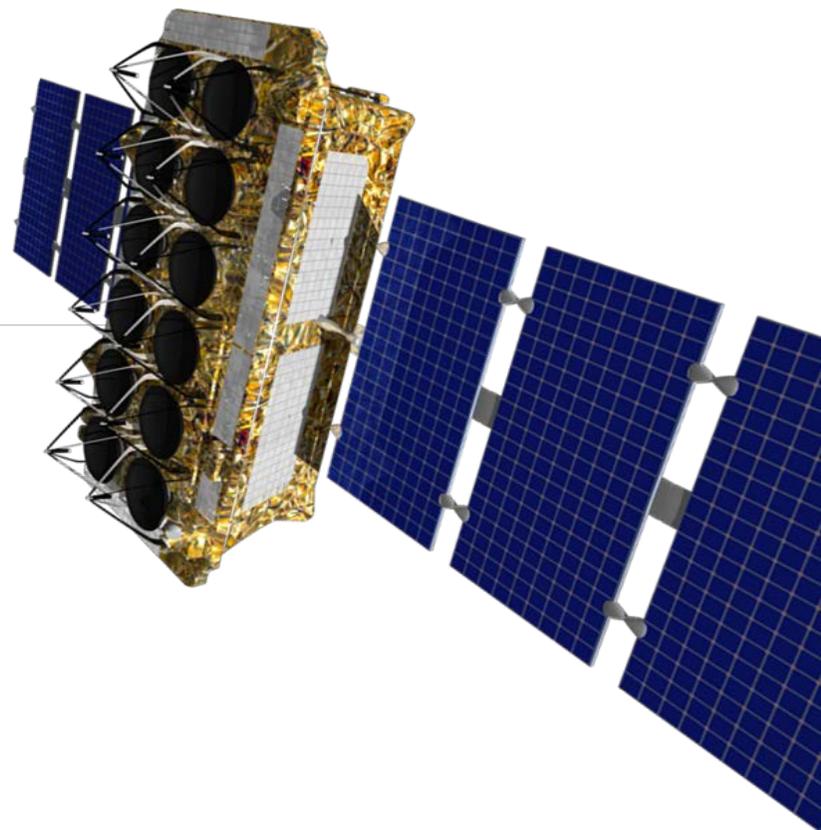


# Enabling Next Generation Data through High Performance Bandwidth

**Steve Collar**

CEO

O3b Networks



2008

Download



Hard Drive



Classroom



Laptop



To..

2015

Stream



Cloud



Online, Massive Open  
Online Course (MOOC)



Smart Phone



# Applications - central today ..... but non-existent when O3b started life



●  
2005



●  
2008



●  
2008



●  
2008



●  
2008



●  
2008



●  
2008



●  
2008



●  
2009



●  
2009



●  
2010



●  
2010

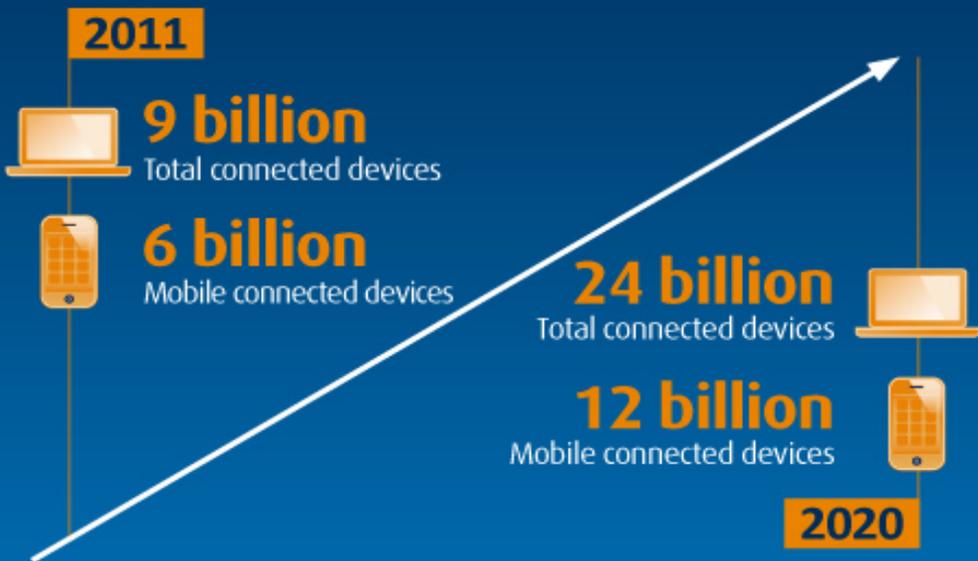


●  
2013

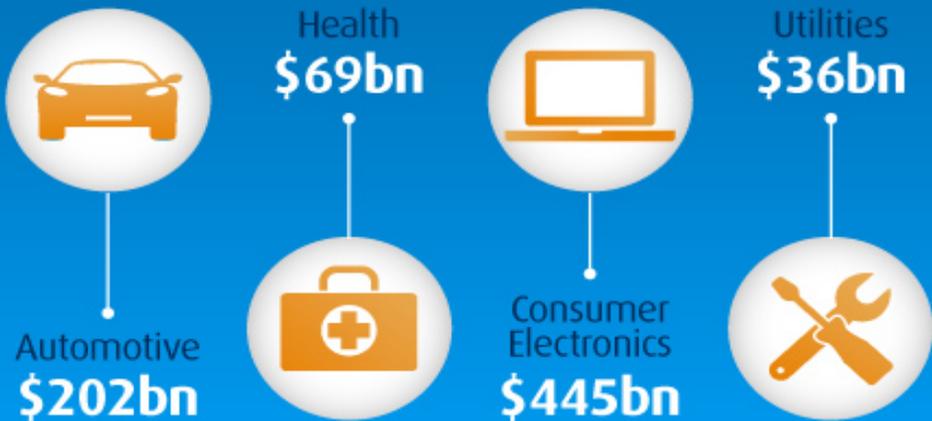


●  
2013

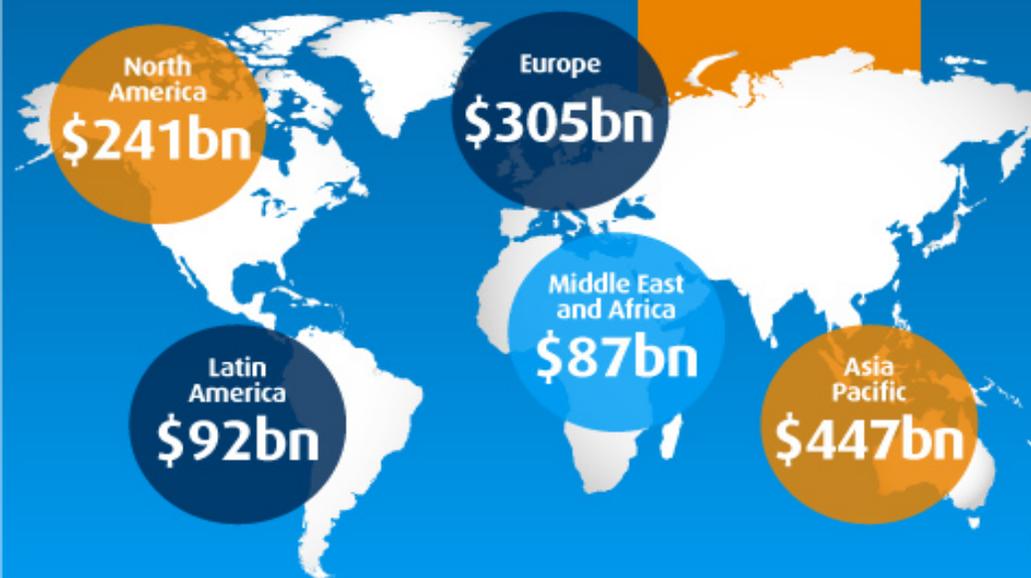
# The Connected Life by 2020



## Revenue opportunity for connected devices in vertical sectors

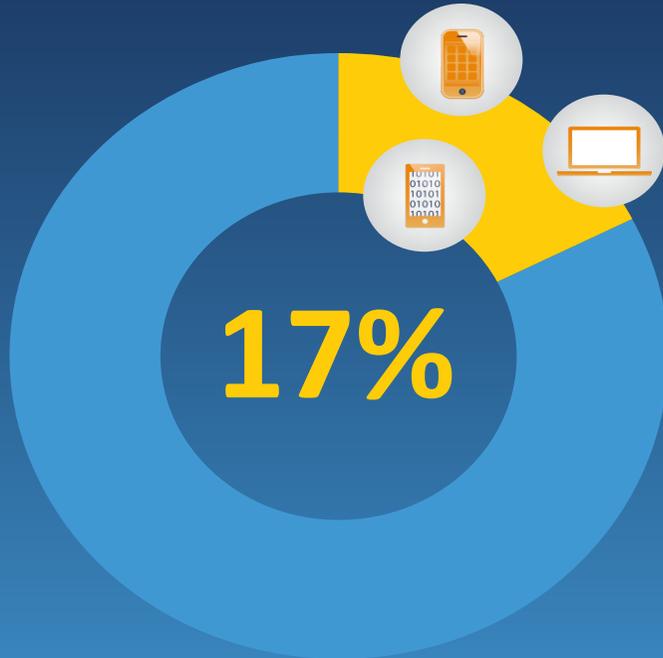


## Revenue opportunity for mobile network operators in 2020

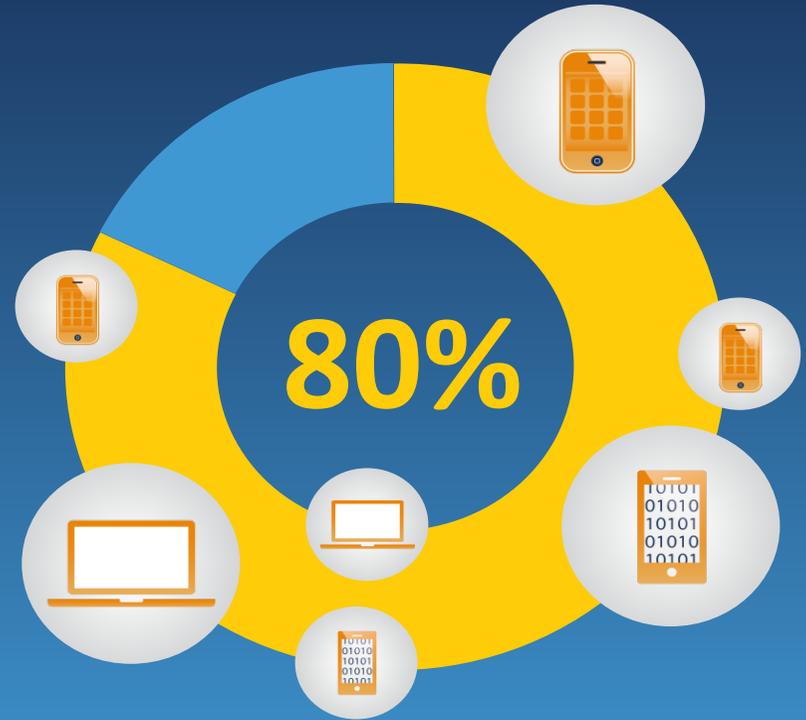


# Mobile data, devices and distribution will dominate

2013



2025



# O3b Today – A Snapshot

25 customers live over O3b satellites

22 Gbps of contracted capacity

O3b is largest operator in the Pacific – outsold fiber and satellite this year

Recent deals all with major Telcos & Tier 1s

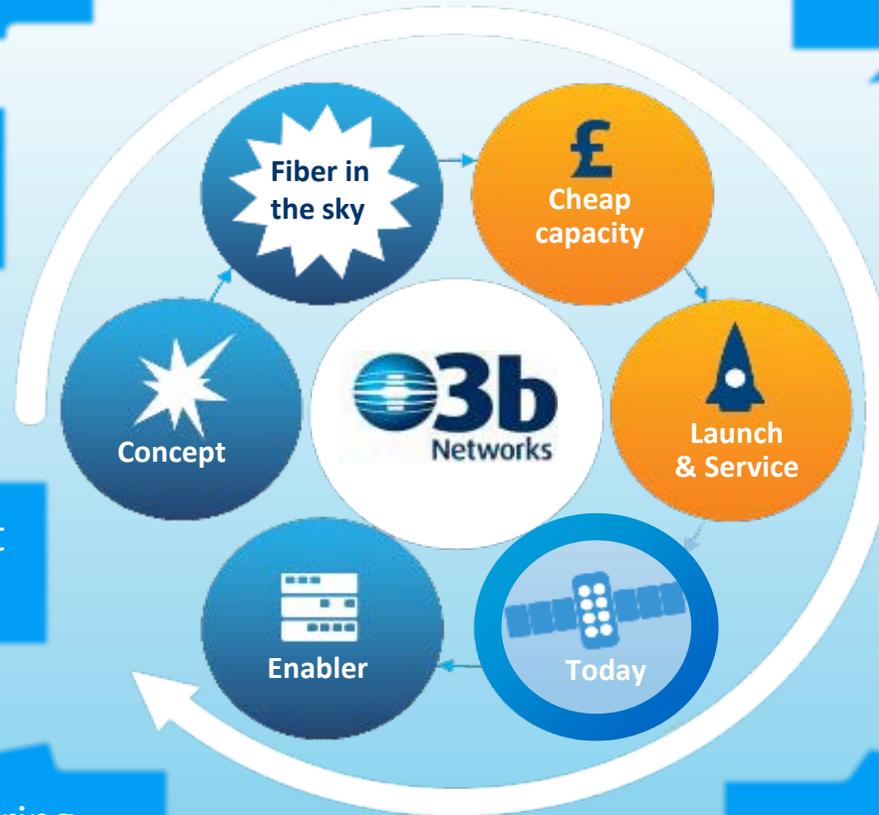
7 out of first 8 customers have upgraded their bandwidth

RCCL will generate almost \$30m for O3b in 2016

We have enabled 8 MNOs to launch 3G/4G mobile services

In PNG, O3b is powering Digicel's largest market with more than 2 Gbps contracted

Global Services team supports customer service – drives retention and new business



# What our customers are saying about O3b

## O3b delivering *Fiber speed, satellite reach*

**“The reality after implementation matches the theory of what we hoped to achieve with O3b for our WiMAX network in Juba.”**

RCS

**“O3b, our satellite communications partner, calls it ‘fiber speed with satellite reach,’ and this is exactly the result we are seeing,”**

Royal Caribbean

**“The low latency O3b satellite constellation provides a similar service as we’d receive from an undersea cable, but at a fraction of the investment.”**

Norfolk Telecom

**“In our technology road map we do not include geostationary satellite beyond 2017 and expect to move fully to MEO or other technologies in that timeframe”**

Shell

## O3b as a strategic enabler

**“Like everyone, our customers want fast response times and fast download speeds, and with our O3b link we have gone from a basic low speed infrastructure to a state-of-technology performance comparable to internet in Sydney or Singapore”**

Digicel PNG

**“We are very pleased to have gone live on the O3b network, which will allow us to launch 3G services”**

Palau National Communications Company

**“Our corporate customers demand high levels of performance and resilience and our unique hybrid O3b and fibre network will differentiate our service.**

Gulfsat

**“Our 3G network now achieves up to 21 Mbps to a single customer, something that wasn’t possible before we had O3b”**

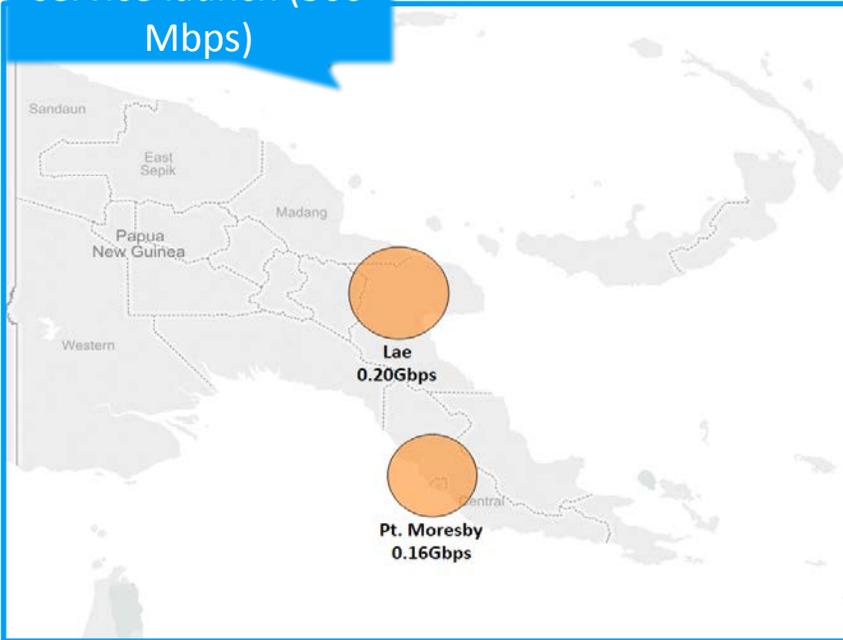
Timor Telecom

# Reduced Latency is a key enabler for high performance bandwidth

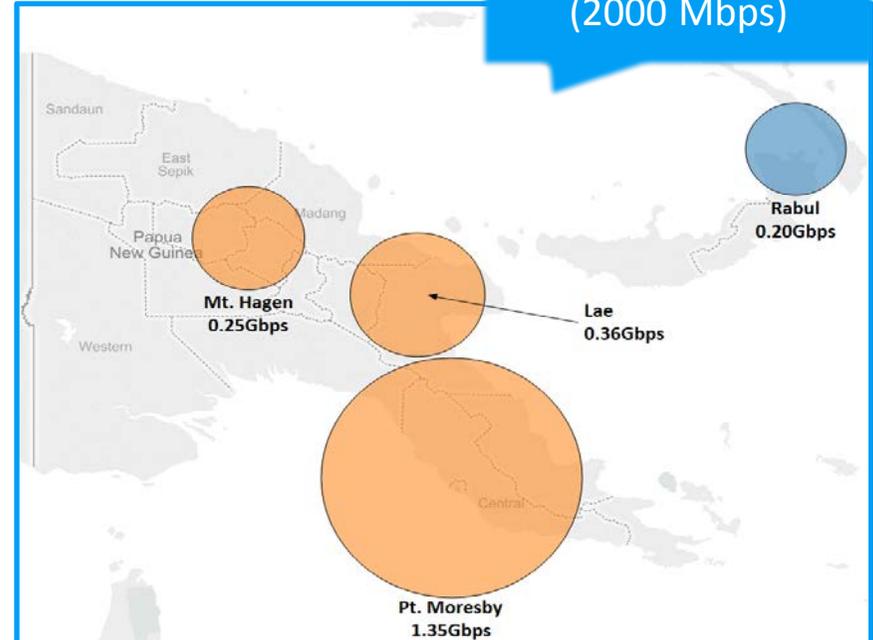


# O3b - A Strategic Enabler for Telco's Fueling growth in the Digicel Group's largest market

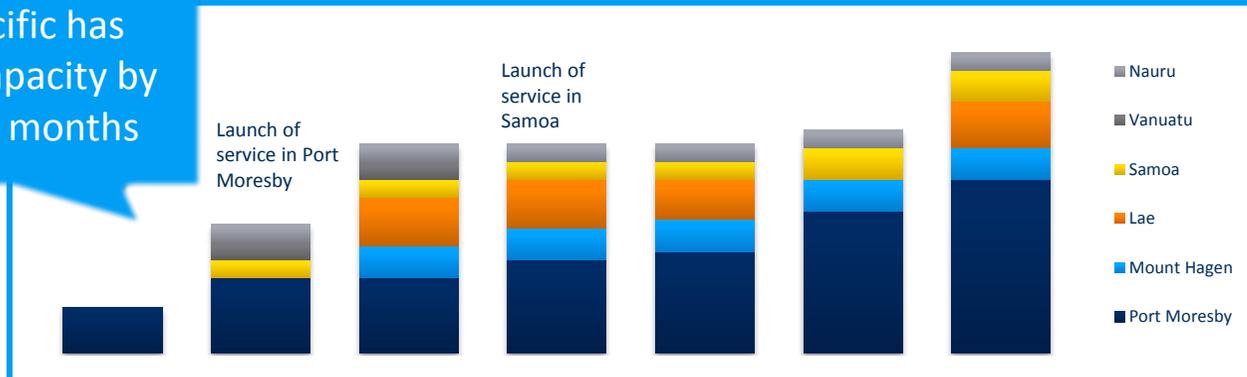
Contracted at  
service launch (360  
Mbps)



Contracted now  
(2000 Mbps)



Digicel Pacific has  
increased capacity by  
550% in 15 months



"O3b is a brilliant solution  
to drop in and drive data  
usage. We can offer  
better throughput to our  
customers and they  
recognise the value"

Digicel PNG

Royal Caribbean and O3b are changing an entire industry

## 1 ship = 300

## 4 ships = 400,000

One RCCL/O3b ship has more dedicated bandwidth than the rest of the global cruise fleet combined

The RCCL/O3b ships takes more capacity than the entire maritime industry combined



Increased ticket revenue



Increased onboard revenue



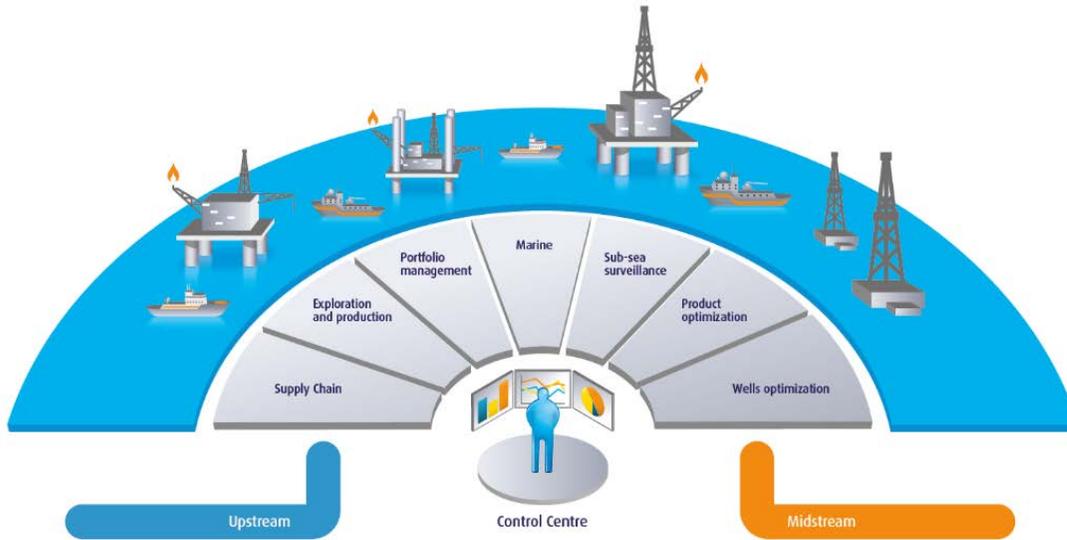
Increased customer satisfaction



Increased employee satisfaction

# O3b - A Strategic Enabler for Energy

## Understanding the business of the end user is critical



**“In our technology road map in 2017 and beyond we expect to move fully to MEO or other low latency technologies”**

Shell

Test	Terrestrial (sec)	O3b (sec)	GEO (sec)
Time to load an internet webpage (www.google.co.uk)	4	6	10
Upload document (3MB)	19	44	183
Open Document (3MB)	35	55	174
Send an email using MS Outlook with an attachment (3MB)	60	64	343
Receive an email using MS Outlook with an attachment (1MB)	3	10	123
Outlook web Application – Insert Attachment (3MB)	60	62	116
Outlook web Application – Open Attachment (3MB)	25	28	133

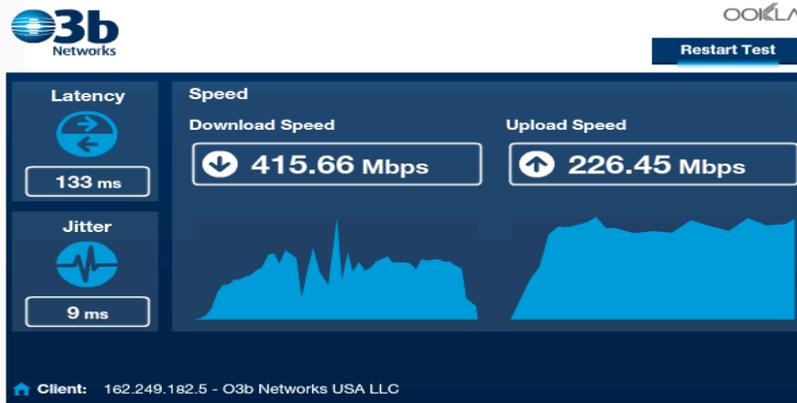


# O3b - A Strategic Enabler for Government

## Increasing capability to Navy by more than 20x

### TRIDENT WARRIOR 2015 – PANDARRA NET

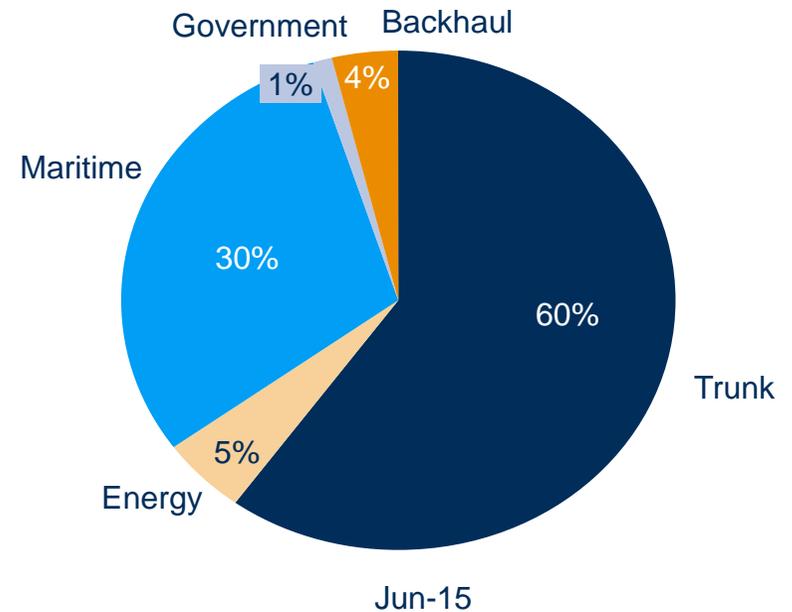
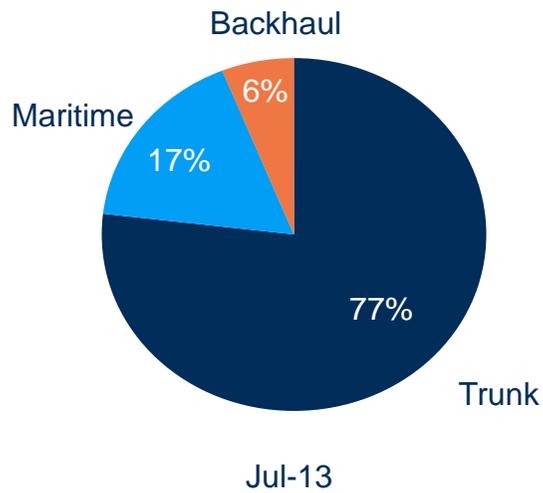
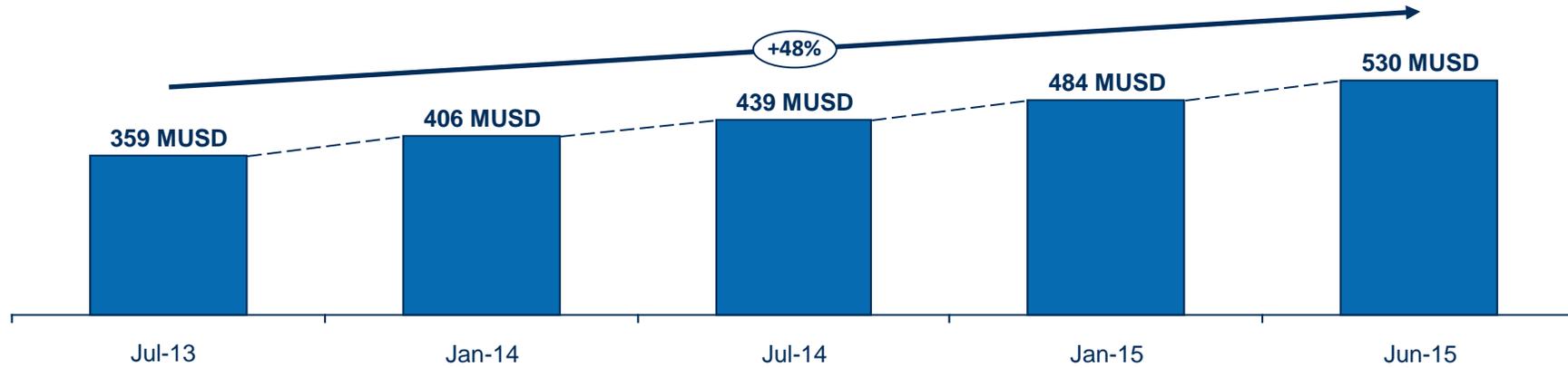
- A live paid trial sponsored and directed by US 7<sup>th</sup> FLEET aboard the USS Fort Worth demonstrating 4G LTE throughout the ship with O3b reachback to PACOM, PACFLT, 7<sup>TH</sup> FLEET and SPAWAR
- <http://navylive.dodlive.mil/2015/04/07/want-to-get-underway/>



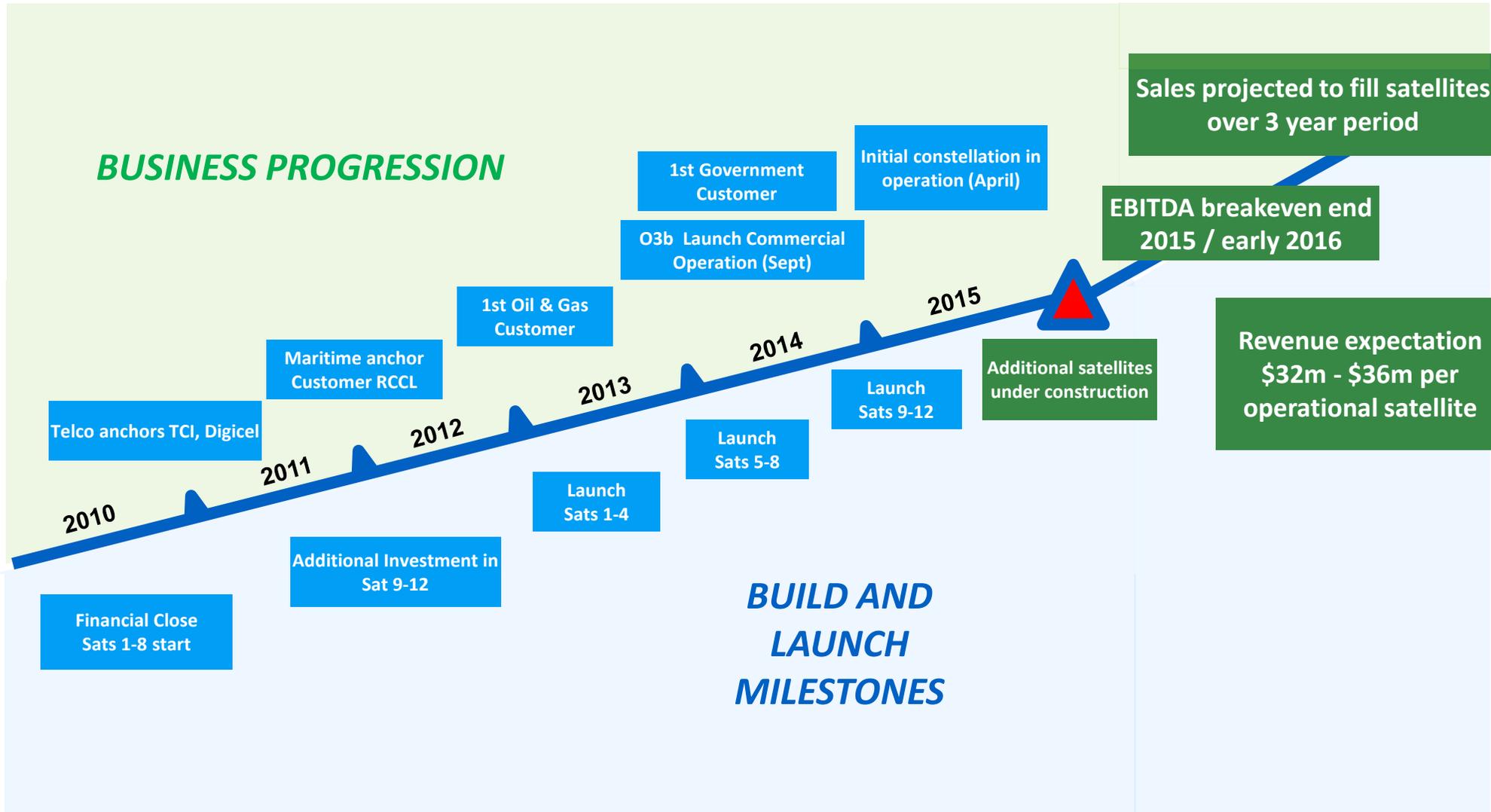
**Last Result:**  
Download Speed: 415665 kbps (51958.1 KB/sec transfer rate)  
Upload Speed: 226450 kbps (28306.3 KB/sec transfer rate)  
Latency: 133 ms  
Jitter: 9 ms  
3/27/2015, 2:44:17 AM



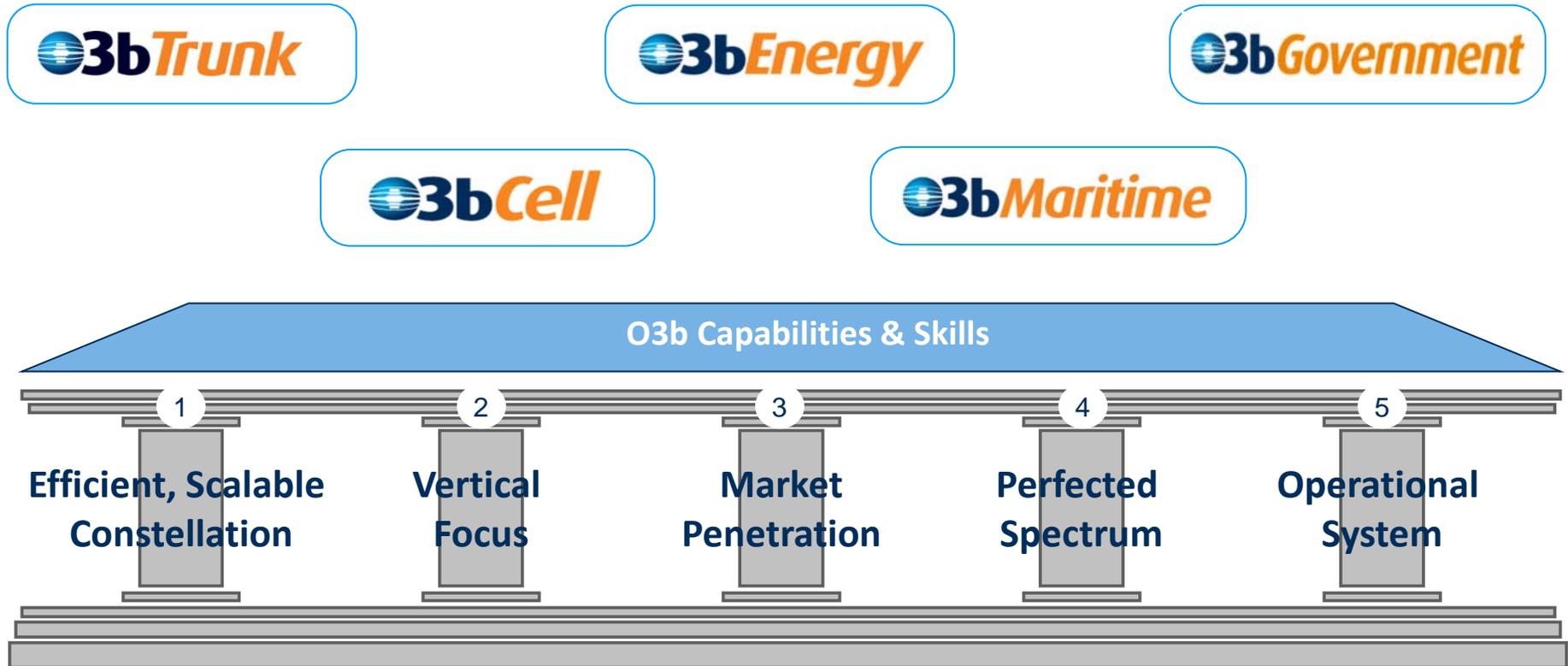
# High Performance Bandwidth Driving O3b Backlog Growth



# O3b is on a growth journey to market leadership



# O3b has established unique capabilities and has developed core building blocks to leverage for future growth



With our spectrum secured in the most efficient arc, our follow-on architectures will allow us to continue to deliver global, high-performance networks more affordably than any other systems