

# Next GEN HTS systems:



# Unleashing the Potential of an Empowered World

---

PRESENTED BY  
Deepukrishnan Pillai

---

PRESENTED ON  
03 Dec 2018

---

## 1 Satcom Market & Growth Drivers

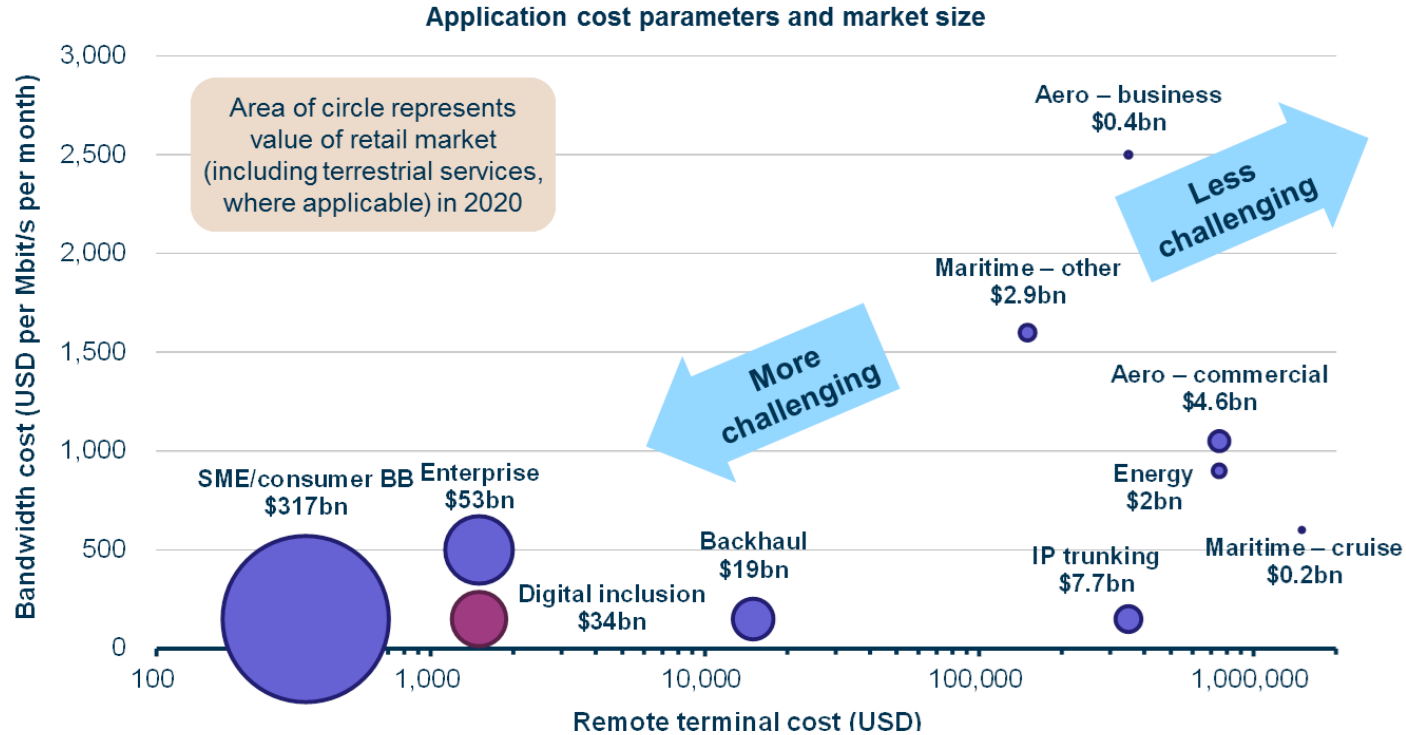
- A. Market Size and Cost Parameters
- B. Mobility Growth Drivers: Aero, Maritime & Energy

## 2 Next Gen HTS

- A. Capacity and Cost evolution
- B. Scalable and Flexible Connectivity
- C. Customer Edge Terminals
- D. New markets enabled

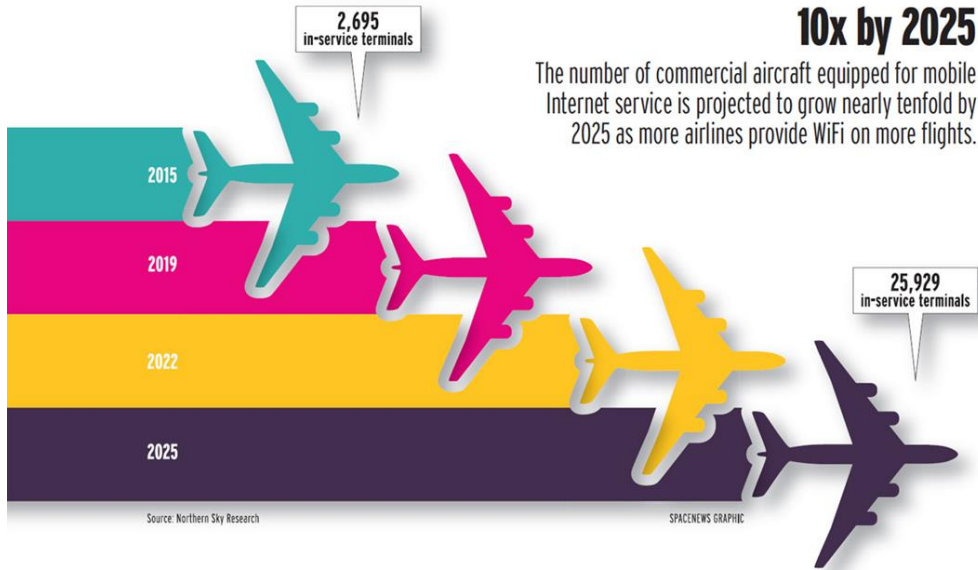
# Addressable Market size and Growth Parameters

Applications requiring low bandwidth & terminal costs are challenging for SATCOM

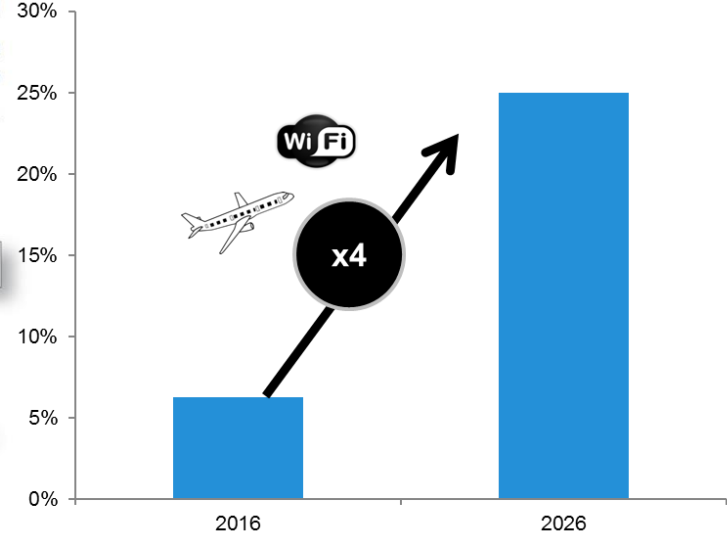


# Growth Drivers: Aero

Fastest growing segment

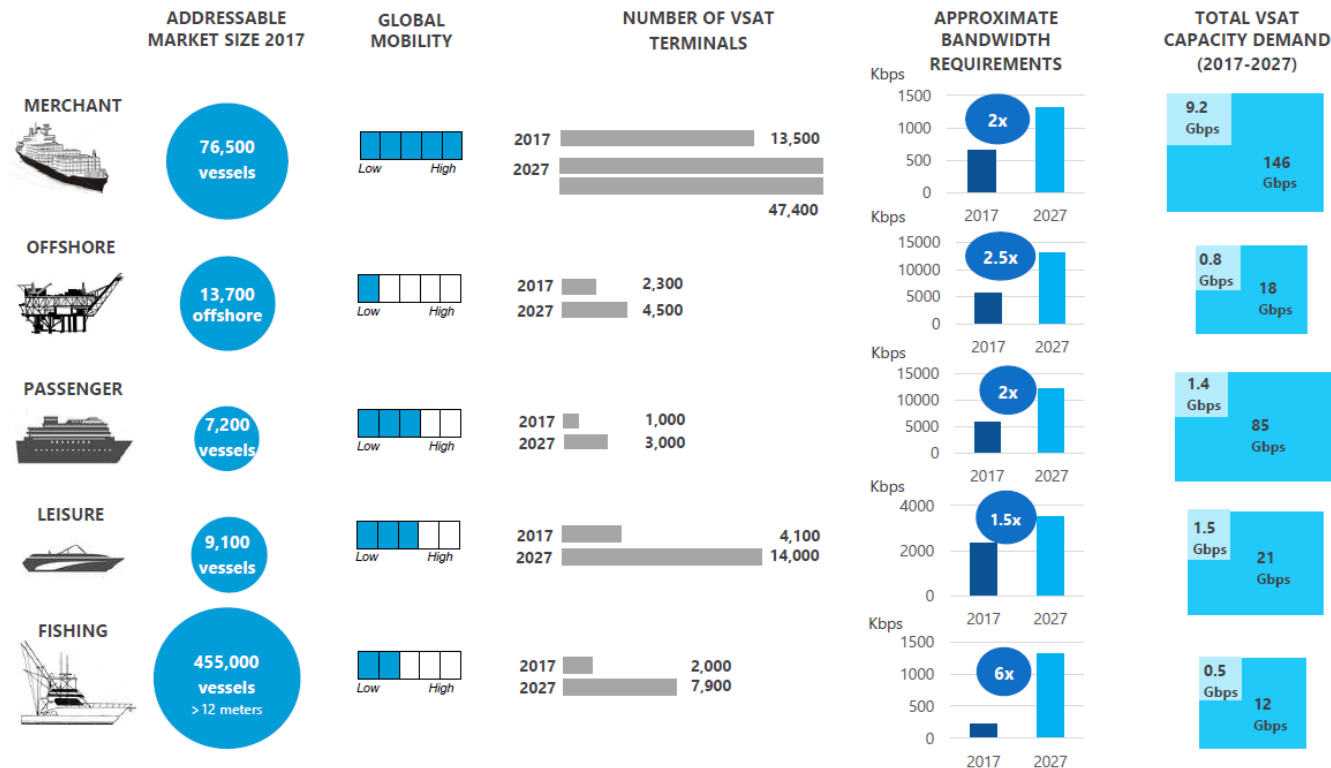


Average In-Cabin Take-up Rate (paid WiFi)



# Growth Drivers: Maritime & Energy

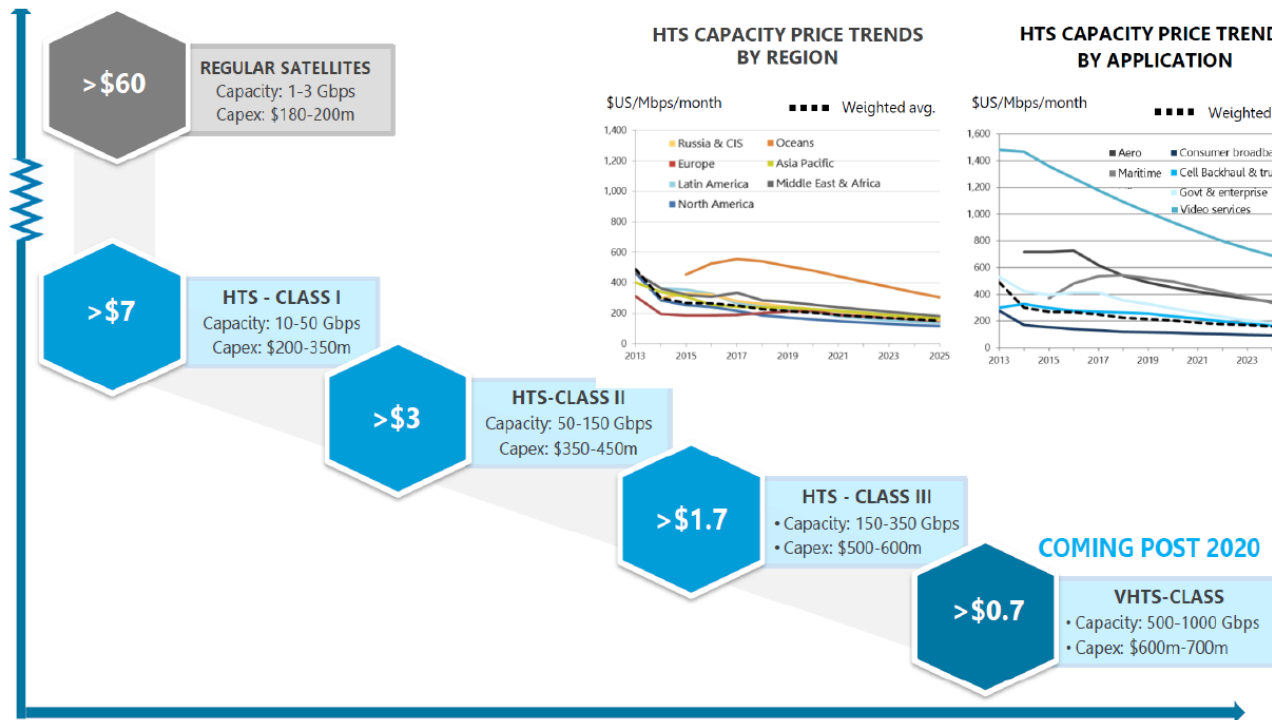
Large addressable market & bandwidth requirement growth



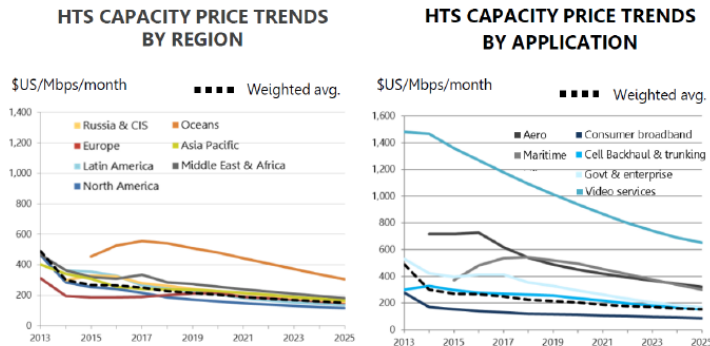
# Next GEN HTS

## Capacity and CapEx/Gbps evolution

**Space Segment Cost: CapEx per Gbps (\$m)**



**Capacity Pricing Trends (\$/Mbps/Month)**



# Next GEN HTS: mPower

Scalable & Flexible connectivity

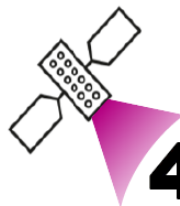
## CAPACITY

**Multi-terabit**

Scalable to 10s of Tbps globally



## FLEXIBILITY



Shape, moderate, route, shift & switch

**4,000+**  
beams per satellite

## COVERAGE

**~400M**

Square kilometres covered

## PRODUCTIVITY

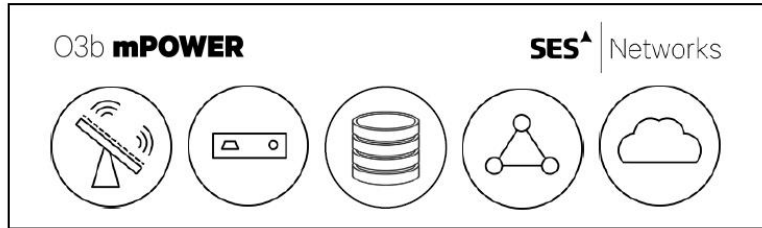


Beams go to customers, not empty territory

- ▲ In 2021, seven next-generation MEO satellites will be added to the O3b fleet
- ▲ Setting new industry benchmarks across multiple performance metrics

# Next GEN HTS: mPower

Application specific terminals and software defined ground networks



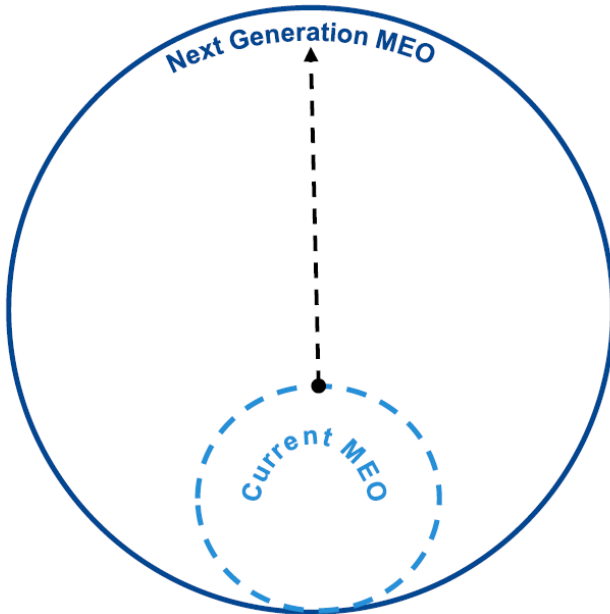
- ▲ Brings together application-specific antennas, converged network intelligence and hosted virtual network functions
- ▲ Cost-effective devices that are simple to install and maintain
- ▲ Puts high-performance data services and advanced network functionality in reach for more kinds of customers in more locations



# Next GEN HTS: mPower

Enabling new markets by unleashing the potential

## Expanding MEO addressable market



- 
- Small towns and remote locations
  - Remote offices
  - Data centres
  - Cloud access
  - Smaller mobile production vessels
  - Smaller cruise ships
  - Large yachts
  - Inter-regional commercial ships
  - Commercial aircraft
  - VIP aircraft
  - Multiple units in theatre
  - Small cities / towns
  - Large multi-national organisations
  - Fixed rigs/larger production vessels
  - Large cruise ships
  - Larger fixed/mobile installations

**Deepukrishnan Pillai**  
Strategy & Market Intelligence  
SES-Networks



[deepu.pillai@ses.com](mailto:deepu.pillai@ses.com)

T +352 710725 8303

M +352 691-419822

---

Connect with us

