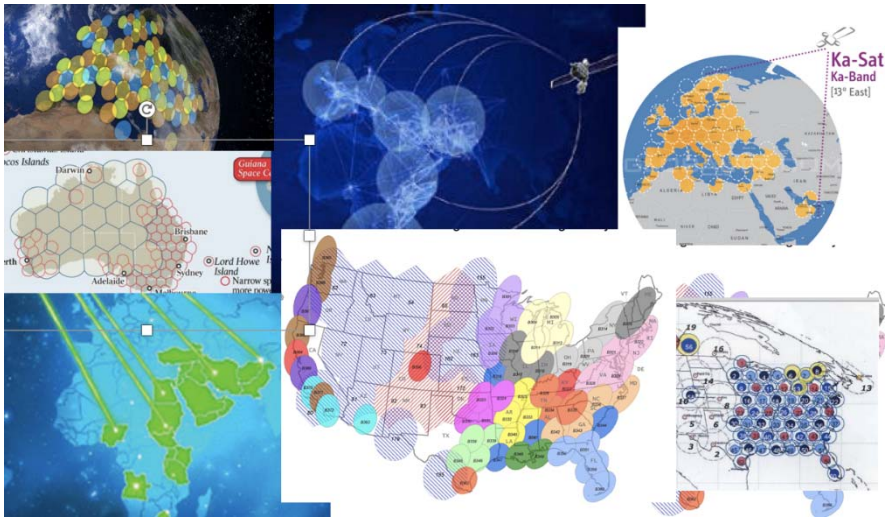
Who We Are

- Wholesale satellite broadband operator
- Ka-band pure player
- Bringing direct-to-premises high-speed internet to underserved and hard to reach territories. Similar to NBN in Australia.
- Satellite and service launch K1-2019
- First geo-stationary satellite in condosat agreement with SkyPerfect JSAT
- More satellites to come

Our Initial Model

- A technology commitment to narrow-beam Ka-band HTS
- A shared payload model for time-to-market practicality
- A frugal approach to design and operations
- A focus on the Pacific

A Field-proven Revolution



National Broadband Networks deployed since 2013 include Ka-band beams to cover hard-to-reach territories

- The same technology is currently disrupting in Africa (Eutelsat, SatSpace Africa)
- Data consumption skyrocketed in Kacific's pilot sites in Vanuatu
- It both validates our concept and confirms the demand is important in remote areas

NBN
National Broadband Network

The Ka-band Technology Revolution

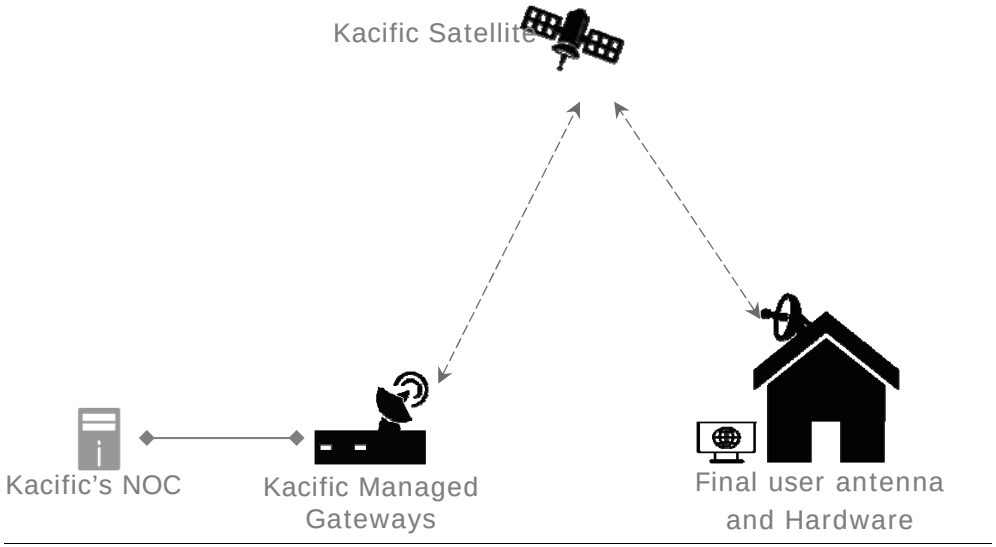


Fig.1 Kacific system overview

More than 2 million premises equipped with satellite broadband in the USA alone

Kacific operates High-Throughput satellite (HTS) payloads

- Up to 100Mbps Forward/20Mbps Return per site
- Plug and play type-approved VSAT terminal
- Onboard geostationary satellites

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

Insight: if the price is right then demand crystallizes

The Anticipated Response

16 firm bandwidth contracts in **13** countries


Vanuatu


Philippines


Niue


East Timor


PNG


French Polynesia


New Zealand


Indonesia


Tonga


Kiribati


Tuvalu


Fiji


Solomon

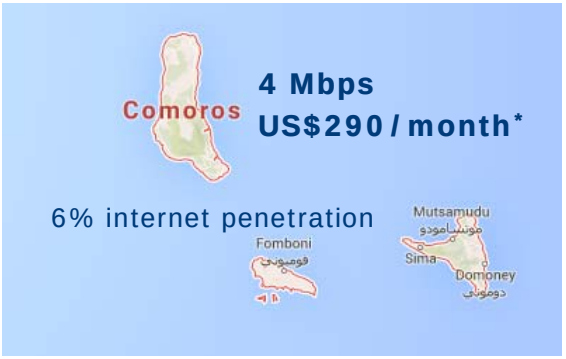
The Anticipated Response

Working with space communications technology leaders

Partnership with the ITU to connect telecenters in the Pacific

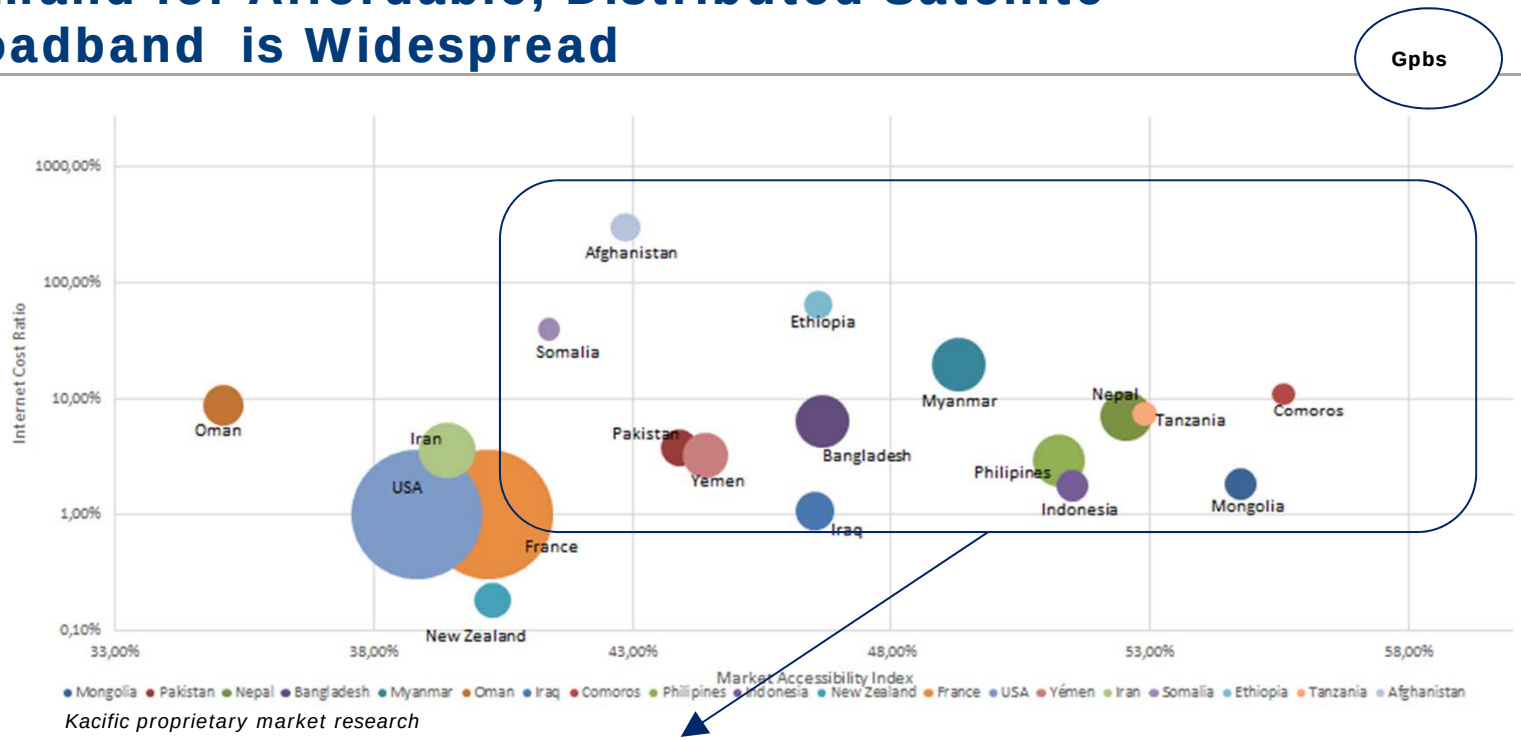
The Response Beyond Initial Expectations

- Insistent **widespread** demand
- Customers demanded service **now**
- We received inquiries
- From the Falklands to the Caribbean,
- From Africa to central Asia



* Comores Telecom ADSL offer April 2016 (website)

Demand for Affordable, Distributed Satellite Broadband is Widespread

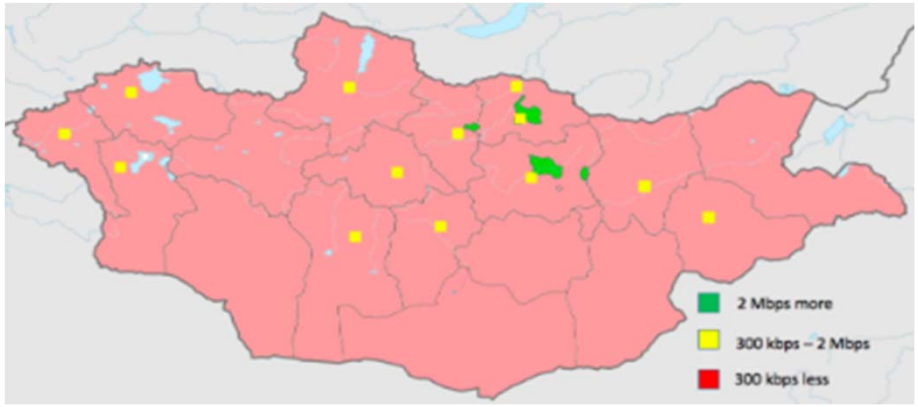


Kacific proprietary market research

Many emerging markets in South, Central Asia and around the Indian Ocean have the same demand pattern as the Pacific

Example of Mongolia (2.6M Citizens)

Market accessibility: 54.76%
Internet cost ratio: 1.81%
Avg. price per Mbps: 72 $



Middle-size city

Country specific information

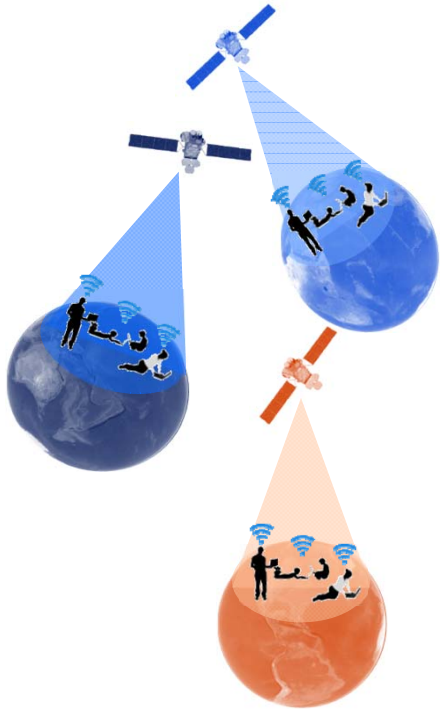
- Very scattered population
- 50% of population in cities <10,000+ habitants
- High educated population
- Important lack of infrastructure

Key sectors

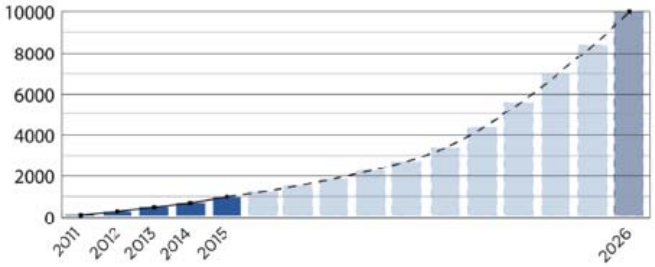
- Rural education facilities
- Rural health facilities
- 10% of population living in provincial cities and their suburbs

Beyond the Blue Horizon

- Across the globe are pockets of disseminated unmet demand for fast, accessible, affordable, bandwidth
- This demand is low-priority to traditional GEO operators
- Global constellations are not built to be local cost leaders
- This demand is urgent: ICT infrastructure drives Human Capital



You Don’t Need to Own the Asset



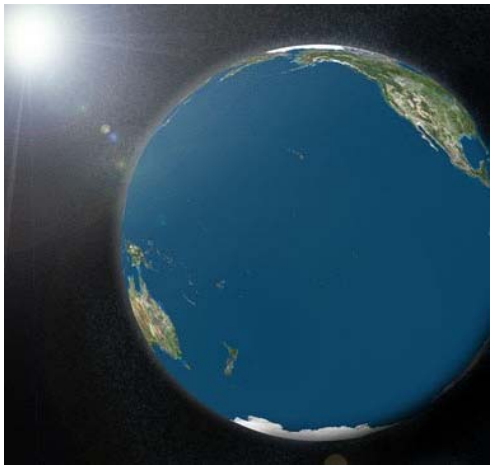
*NEWSPACE GLOBAL™ forecast of for-profit companies seeking to commercialize space – March 2016

- Number of comms satellites growing steadily
- Operators launching systematically with excess payload capacity
- Nimble players with key know-how can take advantage of the arbitrage opportunity
- You don’t have to build a constellation to provide a cost-effective, multi-continent service
- Most country satellites cater for multiple bandwidth and do not have a critical mass to achieve the right cost per Gbps in space

Replicating the Pacific Solution

- Serve pockets of disseminated unmet demand with fast, accessible, affordable, direct to premises bandwidth
- Leveraging latest technology advances (Q/V band, electric propulsion) **when they add value**
- Replicate the frugal model
- Be nimble

Internet broadband for everyone:
Island by island, village by village, community by community, on every continent, every ocean



Thank You


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