

Broadband India Forum

India Satcom 2018

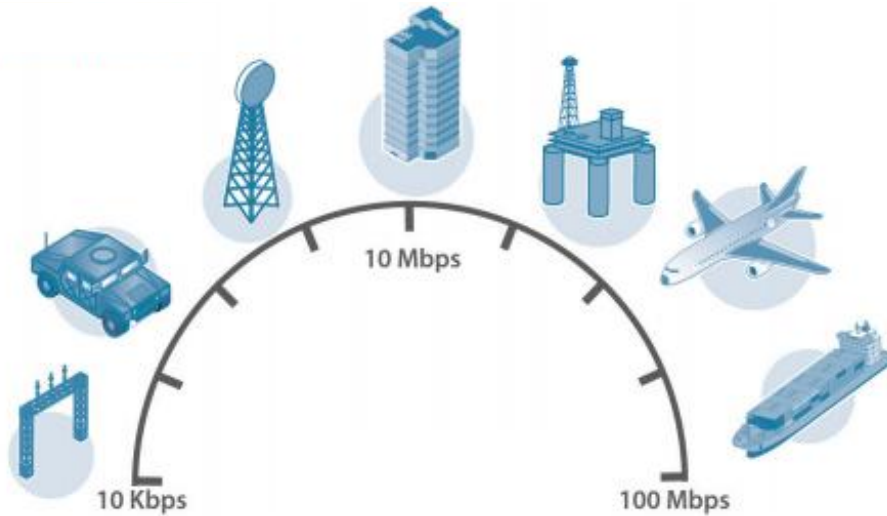


Mainstreaming Satcom : Connecting the Unconnected

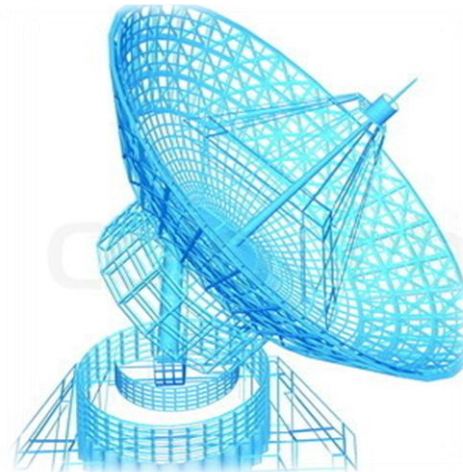
- P J Nath

SATCOM INDUSTRY

GLOBAL



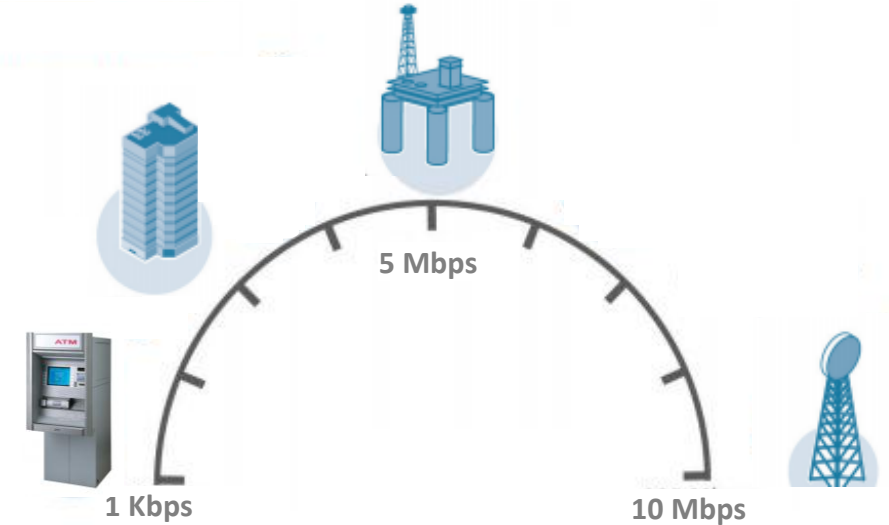
500 - 700 USD per Mbps
and reducing



APPLICATIONS & BANDWIDTH

**BANDWIDTH
PRICES**
(per month)

INDIAN



1400 - 1600 USD per Mbps

Wide Variations in Applications and Bandwidth

REGULATIONS

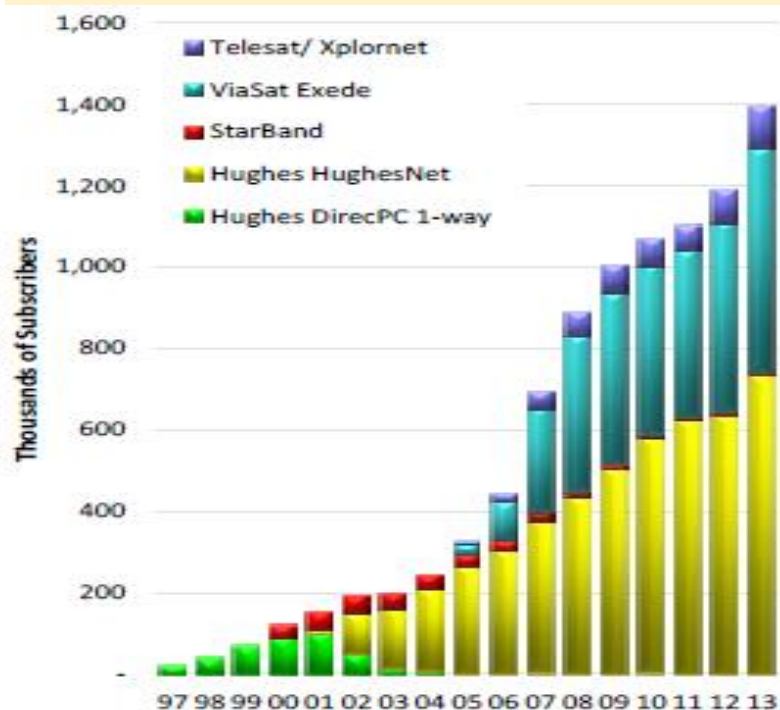
TECHNOLOGY



Global Satellite play - a quick glance

Satellite growth in N. America – the most wired region

Over 1.4 million consumers in N. America access the Internet via satellite



Over 11,000 commercial ships and 3,000 aircrafts connected over satellite



Satcom industry powering the Indian economy

Serving the 'TRIAD'

INDUSTRY



GOVERNMENT

RURAL



100,000+ terminals in Bank ATMs;
4 Billion ATM transactions annually



Energy sector - powering
exploration and development



Enabling Enterprise in unserved areas;
Manufacturing, Distance Education....



> 30,000 Villages empowered;
e-Governance, Education, Telemedicine

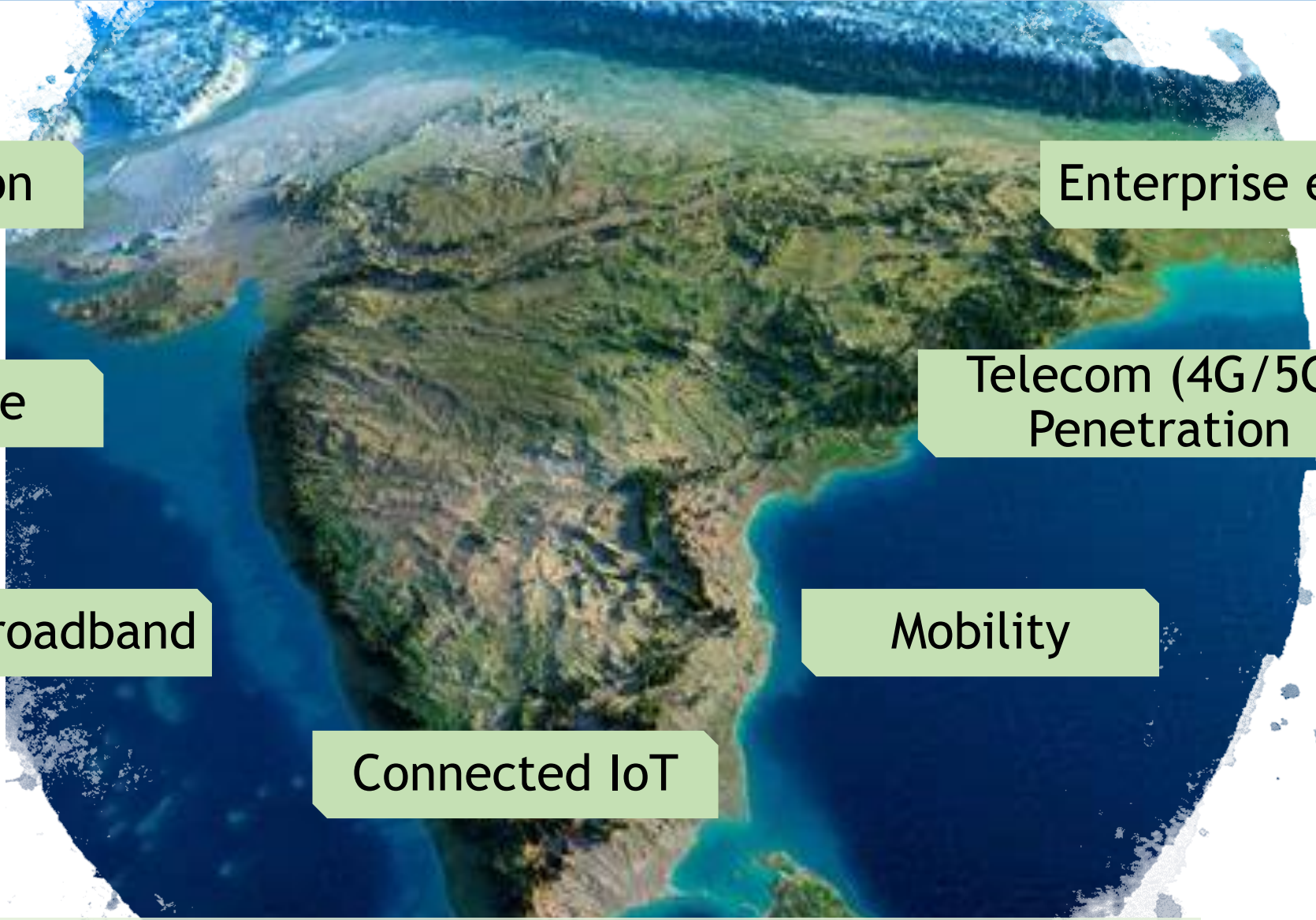


Spreading Telecom to remotest
corners of the country



> 1000 Movies distributed annually;
piracy reduction

Large latent demand from the *Unconnected* Frontiers

A satellite map of the African continent is the background for the central part of the slide. Overlaid on the map are seven light green rectangular labels with black text, each representing a different area of latent demand. The labels are: 'Rural Education' (top left), 'Enterprise expansion' (top right), 'Telemedicine' (middle left), 'Telecom (4G/5G) Penetration' (middle right), 'Consumer Broadband' (bottom left), 'Mobility' (bottom right), and 'Connected IoT' (bottom center).

Rural Education

Enterprise expansion

Telemedicine

Telecom (4G/5G)
Penetration

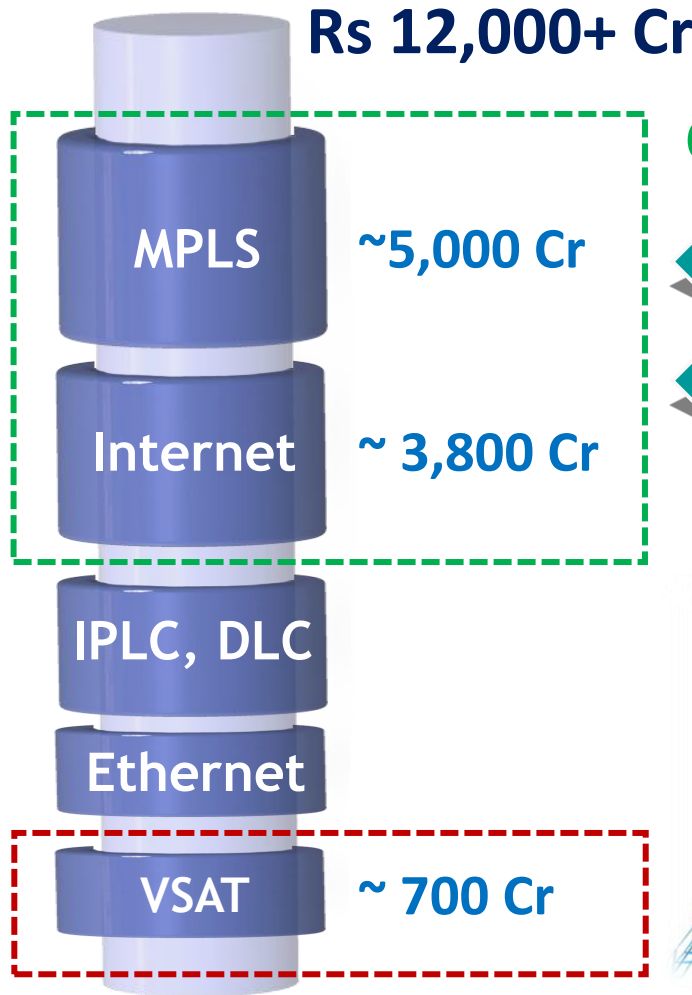
Consumer Broadband

Mobility

Connected IoT

Satellite can fulfill this latent demand....

ENTERPRISE DATA SERVICES MARKET



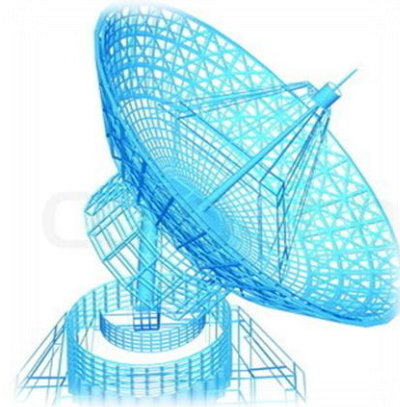
Growing majorly due to



PROGRESSIVE REGULATIONS



LATEST TECHNOLOGY ADOPTION



CONSERVATIVE REGULATIONS
LAGGARDS - TECHNOLOGY ADOPTION

How can the Satcom industry leapfrog ● ● ● ● ●

TELECOM - MOBILE INDUSTRY



CASE-IN-POINT

92% Tele-density
1.18 Billion subscribers

Levers for Mainstreaming

Light Touch Regulations

Global Technology Adoption

No Artificial Barriers

Import of Equipment

Use of newer satellites

Size of Antenna

Pvt. sector participation

Data transfer Limits

Open Skies

Mobility

Liberalization

Bridging all the gaps can make the industry grow exponentially....