



Closing the Connectivity Gap

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Agenda

Part 1: The Connectivity Challenge

- The Global Connectivity Gap
- Connectivity Solutions & Challenges
- The Ubiquitous Satellite Broadband Solution
- Intelsat's Wi-Fi Reach Solutions

Part 2: Solving the Connectivity Challenge

- Intelsat's Wi-Fi Reach Access
- Intelsat and EKOCENTER Case Study
- What We Learned



Part 1

The Unconnected Challenge

Presenter

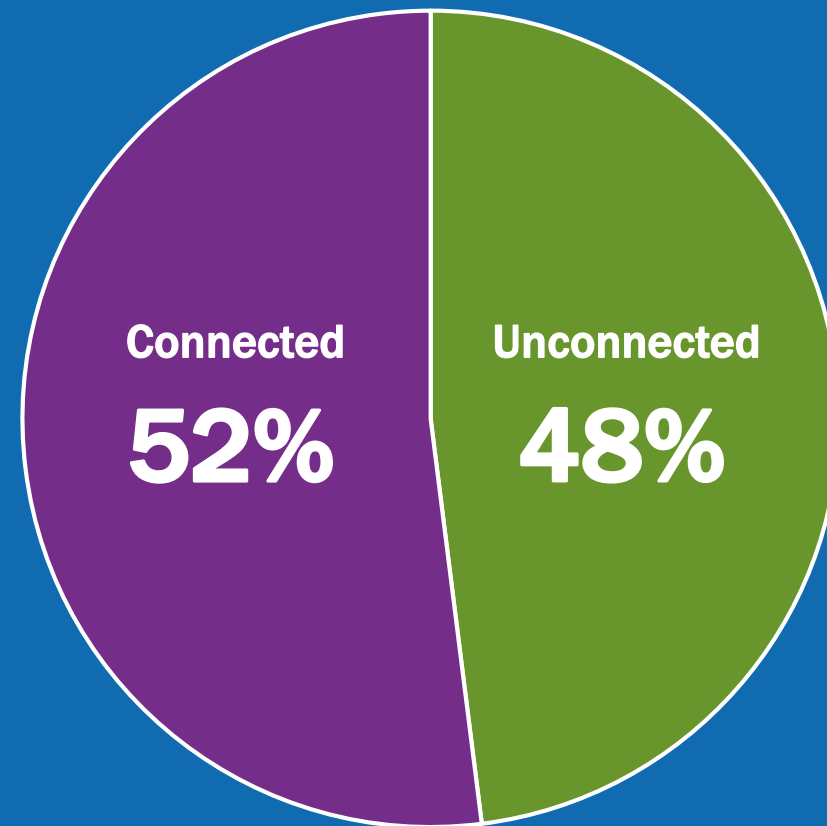
Jean-Philippe Gillet, Vice President
& General Manager, Broadband





**3.9 Billion
Unconnected**

Internet Connectivity Worldwide



Source: ITU, The State of Broadband, Sep 2017

Internet Use by Region

Significant regional gaps remain

Asia & Pacific, the Arab States, and Africa remain largely unconnected



56% of people in Asia & Pacific are not online.

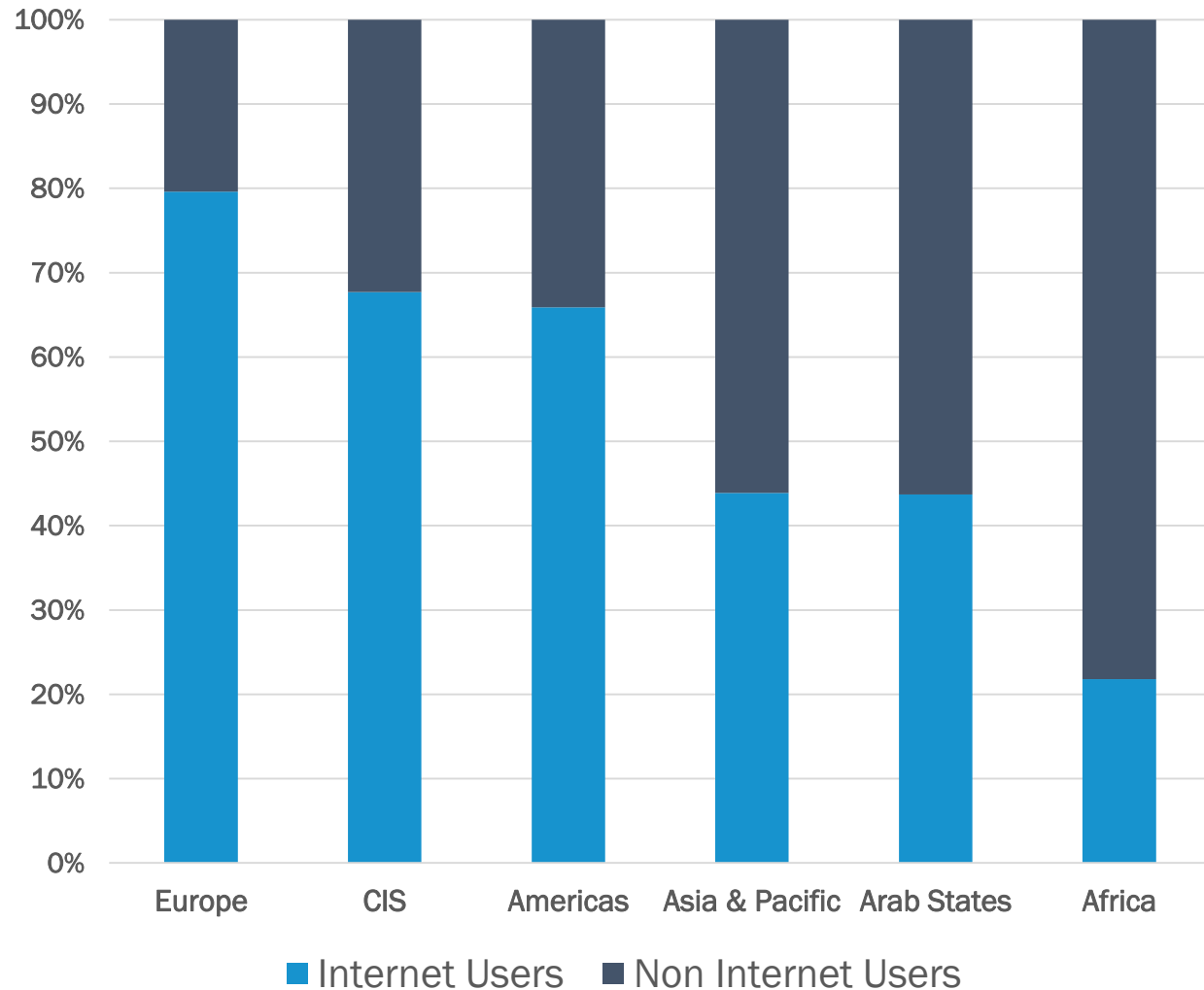


56% of people in the Arab States are not online.



78% of people in Africa are not online.

Internet User Penetration, 2017



Connectivity Solutions & Challenges



Mobile Broadband
(3G/4G)



Wireless Broadband
(Wi-Fi)



Fixed Broadband
(Cable)

Challenges to Connecting the Unconnected

Considerable Investment
in Terrestrial Infrastructure

Limited Access to Energy
and Locations

Distribution of Population
and Affordability



You need to reach there. We're already there.

Intelsat provides a number of wireless broadband connectivity solutions that enable mobile operators, service providers, multi-national corporations, and non-profit organizations to quickly and profitably reach more subscribers in more places.

Reach Now. Reach More. Reach Further.

Intelsat's Wi-Fi Reach

Empowering rural and remote communities with Wi-Fi connectivity



Part 2

Solving the Unconnected Challenge

Presenter

Orlanda Antunes, Senior Principal
Product Manager, Broadband
Services



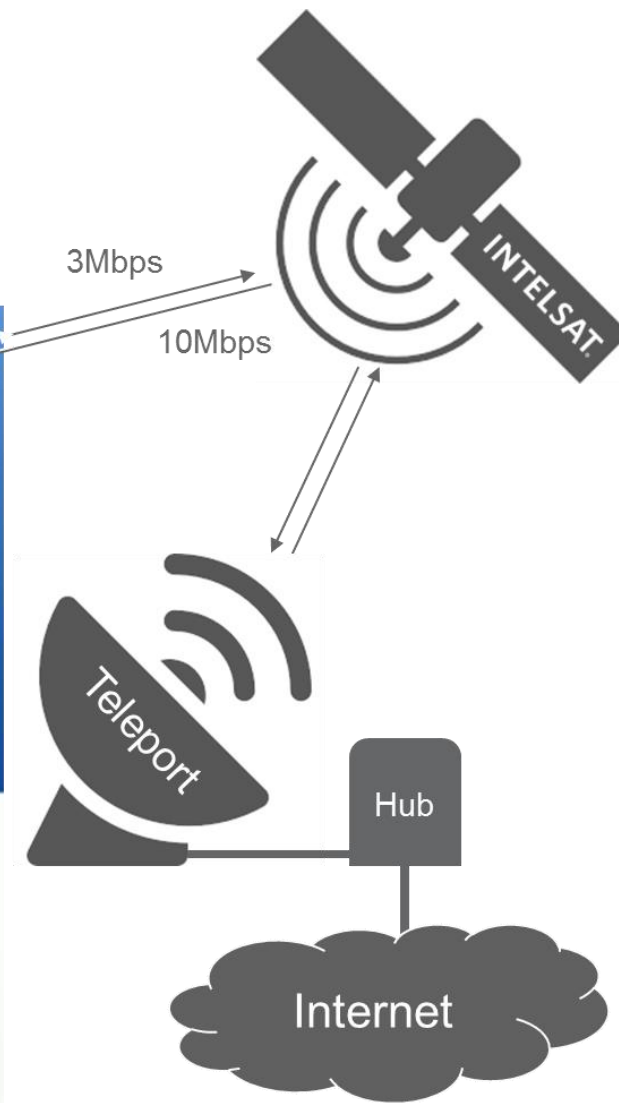
Wi-Fi Reach Access

Intelsat's complete Wi-Fi public access solution



Wi-Fi Reach Access

- ✓ Complete out-of-the-box Wi-Fi access solution
- ✓ Easily deployable in less than 5 days
- ✓ Local language, culture and currency



Wi-Fi Reach Access

Complete Kiosk or Connectivity Solution

All the hardware and software necessary to quickly set up and launch Wi-Fi access.



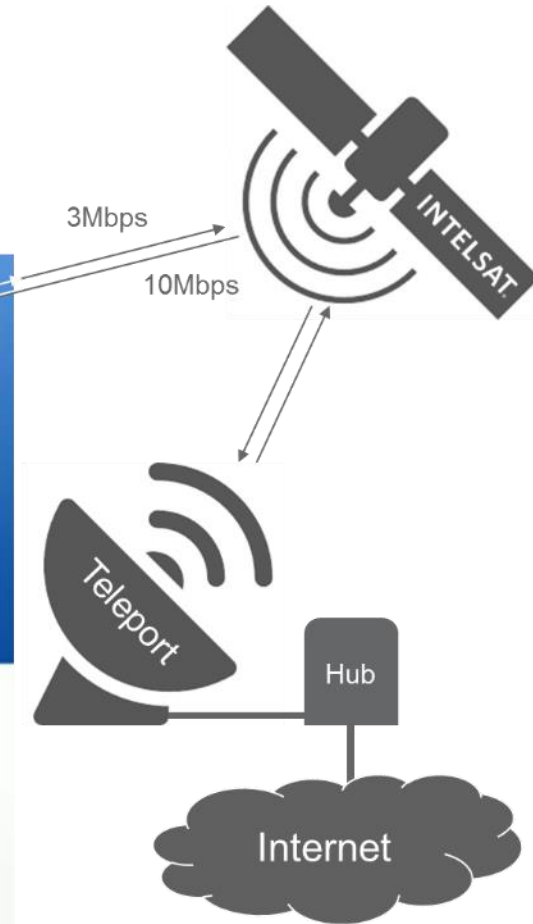
Intelsat broadband capacity, VSAT antenna and satellite modem



Wi-Fi router, durable access point, and software



Solar panel with battery backup, lighting and charging station



The Benefits of Belonging

Local integration options and opportunities for host countries, communities and refugees



UNHCR
The UN Refugee Agency

UNHCR
2015-2016
1-211 Geneva 2
Switzerland

www.unhcr.org

Cover photo: Integrating Children and Young Women into Education, United States
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Photo: © UNHCR / Jan Van, 2015

 **UNHCR**
The UN Refugee Agency



Intelsat and UNHCR Ampain Refugee Camp, Ghana

Leveraging Intelsat's Wi-Fi kiosk, the UNHCR built an ICT lab for refugees.

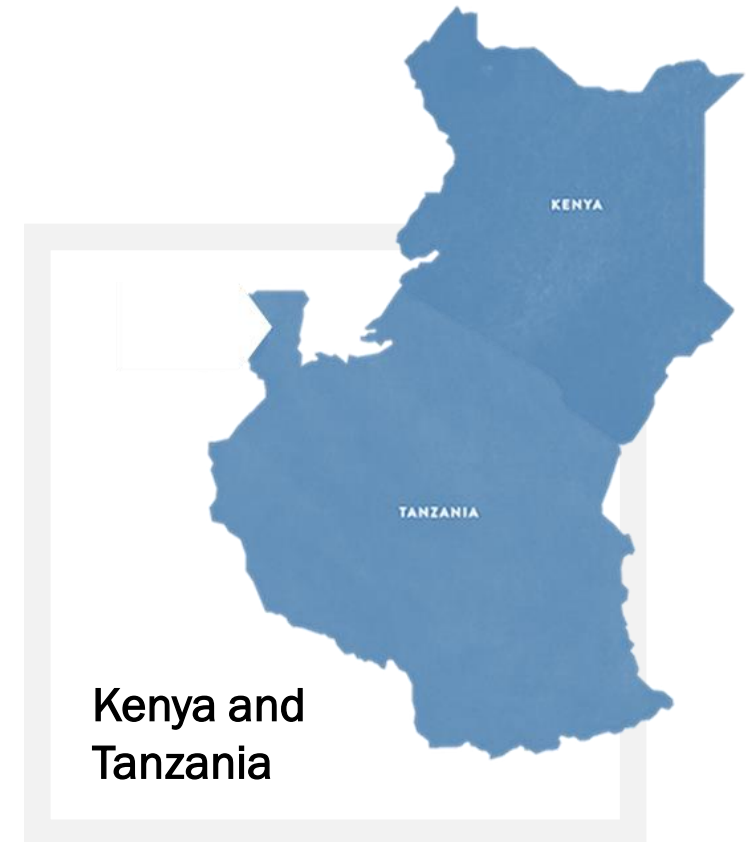
Connecting the Unconnected

People living at the UNHCR camp in Ghana learn new skills via Wi-Fi connected Internet.



Intelsat and EKOCENTER

Deploying Wi-Fi Reach Access in Africa

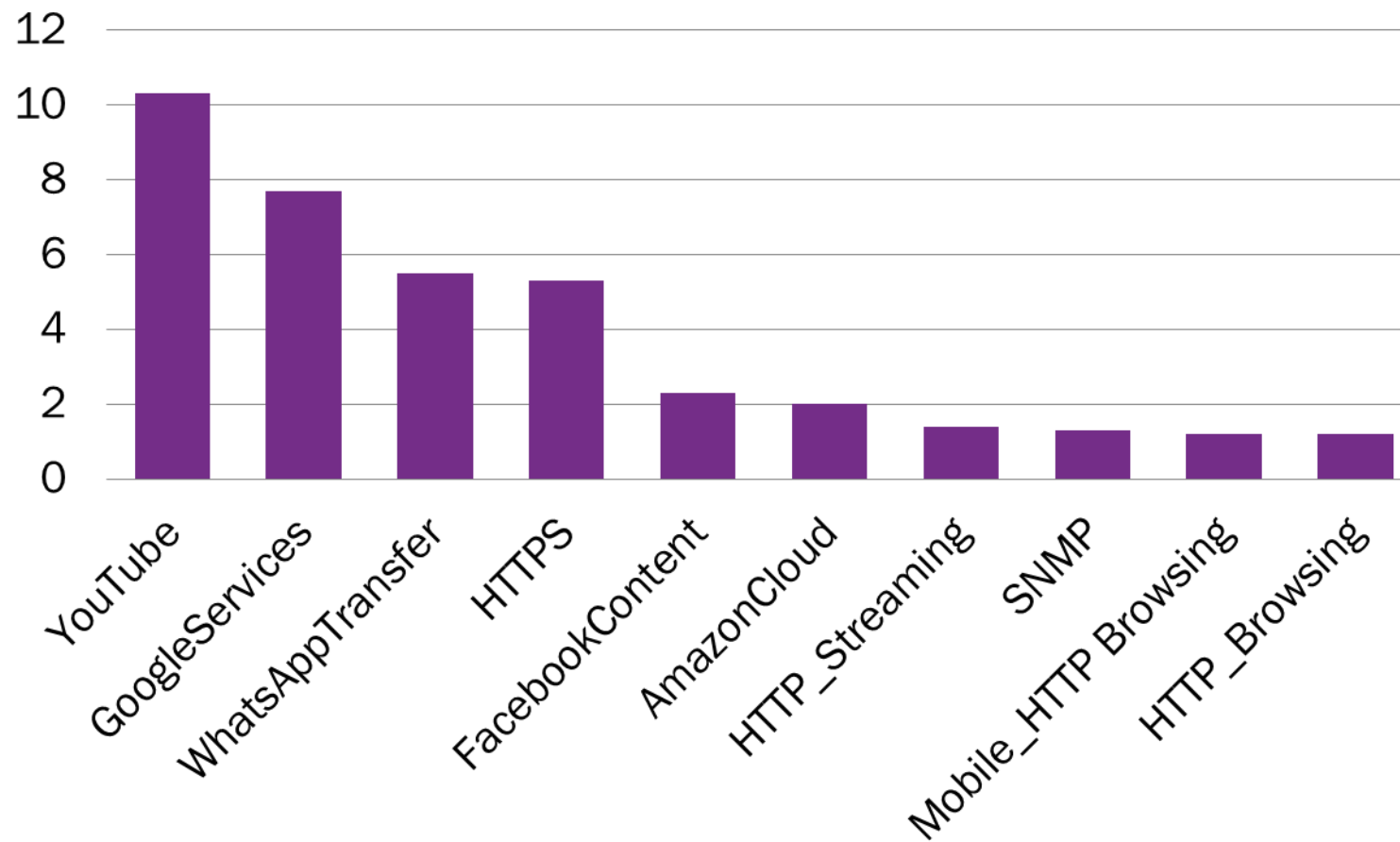


Intelsat worked with EKOCENTER to install 5 sites in Kenya and 5 sites in Tanzania.

EKOCENTER Wi-Fi Voucher Program

Voucher Program and Coca-Cola Promotion Drives Wi-Fi Sales





Most Active Protocols

YouTube, Facebook, WhatsApp and browsing most commonly used services based on bandwidth usage

Critical Factors for Success

- ❑ Education & Incentive for Offering Wi-Fi Access
- ❑ Training on Operating Wi-Fi Technology & Service
- ❑ Wi-Fi Connectible Devices

- ❑ Affordable Voucher Program & Promotions
- ❑ Voucher Expiration and Data Cap
- ❑ Clear Instructions & Training on Accessing Wi-Fi

- ❑ Location. Location. Location.
- ❑ Local Communication, Promotion & Education about Wi-Fi Access Locations and Services
- ❑ Localized Content & Sites

Conclusion

At Intelsat, we are committed to connecting the unconnected, providing Mobile Reach and Wi-Fi Reach solutions for cost-efficient, rapid-deployment of wireless broadband connectivity in rural and remote unconnected populated areas worldwide.

**You Need to Reach There.
We're Already There.**

