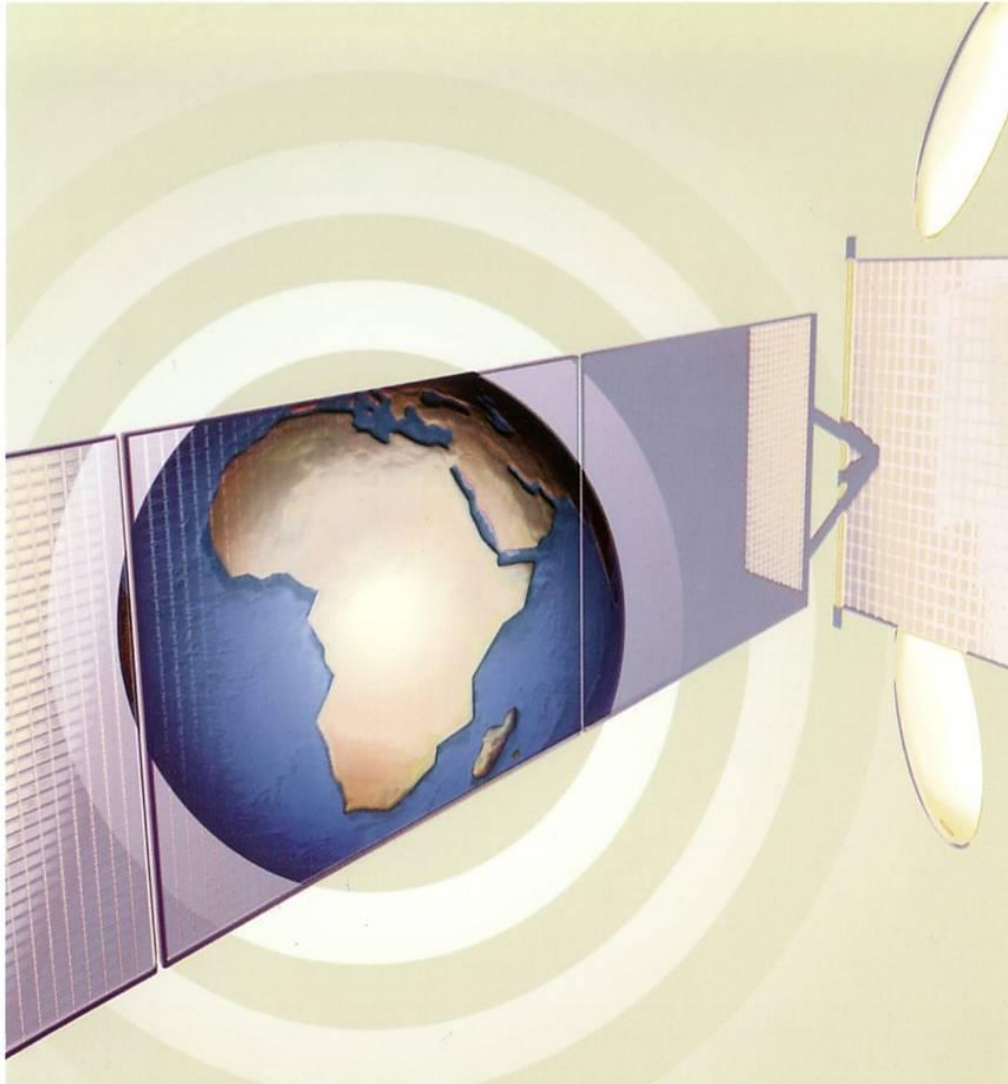




RASCOMSTAR-QAF
THE PAN-AFRICAN SATELLITE OPERATOR



Future Satellites and Services

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Dubai
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- Except for DTH current telecom satellites are multi-purpose
 - Transparent
 - Operating in C and/or Ku
 - Beaming over independent and wide areas (e.g. spreading the risks)
- **Main activity of satellite providers has been to lease capacity**
- **Users (Telcos and others) define and cook their own services**
 - Large share of TV
 - Telecommunications with growing demand for backhaul GSM
 - Internet connectivity (but still an expensive solution: (lack of volume, cost of transponders)
 - Miscellaneous & military
- Result is lack of affordability & absence of mass market (except DTH)
 - Lack of synergies, no critical mass
 - **Generally expensive services to end users (Pros only)**

Future situation: the RascomStar -QAF Vision

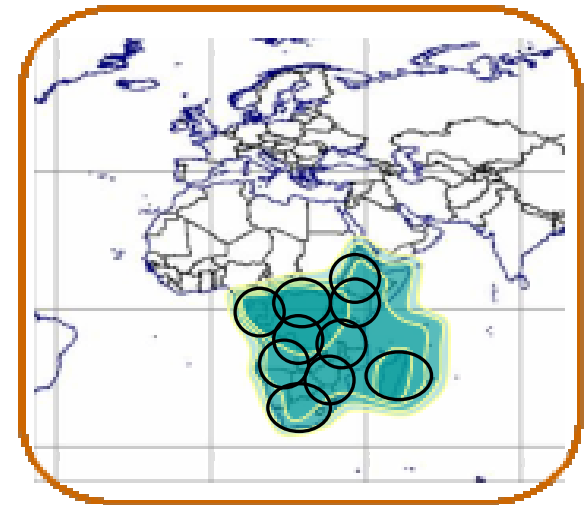
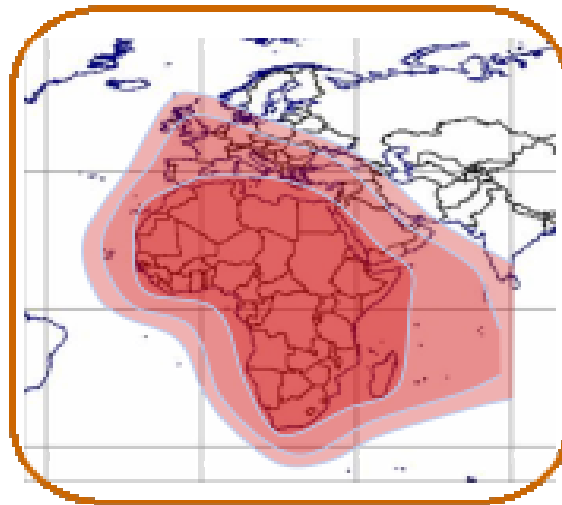
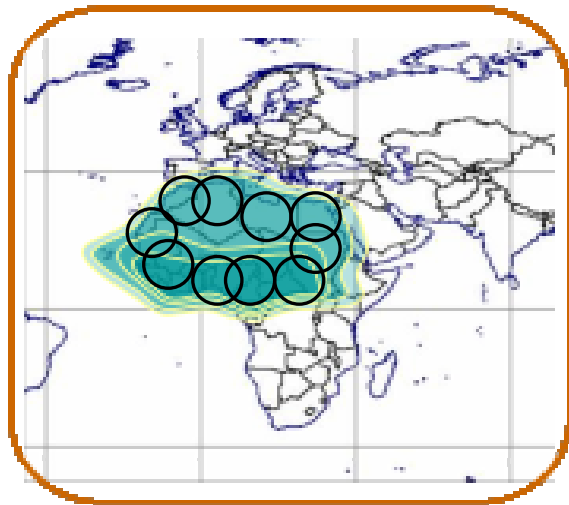
- RascomStar-QAF is already engaged in delivering Packaged Telecom Services to African Operators
 - Selling Capacity AND **packaged telecom services** rather than just leasing capacity
 - Bulk of RascomStar QAF revenues will come from telecom services.
- Objective: breaking the price barriers
 - large volume production (e.g. lower cost & affordable terminals)
 - Leverage the capabilities of the technology (e.g. High Speed Internet Access)
 - Partnerships re-selling the service(s) to end users. Telcos benefit from a consistent technology rather having to cook their individual services and mix of technologies
- Telecom Services globally optimized over Africa
 - **Satellite & Ground segment together (performance, cost, volume etc.)**
- The plan is to continue this strategy and stay up in the value chain with our future satellites as well as providing backup capabilities



Next Rascom QAF satellite(s): More packaged services

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- Future RQ satellite(s) : Much higher capacity to adapt to market evolution and provide affordable packaged Services:
 - ❑ Double capacity of the existing services (i.e. connect up to 200,000 villages)
 - ❑ High speed Internet to million users, 100,000's schools, telecenters,..
 - ❑ GSM backhaul: Extension of mobility to rural areas



- RascomStar-QAF: Instrumental in making a better Africa



- Voice telecommunications are still in high demand in developing countries.
 - High quality voice compression and adapted waveforms to meeting the demand for ubiquitous service e.g. 100,000's villages on RQ1 with a limited number of transponders (e.g RascomStar-QAF's R*TES)
- Internet access is a huge capacity ogre, open to many power users (& abusers)
 - Affordable Internet services (xdsl range) means very low cost and very high capacity:
 - Multi-beam satellites: High Capacity/ LOW COST of Mbit/s in orbit.
 - Mass produced terminals
- Serving the GSM backhauling with proper technology (ground and satellite) would fill quite a few satellites before meeting the demand



➤ Voice telecommunications

- Service will be opened this summer by RascomStar-QAF to cover Isolated areas over the whole African continent (Universal Service Obligations)
- Tailored services Technology allow operators to offer profitable service at affordable prices & low risks) on our first and on the next satellites

➤ Internet (High Speed Access)

- Challenge is funding a big enough satellite (notwithstanding business model, access to low cost fiber and business relations with the regulatory bodies / partners / distributors etc..)
- B2B and/or B2C, mitigating business risks

➤ GSM backhauling

- High capacity tailored payloads and ground system to meet mobile operators requirements
- B2B



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