KACIFIC
the heart of broadband

EMPOWERING THE PACIFIC ISLANDS: INTEGRATING SATELLITE INTERNET FOR ENHANCED CONNECTIVITY

KACIFIC BROADBAND SATELLITES GROUP

Being a broadband satellite company

OVERVIEW OF KACIFIC1

State-of-the-art GEO satellite with **60 Gbps** bandwidth and useful life of **15 years**

High Throughput Satellite (HTS) payload

56 spot beams place capacity over selected islands and land mass

Transmitting over high-powered Ka-band

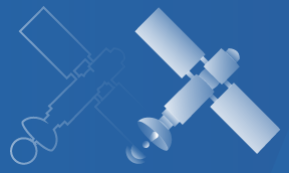
3 centralized gateways built in Australia, Philippines & Indonesia

99.97% availability
Reliable internet and latency suitable for nearly all regular internet usage, such as video streaming, voice calls over IP, browsing and distribution via 3G or 4G networks

KACIFIC1 COVERS 25 COUNTRIES IN ASIA PACIFIC

American Samoa
Bangladesh
Bhutan
Brunei
Cook Islands
East Timor
Fiji
French Polynesia
Guam
Indonesia
Kiribati
Malaysia
Micronesia
Myanmar
Nepal
New Zealand
Niue
Northern Mariana
Papua New Guinea
Philippines
Samoa
Solomon Islands
Tonga
Tuvalu
Vanuatu

GROWING PRESENCE IN ASIA-PACIFIC



1
Active Satellite

25
Countries

600M
Population Covered

500K+
End-Users Connected

600+
Distributors, Resellers

Telikom
Connecting you Anywhere Anytime
Our Telekom
vodafone
Digicel
SAT-1
Petro1
PRIMACOM
Communication Solution
TELEGLOBAL
Brings the world closer
Sanatel
global network solutions
STELLARSAT
SOLUTIONS INC
Transpacific Broadband Group Inc.

NATIONAL JUDICIAL STAFF SERVICE
BAKTI
DICT
DEPARTMENT OF INFORMATION AND COMMUNICATIONS TECHNOLOGY
COOPERATIVE DEVELOPMENT AUTHORITY PHILIPPINES

LEVERAGE ON KACIFIC'S WIDE DISTRIBUTION SUPPORT

Key highlights

- Completion of 438 VSAT sites deployment in rural North Luzon (Philippines) in 30 days
- Completion of 450 VSAT sites deployment across the Philippines in 2 months

Countries	Total Distributors
Indonesia	239
Philippines	149
Papua New Guinea	42
Timor-Leste	9

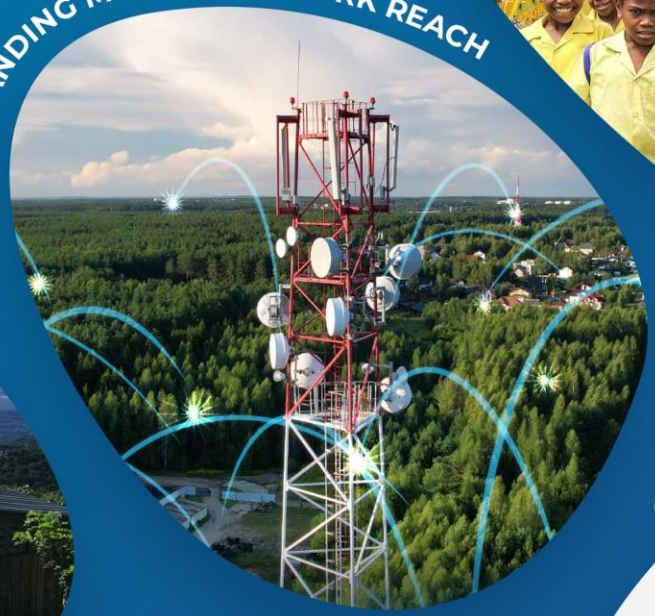
EMPOWERING REMOTE COMMUNITIES

THE KACIFIC DIFFERENCE

Every geography. Every nation. Every community.

EDUCATION

EXPANDING MOBILE NETWORK REACH



TOURISM

ECONOMIC DEVELOPMENT

COMMUNITY BROADBAND

HEALTHCARE

DISASTER PREPAREDNESS

GOVERNMENT SERVICES

STATE OF DIGITAL IN THE PACIFIC

Unique Challenges and Opportunities in the Pacific

Approximately **20,000 to 30,000 islands**, spread across an area of more than **165 million square kilometres.**

~ 27.3% of the population are **young (18 – 34) & eligible tech-savvy** users.

To enhance **mobile network accessibility** across the Pacific island nations from the current **27%**^ penetration rate; there is room for improvement compared to the global average of over **90%.**

^ **The Mobile Economy Pacific Islands 2023 Report, GSMA**

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EMPOWERING PARTNERS & ISPS IN PACIFIC

Kacific partners with local ISPs through a **revenue-share agreement**, ensuring over **40% of revenue** stays in the operating country and supports the economy.

- **Local team support includes:**
  - Recruiting and training Kacific Authorized Distributors (KADs), who sell and install satellite terminals in provinces.

- **Benefits for KADs:**
  - Acquire skills in ICT, installation, and sales.
  - Earn installation fees and receive terminal consignment discounts.
  - Gain recurring incentives from aftersales servicing.

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SATELLITE-POWERED DIGITAL INFRASTRUCTURE

Role of Satellite Broadband Connectivity, Tower Infrastructure and 4G Solutions for the Pacific

Powerful, flexible, Satellite Broadband Solution

Satellites offer **cost-effective** broadband services to remote and rural areas, where traditional terrestrial infrastructure may not be feasible to deploy, providing resilience against **natural disasters**.

Scalable and Reliable Solution

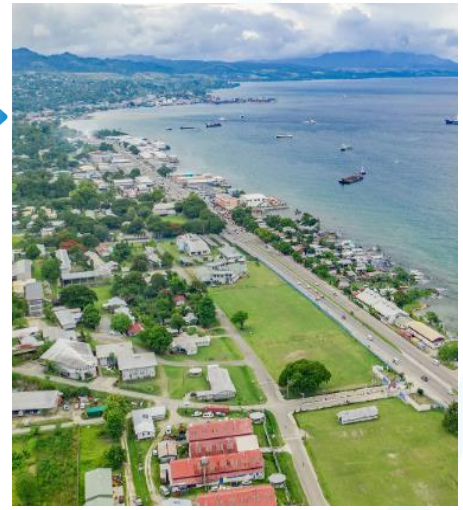
Reliable alternative to existing connectivity solutions, assessing the current technology or coverage requirements, and **upgrading the current 3G sites**.

Upgrade to Latest 4G Technology

Transforming legacy equipment in rural sites to robust **4G connectivity hubs**.

Comprehensive Digital Inclusion

Ensuring comprehensive **digital inclusion** by providing high-quality, affordable broadband access.



Socio-Economic Catalyst

Leveraging 4G infrastructure as a service (IaaS) to **stimulate** socio-economic development in the **Rural areas**.

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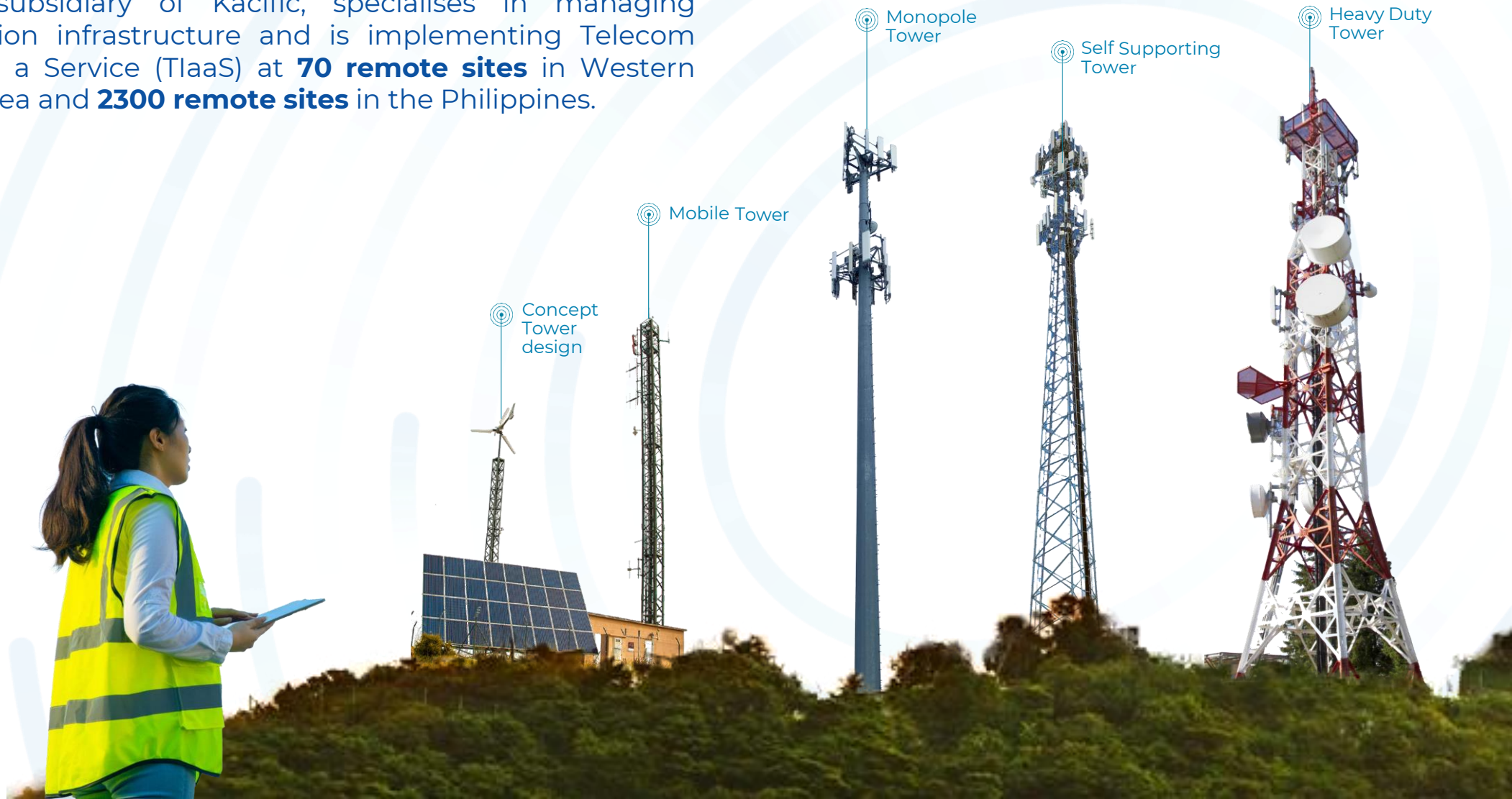
K-TOWERS – INFRASTRUCTURE AS A SERVICE

K Towers, a subsidiary of Kacific, specialises in managing telecommunication infrastructure and is implementing Telecom Infrastructure as a Service (TIaaS) at **70 remote sites** in Western Papua New Guinea and **2300 remote sites** in the Philippines.



SERVICE OFFERINGS

1

Infrastructure Managed Service - Complete Passive & Power Infrastructure outsourcing

3

Infrastructure buyout and lease back

2

Opex Model Build to Suit (New site build) – Complete end to end Infrastructure deployment

4

Additional Services

- Digitalization of Infrastructure (Drown Capture)
- Enterprises Services

Benefits of Solutions

Low cost 4G Network

Telco grade Mobile Backhaul

Reduce carbon Emission

Green power provision where needed

BENEFITS K-TOWERS BRING FOR REMOTE COMMUNITIES

A single tower supports **multiple functions**. Our towers in Western Papua New Guinea **enhance overall safety and security, in addition to addressing rural communication needs with key MNOs such as Digicel, Vodafone, and Telikom PNG.**

Use-cases Examples

1. **Real-time Communication and Alarm systems**
2. **Real-time Weather Beacons**
3. **Aerial Surveillance Coverage**
4. **Navigation Aids For Air Beacons And Aviation Safety**

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DISASTER COMMUNICATIONS SOLUTIONS FOR MORE RESILIENT PACIFIC ISLANDS

All-in-one Emergency & Disaster Response Communication Box

Enhanced Version of Emergency & Disaster Response Communicati on Box

Portable & user-friendly Satellite Communication Solution

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SATPACK

Portable, user-friendly 75cm SatPack for instant, high-speed internet Connectivity anywhere

- Auto-pointing system for immediate, reliable, seamless connectivity
- Automated operations, no technical expertise needed
- Easy-to-carry design for front-line deployment
- Reliable, fast, on-demand connectivity
- Up to 50 Mbps
  (40 Mbps Downlink, 10 Mbps Uplink)

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COMMSBOX

Be prepared. Respond faster.

- All-in-one boxed solution
- Connects 5 users
- High-speed internet on-demand with powerful broadband satellite service
- Up to 50 Mbps access speeds
- Rapidly deployed and effortlessly scaled
- Reliable, on-demand connectivity

Each Kacific CommsBox includes:

- Small, self-installing satellite dish in a self-contained case
- Preconfigured and connected modem and satellite electronics
- Solar-power energy pack
- User tablets for customer-friendly operation
- WiFi set up
- A sealed, shock-resistant, fire-resistant, buoyant and transportable all-inclusive container

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CONNECTING THE PACIFIC: EMPOWERING ENTERPRISES & COMMUNITIES WITH SATELLITE BROADBAND

S2 RP-1 LOAD
S2 LOX LOAD
ENGINE CHILL
STRONGBACK RETRACT
T- 00:11:36
JCSAT-18 / KACIFIC-1

RELIABLE BACKUP SYSTEM IN TONGA DURING SERVICE OUTAGES

Project

- Kacific is enhancing connectivity in the underserved areas of Tonga through **satellite-based mobile backhaul solutions, to ensure continuous communication services, mitigating the risk of cable breakages** that could disrupt operations and affect customer service.

Solution

- Since June 2022, a **mobile backhaul solutio**n has been implemented in the Niuas islands, with additional satellite terminal sites in **Vavau and Ha'apai.**

Outcome

- Implemented a **reliable backup solution** that ensures uninterrupted communication services for end-users, protecting them from **potential disruptions** caused by cable cuts or unforeseen incidents.

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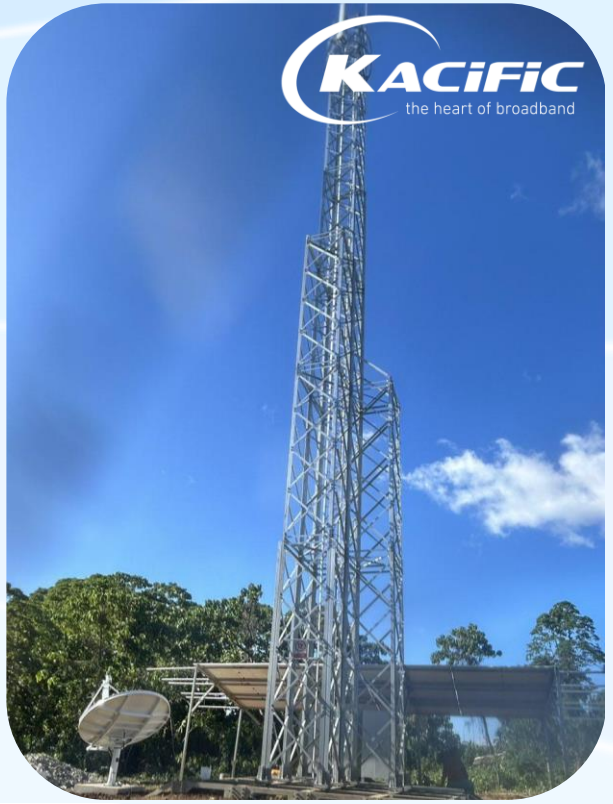
SOLOMON TOWER PROJECT



Project

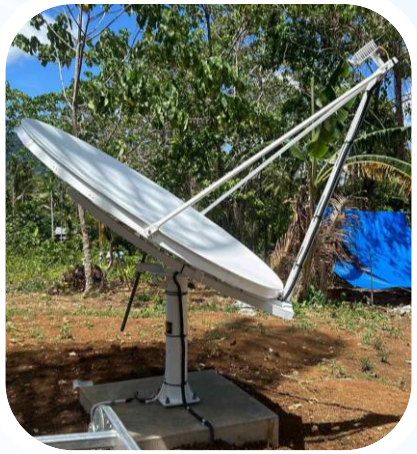
- Kacific is enhancing telecommunications in the Solomon Islands through its partnership with Solomon Tower Limited (STL). The Solomon Islands National Broadband Infrastructure Project (SINBIP) will construct **161 mobile tower site**s over three years to improve connectivity.

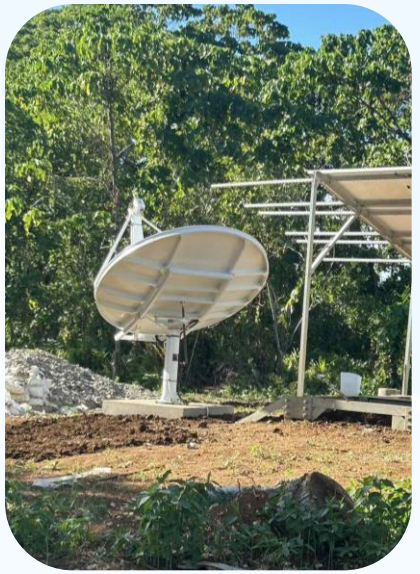
Progress

- STL has activated **13 mobile sites** on Guadalcanal and a VSAT site on Russell Islands with Kacific's 1.8m satellite terminals. The Nukufero VSAT tower, operational since September 2024, has provided the community with internet access for the first time in decades.

Outcome

- This technology addresses **infrastructure challenges**, enabling residents to **access vital information** and supporting the **government's goal of inclusive development.**





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SOLOMON TOWER LIMITED CONNECTING SOLOMON ISLANDS

Solomon Islands Government

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PLATINUM SPONSOR

PITA Strategy Forum &

Technical Meetings, Workshop

29th – 31st
October 2024

Telstra Customer Insight Centre, Sydney

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Jacques-Samuel Prolon
Executive Vice President, Corporate

Bipin Solanki
Sales Director, Wholesale, Pacific

Kyley Tan
Marketing Communication Director

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We Invite You To Kacific Booth at PITA Strategy Forum 2024

Meet With Our Team & Experience Our New Line Up of Innovative Solutions!

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